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INDIA OIL STONES SHARP AND QUICK

VOL. XXXIV
NO. 1

HARDWARE

Entered as Second Class Matter at New York, N. Y. Postoffice

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IVES PATENT WINDOW STOP ADJUSTER



and 30-page Catalogue of WINDOW HARDWARE SPECIALTIES Mailed Free.

The H. B. Ives Co.
NEW HAVEN, CT.



CHAIN



Halter Chains—Dog Chains—Cow Chains—Coil Chain. Chains for all kinds of Machinery.

ONEIDA COMMUNITY, Oneida, N. Y.



All hardware dealers should carry this draw knife in stock.

A. J. WILKINSON & CO.,
180-188 Wash. St., Boston, Mass.



COVERT MFG. CO.,
TROY, N. Y.

Harness Snaps, Chain, Rope and Web Goods, etc.

For sale by Jobbers at Manufacturers' Prices.



MOTORS OPERATED BY WATER

One Dealer sold
3 More

Sewing Machines in a week after installing a Motor made by

Send for Booklet and discounts.



The A. Rosenberg Motor & Mfg. Co.
Baltimore, Md., U. S. A.

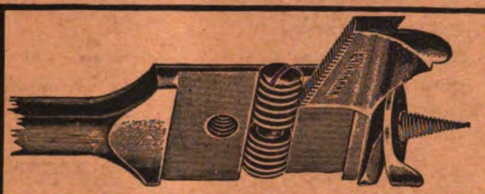


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means $1,000 in Prizes for Hardware and Sporting Goods Merchants.
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TRY TO WIN A STEVENS PRIZE
J. STEVENS ARMS & TOOL CO.,
255 MAIN STREET,
CHICOPEE FALLS, MASS., U. S. A.



C. E. JENNINGS & CO.
Steers' Patent Expansive Bit
This Bit is drop forged from selected cast steel and is finished in a most thorough manner.
See those teeth; cutter cannot creep.
C. E. JENNINGS & CO., Sole Mfrs.
42 Murray Street, - - New York.



The World Renowned MAGNOLIA METAL
ONE GRADE, ONE QUALITY ONLY.



CHEAPER and better than "Genuine Babbitt." Lasts longer with less friction. Saves oil, fuel, power, etc. The only anti-friction babbitt metal that is used all over the world by the leading Railroads, Steamships, Manufacturers, etc., and by twelve leading governments. Sold by leading dealers everywhere or by

FAC-SIMILE BAR OF MAGNOLIA METAL.
MAGNOLIA METAL CO., NEW YORK. 113-115 Bank St., CHICAGO, Fisher Bldg.
Pittsburg. Montreal. (We manufacture all grades of Babbitt metals at competitive prices.)

WE MAKE THE NORRIS PULLEYS IN ALL THE DIFFERENT SIZES QUALITIES & FINISHES ALSO MADE BALL BEARING.



SOLE MANUFACTURES OF
Norris Sash Pulley
THE STANDARD OF THE WORLD
TRADE MARK REGISTERED
FRANK B. SLOAN & CO., BALTIMORE, MD.

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All kinds of Files and Rasps and Mechanics' Tools my Specialty.

CHAS. WEILAND,
147-149 Chambers St. 129-131 Reade St., New York.

Whether you want to cut Iron, Steel, Brass or any other Metal,—a UNIVERSAL Hack Saw will do the work quicker, with less effort.
UNIVERSAL Hack Saws cost no more than poor Blades,—and in the UNIVERSAL you'll get a lot of *quality* that you *don't* get in other Saws.
Do you sell UNIVERSAL Hack Saws?
Better send for our discounts,—now!

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FAIRBANKS CO., 78-80 City Road, London, E. C.
RODINGSMARKT, 38, Hamburg, Germany. 56 Bothwell St., Glasgow, Scotland.

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STILLSON WRENCH
WILL BE KNOWN BY THIS TRADE MARK
See to it when buying from jobbers that they do not give you an imitation wrench. If your dealer does not keep the Genuine Stillson Wrench write to the WALWORTH MANUFACTURING COMPANY for prices and terms.
128-136 Federal Street, Boston, Mass.
Park Row Building, New York City.
Write for Red Book of Tools showing complete line.

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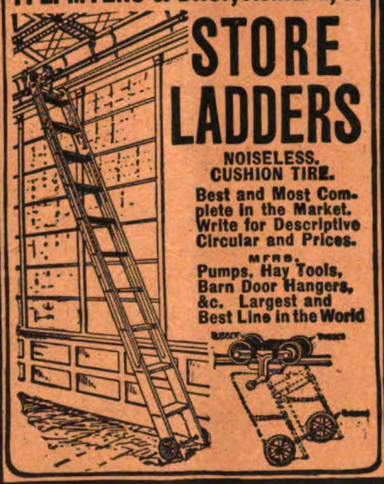
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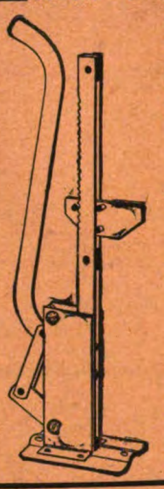
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GEM CUTLERY CO.
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GENEVA TOOL CO., HAND AGRICULTURAL TOOLS GENEVA, OHIO

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STEEL WIRE NAILS.
Iron and Steel
CUT NAILS.
Plain and Galvanized Wire.
BARB WIRE.
Wire Straightened and Cut to Length

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STORE LADDERS
NOISELESS. CUSHION TIRE.
Best and Most Complete in the Market. Write for Descriptive Circular and Prices.
MFRS.
Pumps, Hay Tools, Barn Door Hangers, &c. Largest and Best Line in the World

Lane's Steel Jack.

No Wood.
No Cast Metal.
Unbreakable.
Compound Levers.
Finish Black or Galvanized.
No. 0, to lift 500 lbs.
" 1, " 900 "
" 2, " 1800 "
" 3, " 4000 "
Lane Bros. Co.,
429-461 Prospect St.,
Poughkeepsie, N. Y.

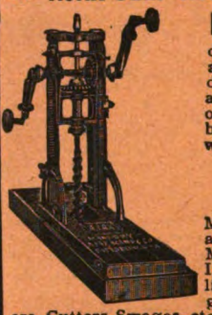
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WALKER'S
Self-Pulling CORK SCREWS
WALKER'S SELF-PULLER.
No.17 No.34

Every one tested and guaranteed.
Manufactured only by
ERIE SPECIALTY CO., Erie, Pa.



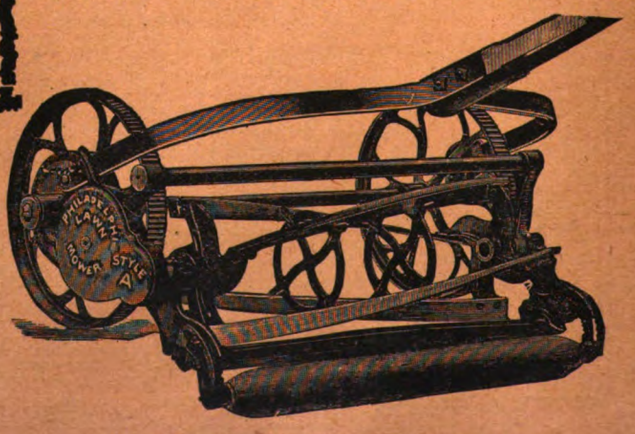
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NILES SPRING HINGE AND PIVOT.
WRITE FOR PRICES.
NILES MFG. CO.,
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CHICAGO.

THE SCHWERDTLE STAMP CO.,
Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
BRIDGEPORT, CONN.

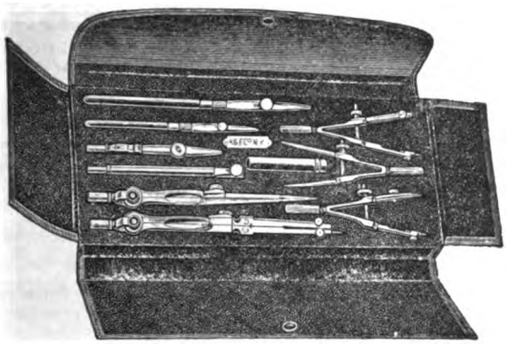
The **AJAX SELF WITHDRAWING WOOD BORING MACHINE**

does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.
AJAX MFG. CO.,
Pittsburgh, Pa.
Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

"Quality" Oil Heaters
Do not belong to the cheap "tin can variety." Being absolutely
Smokeless---
Odorless---
Safe, Reliable
and Self Extinguishable, they are better than the average.
Yet they cost no more.
Let's convince you. Send for booklet. Better yet: Let's send you a sample, freight allowed.

Roberts & Mander Stove Co.
Philadelphia, Pa.

Genuine Philadelphia Lawn Mowers are only made by The Philadelphia Lawn Mower Co.
All Others Are Imitations!
Our Style A Is the Only
ALL STEEL MOWER MADE
It has 10 inch wheel, 4-blade cylinder, train of 3 gears, double ratchet, making both wheels drivers.
The revolving cutters are without bar in center as we make no mowers with rod thru center of revolving cutter for bearings, all have large, long bearings, and are the most satisfactory Lawn Mowers made. We have others shown in 1906 Catalogue. You ought to have a copy and see our complete line.
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127 FULTON ST., NEW YORK.

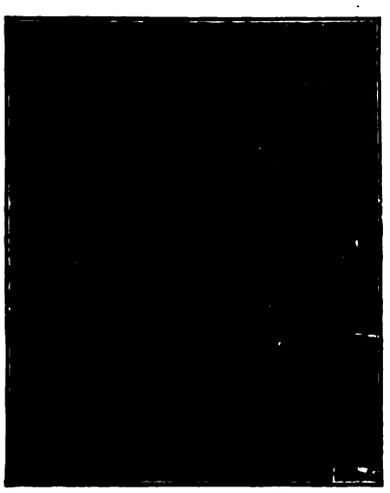
Branches: { Chicago, 111 Madison St., St. Louis, 813 Locust St. / San Francisco, 40 Oak St., cor Market.

DRAWING MATERIALS SURVEYING INSTRUMENTS

PROFIT BY EXPERIENCE!

If you intend to equip your boy for college, remember that Keuffel & Esser Co. instruments and materials are still the standard of quality, as they were during your college days. We have all requisites for drawing and engineering and all our goods are warranted.

Complete illustrated catalogue (550 pp.) sent on request. Highest Awards: St. Louis 1904, Portland 1905



Thirty Per Cent. More Room

is easily gained in any store by the use of Piqua Adjustable Brackets.

They do away with props—partitions—with moving into larger quarters.

PIQUA ADJUSTABLE BRACKETS

give you a free, unobstructed line of shelving, and permit of changing your entire shelving arrangement at short notice—

Without Expense

Give your store a modern up-to-date appearance. Write us.

THE PIQUA BRACKET CO., Piqua, Ohio.

That's IT!

The Universal Chair Seat

It is better and cheaper than cane or leather — more durable than either.

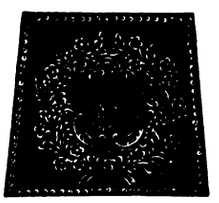
Pretty good proof of their excellence, isn't it, if John Wanamaker and other large Department Stores, as well as the largest chair makers use them?

Try a sample lot. Anybody with a pair of shears can mend any ordinary bottomless chair with **The Universal Chair Seat.** That's why they sell so well. Try and see.



EUREKA CHAIR SEAT CO.

Syracuse, N. Y.



Before Purchasing Consult Us



It may be of interest to you to write for an Illustrated Catalogue—as we have the most attractive and complete line in the market of

Water Coolers
Water Filters
Chafing Dishes
Table Kettles and Stands
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Wine Coolers
Nursery Chests
Baking Dishes **Crumb Trays and Scrapers**
Tea and Bar Urns **Bathroom Fixtures**
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Cuspidors **Match Safes** **5 o'clock Teas, etc.**

The Buffalo Manufacturing Co.

BUFFALO, N. Y.

BRANCH OFFICES:

18 Warren St., New York. 61 Stuart St., San Francisco.
40 Dearborn St., Chicago. 247 Coronado Bldg., Denver.

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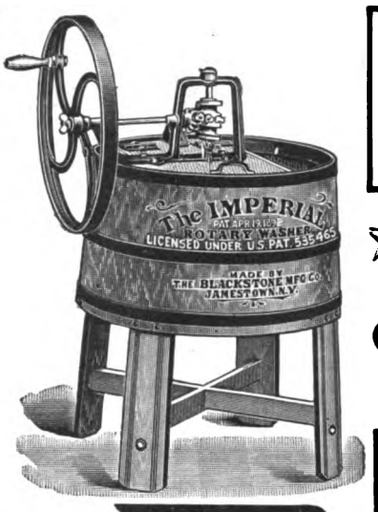
The Imperial Rotary Washer

Has made a hit with discriminating housewives everywhere.

The reason? Plenty of 'em.

It washes more clothes in less time with less wear and tear and less work than the other kind.

Don't Forget!





Again--
Its sliding cylinder on square post insures greatest strength of any Rotary.

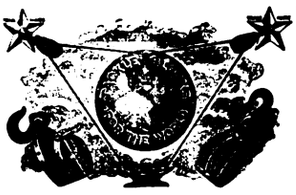
All Steel Roller Bearings

make it speedy and easy to run and noiseless. For that reason it's the Best Washer on the market to-day.

Send for complete catalogue.

BLACKSTONE MFG. CO., Jamestown, N. Y.
Established 1871.

Custom Made
FLY SCREENS
Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.
The A. J. Phillips Co., Fenton, Mich.
23 Years Experience. 3½ Acres Floors.



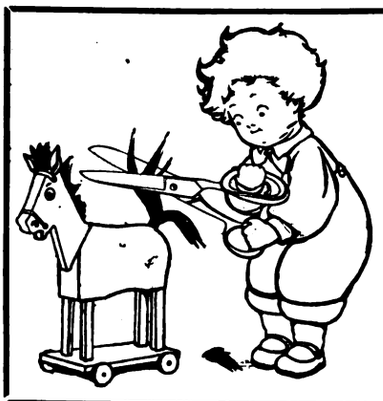
Tackle Blocks
for every purpose. 65 years' experience.
Boston & Lockport Block Co.
Boston, Mass.

HAROLD McCALLA
IRON AND STEEL
Plain and Galvanized Bars. Hoops, Bands, Angles, Channels, Tees, Plates, Sheets, Wire, etc.
444-446-448 FAIRMOUNT AVE.
PHILA., PA.

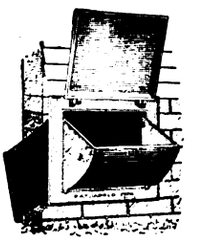
RIVETS and WIRE NAILS.



O. C. & E. P. TOWNSEND,
New Brighton, Pens.



HEINISCH
TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.
BEST IN THE WORLD
R. HEINISCH'S SONS CO.
NEWARK, N. J., U. S. A.
New York Office and Salesroom, 155 Chambers St.



The Majestic Coal, Wood and Vegetable Chute

Fills a long felt want. Is burglar-proof. Saves many broken windows. Is a splendid seller. Write for prices and secure agency at once.

The Chappell Furnace Co.
Moronci, Mich.

The
Caloric Fireless Cookstove



Does all Kinds of Cooking—
Boiled and Roasted Meats, Poultry, Game, Sauces, Fish, Soups, Vegetables, Cereals, Fruit Preserves, Puddings, etc.

With less fuel, less labor and an economy of time and with better results than any other method of cooking.

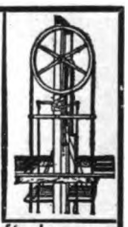
No smoke—smell— evaporation. No cook needed.

15 days trial. Money refunded if results are not as guaranteed
Send for illustrated booklet, terms and prices.

AGENTS WANTED.

Caloric Fireless Cookstove Co.
124 Pearl Street GRAND RAPIDS, MICH.

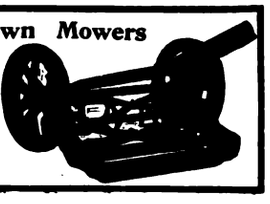
Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.



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1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
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General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
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"Globe" Lawn Mowers
Our catalog tells all about them. Best mowers at any price.

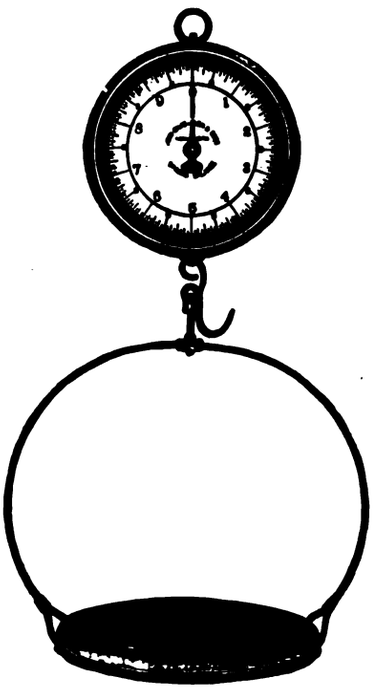


GLOBE LAWN MOWER CO.
Reading, Pa.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

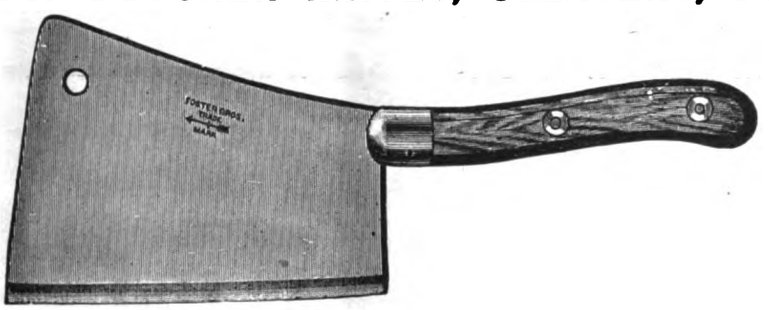


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York. U.S.A.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.



These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



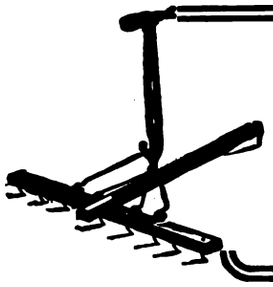
Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

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JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.

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"A Happy Combination"

Excelsior Carpet Stretcher and Tack Hammer Combined.

Simple in construction and easy in operation. Stretches carpet easily and evenly. Saves time—temper—labor. Folds compactly when not used. An excellent seller. Send for prices.

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Shall We Confine Our Sales To You?

If you wish to have the exclusive sale for the Royal Blue Washer in your town, write us at once.

We sell this first class washer to only one dealer in a town. Do you want the *sole* agency or shall your competitor reap the benefit of it?

We are going to help every local agency sell machines.

Write us today about the agency for your town. A postal will do. Address

H. F. BRAMMER MFG. CO.,

1466 W. 2nd ST., DAVENPORT, IOWA.



... THE ...

WHITE LILY

SELLS AND STAYS SOLD

There are more WHITE LILY WASHERS SOLD than of any other make of WASHING MACHINE.

DO YOU WANT A GOOD SELLER

Write Today

WHITE LILY WASHER CO.
Toledo, O. Davenport, Ia.



YOU have never given our goods a trial.

Our Five--Ten--Fifteen Cent Specialties

have the reputation of being the **Best** low priced specialties on the market to-day.

They are so well made they could easily be sold at a higher price.

Drop us a line—let's figure on your needs for 1906.

FRANKLIN SPECIALTY CO.

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FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, Ltd.

SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

I CAN SELL YOUR PATENT

My New Method brings quick results. Send for booklet.

O. J. HAEGLER, 14 So. Broad St. Phila., Pa.

EAGLE BRAND ROOFING

SECURE PROTECTION AND LONG SERVICE BY USING OUR

ASPHALT ROOFING

SAVES REPAIRS---
SAVES RECOATING
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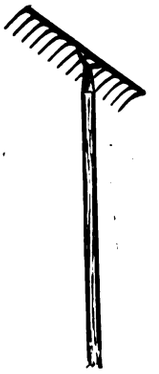
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STOWELL MFG. CO.
JERSEY CITY, N.J.

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TRIED AND TRUE



Brand	*Age*	*Brand*	*Age*
ASHTABULA,	32 yrs.	HARRIMAN,	16 yrs.
BATCHELLER,	71 "	JACKSON,	58 "
BOLLES,	66 "	MEMPHIS,	66 "
ELY,	68 "	OTSEGO,	64 "
FT. MADISON,	52 "	PHILADELPHIA,	55 "
GENEVA,	61 "	UTICA,	66 "

BRANDS of unquestioned high quality.

YEARS of success which have been earnestly employed by skillful manufacturers striving to produce the best in their field of endeavor.

They are the oldest and largest manufacturers in the world—men who have progressed from pioneers to modern experts in this industry.

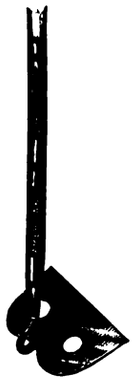
TOOL USERS have learned to depend upon these brands for all that is desirable in good Farm and Garden Hand-Tools.

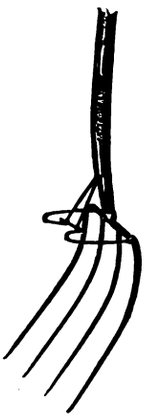
They ask for these brands and insist upon having them—*no substitute will answer.*

That is why you can sell them easily and can do a large business on them.

Apply for one of these brands this season, if you are not already fortunate enough to be handling one of them.

Write to us for our large catalog. **Order from your Jobber.**



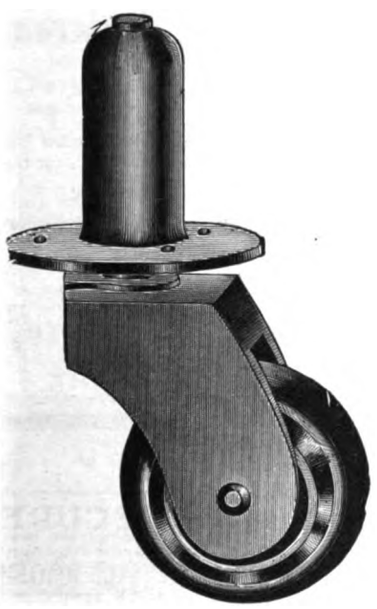


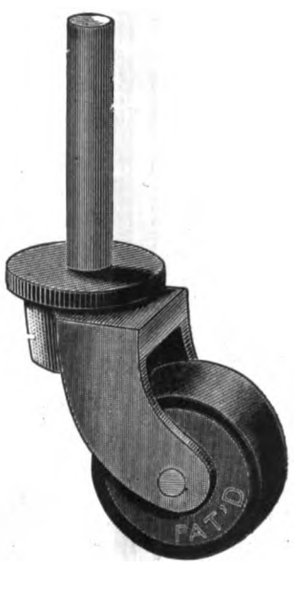
AMERICAN FORK & HOE CO.

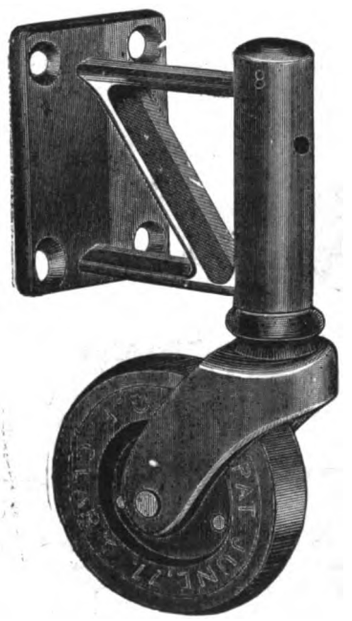
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Furniture Casters With Rubber Tired Wheels

These Casters will not scratch or mar polished floors, are noiseless and turn easily. We make a large variety of styles for tables, desks, chairs, beds, pianos, etc.







The Geo. P. Clark Co., DEPT. A. Windsor Locks, Conn.

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SAVES REPAIRING
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recognizes that an advertised article is four times easier to sell than an unadvertised one.

We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazines of national reputation. You are certain to have calls for:

The Hartmann Stockade Wire Fence
The Hartmann Steel Picket Fence
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If your stock on these goods is low just drop us a line. You can't help selling them and run no risk in stocking up.

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ELLWOOD CITY, - PA.



IF you are after the BEST **SEEDERS** that your money can buy at a profit for you, write us.

Forty Years at it. We know how to make them best. Five kinds: CYCLONE, Cyclone, Jr., Little Wonder, Chicago Stee Bow, Champion, Jr.—all quick sellers.

Write for price today.

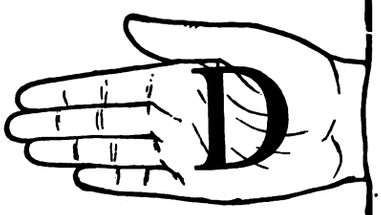
CYCLONE SEEDER CO., Urbana, Ind.

WARNING!

To whom it may concern:-

We have been advised that the Automatic door closing device made by the American Hardware Mfg. Co., of Ottawa, Ill., and put on the market under the name of the American door catch, is an infringement on our rights under our letters patent, No. 652,828, dated July 3, 1900. We have accordingly brought suit for infringement against the American Hardware Mfg. Co. in the United States Court. All persons are hereby warned against making, selling or using the device known as the American Door Catch, as we shall vigorously protect our rights.

THE E. L. WATROUS MFG. CO.,
Des Moines, Iowa.



LOOK TO OUR TRADE MARK ON THE PERFEOT NAIL SET

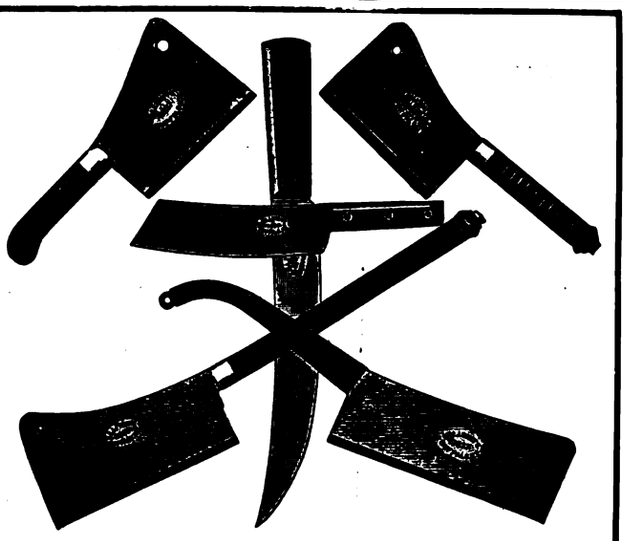
It protects you against imperfection. The "Perfect"



Will stand more wear and tear than any other.

Hammer-forged from Sanderson Steel. Cup-pointed; has corrugated grip. Send for catalogue. It shows the rest of our line.

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N. Y. Representative, JOS. F. McCOY CO., 157 Chambers St., N. Y.



BUTCHERS' TOOLS

OF SUPERIOR QUALITY

Pork, Lamb and Beef Splitters; Market and Family Cleavers; Butchers' Knives and Steels —have been made by us for **nearly three-quarters of a century.** They are the best that money can buy.

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N. Y. Office, 43-5 Centre St.; Chicago Office, 315 Dearborn St.



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Belt in a busy factory is the best insurance against loss of power, time and labor. Our

"CRITERION"

stitched Belting is strictly high grade. It is seamless—the best for most severe service.

No dealer would want better insurance against loss of profits in belting of any kind.

Get our Catalogue. It shows the most complete line.



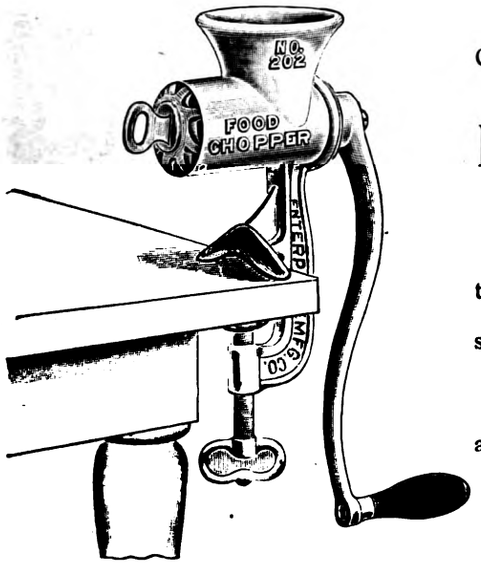
VOORHEES RUBBER MFG. CO.
JERSEY CITY, N. J.

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and con[illegible]ition activ[illegible] a h[illegible]
this year.

PERSONAL. — The hardware dealer who is not making a handsome profit selling Enterprise Meat and Food Choppers will learn something to his advantage by addressing the undersigned.....

Sometimes life's little [illegible]nities show



We are breaking all records in sales of Meat and Food Choppers.

If you are not selling more

Enterprise Meat and Food Choppers

than ever before there is something wrong.

Write us for "ginger" (live advertising matter), to start business bubbling your way.

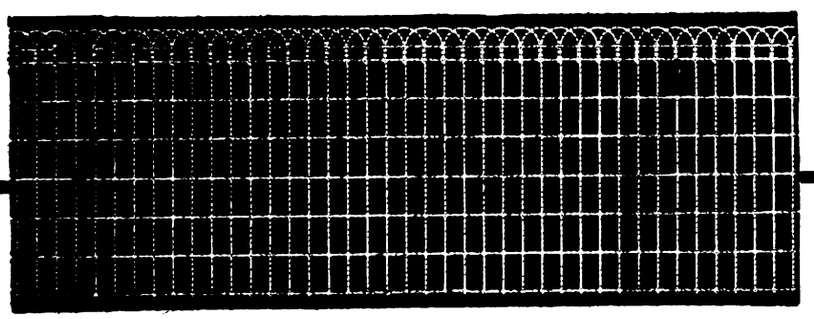
People are afraid now of packing house products.

They want to chop their own meats.

They are buying Meat Choppers from the dealers who are pushing them. Get in line!

THE ENTERPRISE MFG. CO. OF PA.

PHILADELPHIA, U. S. A.



"Cyclone" Ornamental Fence and Gates

are a good line for the Dealer, whether they handle our farm fence or not. Built up to 6½ feet high. We carry a stock in New York City for nearby deliveries.

CYCLONE WOVEN WIRE FENCE CO.

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Japanned Steel Door Buttons

Patent Applied For.

Half the weight of the cast, much stronger and will not break. No higher in price and twice as good. Made in all sizes from 1¼ to 2½ inches.

Insist on having them. Carried by all leading jobbers. Write us for samples and name of nearest jobber.

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THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. BRIDGEPORT, CONN.



Greatest Household Necessity of Modern Times

No want so grievous and no demand so great as is manifested by the public at large for

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NOW MADE IN TEN MODELS

Grinding Wheels of Solid Adamite, Greatest Abrasive Known

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Dixon's Graphite Axle Grease

has proved to be from 3 to 5 times as lasting as the ordinary grease. Will not gum in cold weather, nor run in hot. Try a sample order. Get free Price List 54-K.

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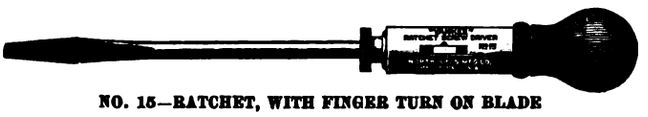
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Ask Your Jobber About Them.



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AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

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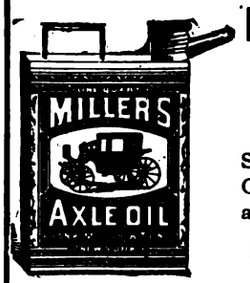
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FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





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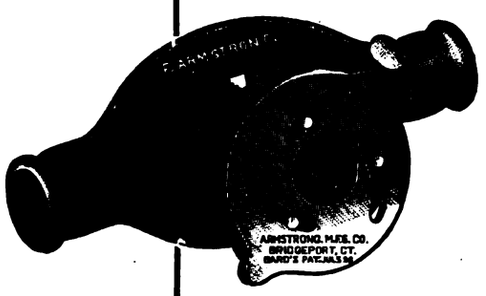
Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
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A Very, Very Valuable Addition to an Armstrong Die Stock



The Bard Adjustable Bushing gives you any size bushing you need with a simple twist of the cam-plate. Saves all the bother of changing bushings in the stock, all the trouble from lost bushings, and brings the pipe to perfect centre always.

A strong, well-made device that can't get out of order.

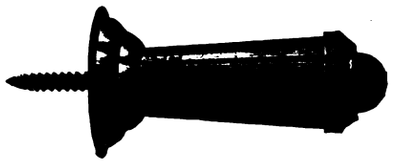
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The Champion Metallic Base Knobs
NEVER BREAK
(TRADE MARK)
Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.

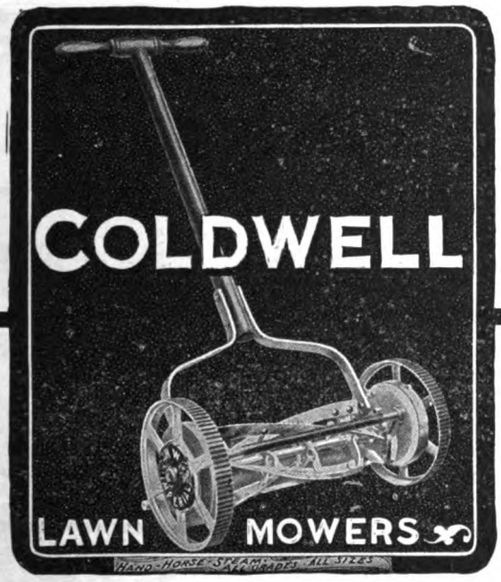
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Write to-day for catalogue.

FOND DU LAC AWNING & TENT CO.
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LOOK each ad in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him—write anyway. **Always Mention "HARDWARE" for having "put you wise."**



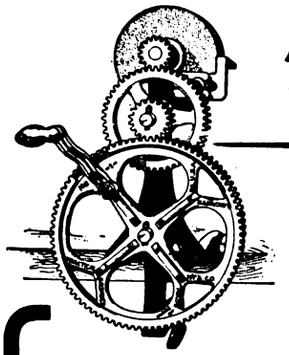
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of the lawns in the United States are mowed by Coldwell Lawn Mowers, because they are adaptable to the greatest variety of grass.

We make Hand, Horse and Motor Power Mowers.

Their reputation makes them quick sellers. Try 'em.

COLDWELL LAWN MOWER CO.
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Ten to One

Is the ratio at which our

HAND and FOOT

Power Grinders

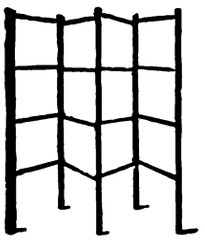
and Tool Sharpeners beat the Grindstone.

An every day necessity. Four sizes. All guaranteed to be reliable and fast-cutting grinding wheels.

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of woodenware, house furnishings, medicine cabinets, and commodes is without a doubt the most complete and novel line of its kind on the market.

UDELL SPECIALTIES have been handled successfully by hardware dealers since the year 1880, which precludes the possibility of any experiment on your part.

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showing our line of UDELL house furnishings, kitchen woodenware, step and extension ladders. Our prices are right and every article throughout our entire line is a profit producer.

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to selling the old-fashioned, faulty Casters?

Don't—Sell

THE FAULTLESS



with leather wheel—best for all kinds of furniture, hardwood floors and parquetry.

They are absolutely noiseless. It's the **"Caster that never refuses to turn."**

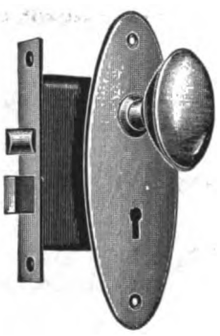
Our Caster line is most complete. Send for the "Faultless Booklet" and see.

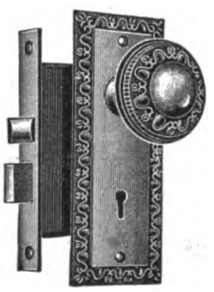
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You Ought to See the Rest of Our Line!

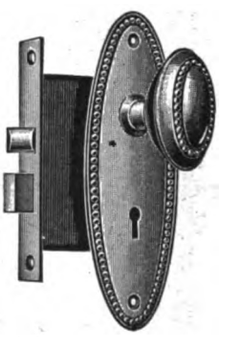




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THE ROEBLING STANDARD WIRE LATHING,

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No amount of rough work will cause it to lose its identity.

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holds the door open without injury to floors or carpets.

Operated by foot pressure. Adjusts itself to any unevenness of the floor.

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Manufacturer and Wholesale Dealer in all kinds of **MOPS**
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Office and Factory, Buel Place, Woburn, Mass.
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Federal Bench Shear



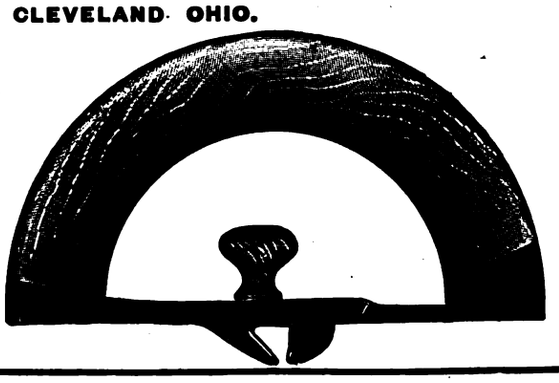
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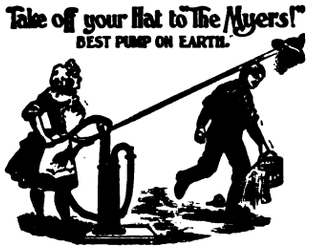
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HAY RACK CLAMPS

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Steel Track. Aluminum Finish.

Flexible.

Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.

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THE ONLY SLED GIRLS CAN PROPERLY CONTROL.
GO THE FASTEST ON THE HILL.
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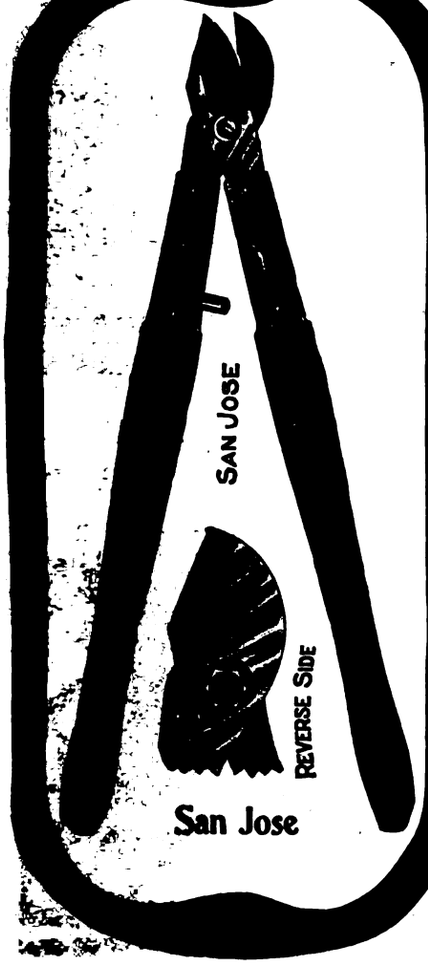
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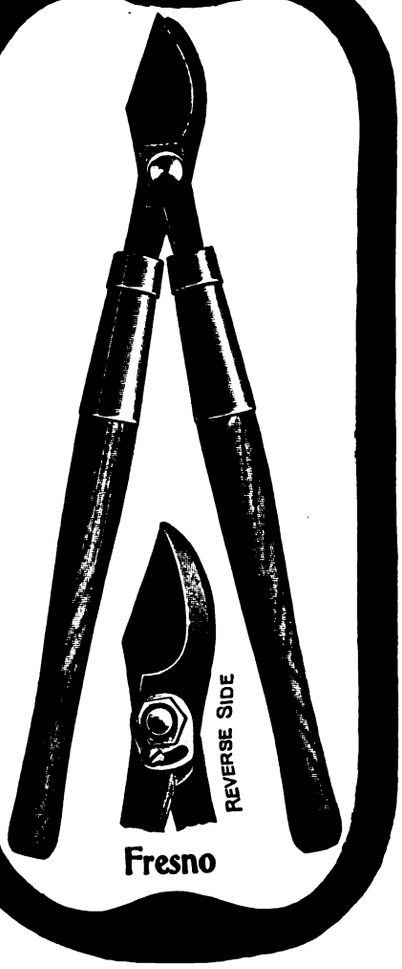
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1906
Catalogue.

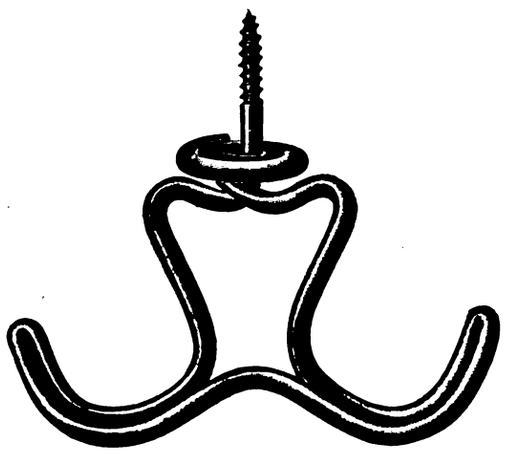


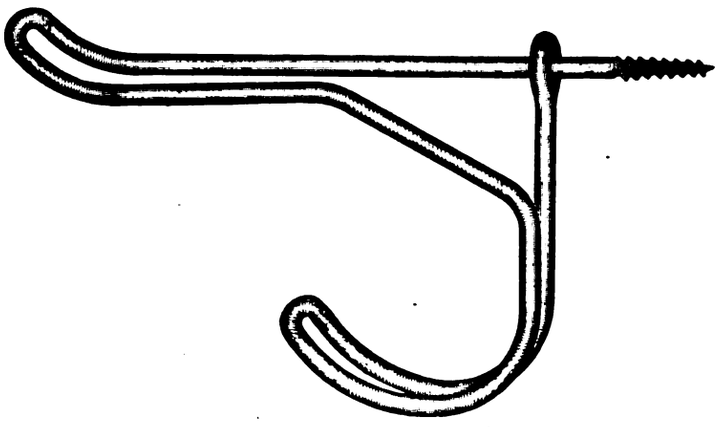
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E. JENCKES MFG. CO.,

MANUFACTURERS OF

Hat and Coat Hooks, Ceiling Hooks, Bright Wire Goods, Spring Cotters, Belt Hooks, etc.



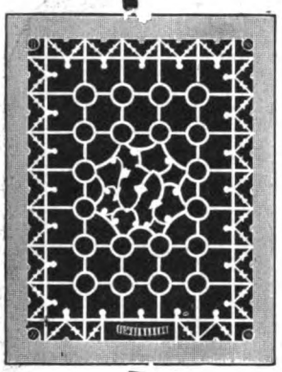


CATALOGUE AND PRICES ON APPLICATION
SELLING AGENTS

John H. Graham & Co., 113 CHAMBERS ST. NEW YORK

118 to 122 Holborn, London, E. C., England. 11 Front St., San Francisco. Copenhagen (Freeport).

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REGISTERS

All cast warm air Registers, neat in design and of superior finish. Are interchangeable with all first-class makes. Remember we do not belong to the Association. Are in a position to quote lowest prices and can give Prompt delivery.

Our Own Foundry! Unlimited Capacity!

Write for catalogue and discounts.

STANDARD REGISTER CO., Cleveland, Ohio

Register Department, Standard Foundry & Mfg. Co.



If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE • • •

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

SEEING IS BELIEVING



That is why it pays a Hardware dealer to have a sample of the

BARTH-WEILER LIFTING JACK

for his customers to look at. It requires little room or attention—it speaks for itself. Seeing a sample will convince many a man that he needs one.

Write for catalogue and prices to-day.

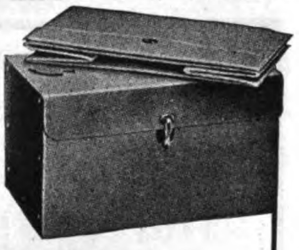
J. BARTH MFG. CO., Milwaukee, Wis.



The

"IDEAL"

Folding Lunch Box



Insect--Dust--Water Proof

Fits any pocket---fit for any lunch.

Two Grades: 25c. and 10c.

2 sizes: 8x5x4¾ and 7½x4¼x4½

Send for free samples and prices; window cards furnished.

Rochester Lunch Box Mfg. Co.,

Rochester. N. Y.

S.&S. KNIVES

WARRANTED



THEY HOLD AN EDGE — NO HARD OR SOFT SPOTS

National Cutlery Co. DETROIT, MICH.

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The Crystal Coffee Mill



The Gem Mop Head.

GET BUSY

That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 800 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.

THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.

Write for Our Latest Catalog

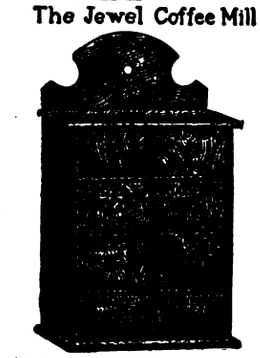
ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.



The Jewel Coffee Mill



Eight Space Spice Cabinet

When you hear some one speak of

Varnish Remover

What does it convey to your mind?

AD-EL-ITE!!!

The most widely known and used paint and varnish remover on the market.

The brand that first called the public's attention to the wonderful merits of paint and varnish remover as a time and labor saver.

AD-EL-ITE is manufactured under Patent No. 714,880 which fully protects all dealers and users of AD-EL-ITE.

Don't lay yourself liable by handling infringing varnish removers; but sell AD-EL-ITE, the patented and protected brand.

Our prices are always the same.

They insure the dealer a fair profit and a square deal.

Adams & Elting Co.

Sta 3. CHICAGO, ILL.

Quality Sells

When Henry Disston was asked the question:

"What do you put in your saws?"

He replied:

"Good steel and honest work."

UPON THIS FOUNDATION IS BUILT

DISSTON QUALITY



"If you want a saw it is best to get one with a name on it that has a reputation. A man who has made a reputation for his goods knows its value as well as its cost and will maintain it."

HENRY DISSTON & SONS., Inc.

Established 1840. PHILADELPHIA, PA.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . . .



Sash Chains

"Giant," "Red Metal"

Cable and Jack

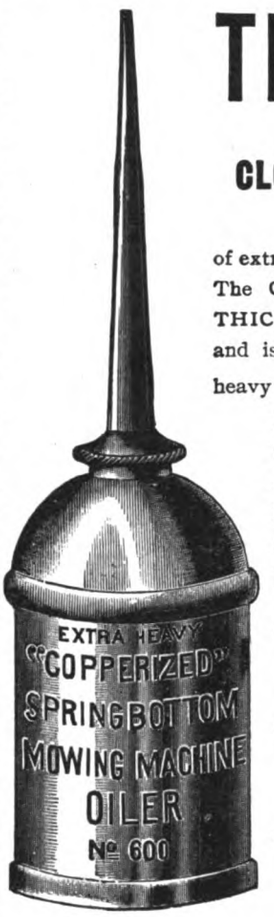
Chains . .

Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*. :-: :-: :-:



No. 40.

New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

CENTER PUNCH

No. 18-A



AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.

Athol, Mass., U. S. A.



ONE-HALF THE COST

and more—is saved by any mechanic buying the Nettleton Reversible Nipper.

Each "Nettleton" is equal to two nippers of any other make, for

THE NETTLETON REVERSIBLE NIPPER

has *two* fine cutting edges on *each* blade: Better still: The Nettleton is adjustable—reversible—interchangeable.

Costs you half the effort to sell it.

Talk Nettleton to the Nipper user in your town and watch them sell!

THE NETTLETON MFG. CO.

Office and Salesroom: 157 CHAMBERS ST., NEW YORK.
Factory: MIDDLETOWN, CONN.
Address all correspondence pertaining to sales to N. Y. Office.

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HARDWARE

Harold McCalla, 444-446 Fairmount Avenue, Philadelphia, Pa., makes a specialty of plain and galvanized Hoops and Bands, Angles, Channels, Tees and other shapes, principally small and odd sizes not generally carried in stock by other stores.

✤

The Orpheum theatres will have to be careful or they will get classed with the Chinese play-houses. A negro was arrested in Kansas City a few days ago for trying to sell a couple of boxes of ten cent cigars, and claimed a white man gave them to him as he came out of the "Opium" theatre.

319183
ASTOR, LENOX AND
TILDEN FOUNDATIONS.

DIXON'S HANDY BLOTTERS.

The Joseph Dixon Cruicible Co., Jersey City, N. J., are distributing to their friends in the trade a unique blotter, with a monthly calendar embellishing the front. Seated on a spray of golden rod is the representation of a large Jersey mosquito, with a face "almost human," and an expression indicative of the joy of living. A nicely pointed Dixon pencil is seen in the background. This company, besides being engaged in the manufacture of graphite lead pencils, are also large manufacturers of silica graphite paint, pure flake lubricating graphite and graphite pipe-joint compound.

LISK'S MEMORABLE ANNUAL OUTING.

In a recent issue of the Rochester Sunday *Herald* were a number of large and elaborate half-tone illustrations displaying in an interesting manner how the numerous employes of the Lisk Manufacturing Co., of Canandaigua, N. Y., enjoyed their annual outing, which was held at Seneca Point, Canandaigua Lake, last month. From the display given of the innumerable frolics, it is certain the parties participating had the time of their lives, for the scenes depicted a happy state of affairs that we are sure will linger while memory holds the seat of honor in the brain that cherishes it.

FIRE AT CHARLES WEILAND'S.

On the night of Tuesday, October 2nd, a fire occurred in the Hardware and Cutlery establishment of Charles Weiland at 131 Reade Street, New York, which made such a rapid headway it had a good hold on the three upper stories when the first fire apparatus appeared, although an alarm had been turned in when the fire was only a slight blaze. The building is connected at the rear with 149 Chambers Street by bridges on every story except the first, which extends through both buildings from street to street. The firemen found these bridges points of vantage in directing their streams of water, and Chief Croker praised their usefulness in fighting the fire. The firemen prevented the fire from reaching the two lower floors, although goods in them were damaged by water. The flames left a mere shell of the three upper floors. The loss is estimated to be $25,000.

TRADE WITH BRAZIL.

NEW STEAMSHIP LINE—THE REDUCTION OF DUTIES.

In a dispatch to the State Department from Brazil, Ambassador Griscom summarizes the effect of the visit of the Secretary of State, and in the course of the dispatch says:

"It is fortunate that just at this moment, as telegraphed to you by me on the 20th instant, the Lloyd Brasileiro, the largest Brazilian steamship company, has just put in operation a new monthly steamship service between Rio and New York. The English company of Lamport and Holt have been running a monthly service with a practical monopoly, and without competition the freights have been prohibitive. It is hoped that we are entering upon an era more favorable to merchants who may desire to reach out for trade with Brazil. The crying need of our relations with Brazil is better steamship communications. Inquiry among our leading financiers and merchants indicates that encouragement by our National Government in the form of a small postal or other subvention would quickly bring about the establishment of a good line of American steamers between New York and Rio. Given a few facilities our trade with Brazil must inevitably go ahead at once with leaps and bounds."

Minister Griscom, who was fortunate in securing a reduction of 20 per cent in the duties imposed by Brazil on imports from the United States of flour, condensed milk, rubber type (tariff No. 1023), watches, paste (tariff No. 173), varnishes, typewriters, refrigerators, pianos, scales, and windmills, is said to feel some anxiety over the fact that the matter has not been sufficiently brought to the attention of exporters in the United States, as this reduction, unless extended, will end on December 31, next. This offers a splendid opportunity for exporters of such products to Brazil, and in connection with the new line of steamships established by Brazil, ought to very largely increase the exports to that country for the remainder of this year.

J. E. PORTER COMPANY'S NEW CATALOGUE.

We acknowledge the receipt of J. E. Porter Company's new pump catalogue, and wish to call attention to the very unique and attractive poster-effect of the cover, a dark green background with two silver pumps dispensing sparkling water over the globe. This is typical of the great and well-known excellence of the Porter pumps. They are so good and so manifold in their use that they can truthfully be said to water the earth. The catalogue illustrates the whole of the Porter Company's large line, including force and lift, single and double-acting, wind-mill regulating, tank, and spray pumps, as well as iron, brass and brass-lined cylinders. The catalogue is sent free, and such of our readers who have not received a copy should write for one to the manufacturers, J. E. Porter Co., Ottawa, Ill.

DEATH OF PHILIP FERDINAND KOBBE.

Mr. Philip Ferdinand Kobbe, Director and Assistant Secretary of the Westinghouse Electric & Mfg. Company, died at his summer home at Stockbridge, Mass., on Friday, September 21st, aged 64 years. Mr. Kobbe was one of the pioneers in the electrical business, his efforts having always been devoted to the financial end. In 1883 he was elected treasurer of the United States Electric Lighting Company, which position he held until 1890, when the United States Electric Lighting Company was absorbed by the Westinghouse Electric & Mfg. Company, at which time Mr. Kobbe was made Treasurer of the latter company. In 1896 Mr. Kobbe was made Vice President in addition to his duties as Treasurer, and in 1902 he became a director of the company.

Mr. Kobbe was born in New York October 24, 1842, and received his education in Germany. He was a man of broad culture, and of a charming personality that endeared him to all of his associates, so that they were always glad to consider him their friend. He served in the Civil War as a member of the Seventh Regiment. He was a member of the Calumet and Richmond Country Clubs and the Society of Colonial Wars. Surviving him are his widow, three daughters and two sons. Two brothers, Gen. William A. Kobbe, U. S. A., and Gustave Kobbe, author and journalist, of New York City, also survive.

THAT CARELESS SPEECH.

Insist upon it that your employees speak distinctly and set the example for them yourself so you will know that it is done. There are few more disagreeable topics of conversation to a person of culture than "what" with its more polite equivalents. A word misspoken, too, or not entirely understood has been responsible for more than one embarrassing situation as an obscure syllable has destroyed the force of many a telling argument. The rush of modern business life invites a haste of speech that brings its own disease, indistinctness. Along with this is growing up the kindred fault of inattention. Where is the use of trying to catch all the utterance with the first attempt when a repetition is so sure to be asked anyway that it is expected? The result of it all is a trained inattention to the spoken word and indistinctness with the speaker.

By standing near almost any group of young toilers just released from work one cannot but be impressed by the prevailing "What," "What did you say?" "I didn't understand you," until one almost believes the "what" habit rivals the gum habit with the girls and the cigarette craze with the boys.

One of these days these same young people will be called upon to take their places in positions where our patrons are accustomed to have their meaning understood without unreasonable repetitions, and expect to make out what is being said to them without wasting time in many questions. The fault may seem a trivial one to us; it is. All the easier then can it be overcome. At the same time taken in the aggregate it is so disagreeable as to be almost an abomination and it all comes through carelessness that we can overcome.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK.

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2.50

L. E. MACINTYRE, - - - President.
A. P. MITCHELL, - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - Editor.
J. W. PENTZ, - - - - - Advertising Manager.

OCTOBER 10, 1906

THE NEW YORK PUBLIC LIBRARY 319483 ASTOR, LENOX AND TILDEN FOUNDATIONS.

DEATH OF MRS. L. E. MacINTYRE.

Mrs. L. E. MacIntyre, President of the Hardware Publishing Co., publishers of HARDWARE, died at her residence in this city after a brief illness of appendicitis on September 24, 1906. She submitted to an operation a few days before, from which gangrene developed, which caused her death. Mrs. MacIntyre was at the time of her death the wife of Thomas Alexander MacIntyre, of the firm of T. A. MacIntyre & Co., 71 Broadway, New York, bankers and brokers. She is survived by three sons and one daughter who recently married Arnold Lawson, a son of Thomas W. Lawson, the Boston financier.

Editorial Trade Review

Trade continues the acme of excellence in every respect from all the reports obtainable, but the goods, the regular reception of which would make every one happy, are difficult to obtain even when they have been a long time ordered on a "take time by the forelock" programme. Notwithstanding manufacturers are straining their machinery to the utmost, still the output doesn't equal the conditions required to supply the customers' wants. A farther increase of creative power might be in contemplation but for the fear of overproduction at a later date should every manufacturer, under the present impetus, enter the list for an augmented production, which might later on result in a slump with all that the name implies. This fear holds the forces in check and it is decided that it is better to endure the ills we have than risk a future of uncertainty with ample facilities.

This fact is noticed in the five per cent. and seven and one half per cent. advances which seem to be the order of the day, and which fail to jar on the dealers' mentality, who feels grateful to know it is no worse. But it's mighty rough to know one of the principal causes is to be found in a lack of the raw material without which the hammers are compelled to lessen production and the mills to slacken the velocity of their rolls. The trend of the markets under such circumstances cannot fail to be of an upward character, but the country must keep the markets free from anything favoring experimental inflation of values.

This country seems to be the pacemaker for the rest of the world, our daily accessions to greater wealth making us fill the proud position, but the keystone of the whole fabric is the annually increasing crops upon which is founded our wonderful prosperity. The bountiful harvest of the past few years has made us strong in the commercial world, where every channel of industrial promise is made prolific, and gains of every sort assume a permanent shape. To aid in the transportation of our crops to the seaboard, thousands of freight cars are needed, and in a time of plenty like this, the scant facilities of the railroads are easily discovered. Crops widen and extend so many fields of industry, and make labor-saving machinery undertake the most progressive of possibilities.

The heavy rains prevailing in the West in many States have interfered with harvesting, causing more or less delay and lessening sales. This has also been the trouble in the Southern States, and the cotton crop has felt the effects of it.

Export trade is referred to as being unusually good, and in fine condition, with an advancing tendency in some important lines. It is difficult to keep up a supply of goods for export when advancing markets on this end of the traffic are reported, with a consequent scarcity coupled with a good demand in domestic channels. Our manufacturers are too prone to let the foreign markets "bide a wee," especially when they have to be held at prices that attract them only because lower in price.

THE STORE FRONT.

There is such a thing as carrying a good idea too far. Store window displays are the cheapest form of efficient advertising when kept in their proper place but when they come outside and spread themselves all over the sidewalk for a block or two, they become a public nuisance as well as a menace to the popularity of their owner. The average man, after he walks around a washing machine, falls over a couple of plows, takes an involuntary ride on a carpet sweeper, climbs over a baby carriage and knocks his hat off on a hammock, thinks things that his wife does not allow him to say and takes just about enough interest in the whole concern to kick it into the middle of the street unless he happens to run astride a pump-handle at the critical moment; then he thinks a little more. The object of window and front-door displays is, not to keep people out of the store or on the other side of the street, but to get them inside. The one thing that a big assortment of goods upon the sidewalk usually suggests more than anything else is confusion. The premises where front-yard disorder is permitted are never attractive to the lover of neatness. However attractive the interior may prove there is always the feeling of a junk pile to be gotten over before the outer world can again be reached. Besides it all seems like an intrusion on the public and if there is any one thing a man kicks against it is against any infringement on his free and unlimited pedestrial sway upon the street without being hampered by a thought of anything but himself.

Then what is more annoying to a woman than to have her dress all but wrenched from her by a projecting bolt or bit of wire that still holds a shipping tag in its place? Rather than take such chances, especially in a country town with its narrow walks, she takes the muddy street. Does she bestow a smile of approval at the window display or carry a favorable impression away with her?

Even more than the public, if anything, the Hardware dealer or any other business man, ought to object to any obstruction to the walk. There is the very place that he should do his part to keep clear and specially neat to favor his displays within. There is no attention quite so favorable to him as whole-hearted attention and that is what he cannot get so long as he surrounds his audience with a battlement of projecting bolts or broken packing crates with nails sticking out of them.

A well conducted store begins, not at the door, but at the curb; a disorderly one as far away as it can be seen. In nearly all towns there are authorities whose duty it is to keep the sidewalks passable; in a few of them it is done. Where it is not there is a splendid opportunity for an enterprising business man to distinguish himself from his fellows by keeping his own sidewalk clean and his own side of the street attractive, as though the public's right-of-way ran through the store itself instead of past its front.

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THE LONG DATING TEMPTER.

Never let long datings tempt you into purchases that are not needed. The commercial man is with you to sell his own goods and will try and get you to bank upon the credit of future sales; in his enthusiasm for his *one* line he may be sincere in thinking as he says, but it is not safe to depend on. He is selling only one line of goods and you have many to unload. Where he could devote his entire energies to commercial fertilizers, or stock food, or some novelty in the building Hardware line, and could doubtless really make the sales he claims, you must regard that as a side line most of the time, and see that other things don't drag. Under such conditions it would be very unsafe to expect sales equal to his.

Occasionally it is well for the Hardware dealer to get out among his people in a personal canvass in behalf of some new line he has just taken up, but even then it is only *a* line and not his business. Always he has a weather eye out for his other goods. If he is selling fertilizers he is not an exclusive fertilizer dealer as the agent is, but sizes up the buggy situation, notes that Joe Smith will have to get a new mowing machine or that Deacon Brown's house needs painting. If he is wise he doesn't mention all the things he notices at the time but it attracts more or less of his attention from fertilizers, though it may lead in the future to even more profitable sales.

Buy what you think *you* can sell and not what the agent tells you he can.

COMMERCE AND LABOR AT THE SHOW; OFFICIAL AND UNOFFICIAL ALSO.

The United States Government, through the Department of Commerce and Labor, is to be an exhibitor at the Fifth Annual Business Show to be held at Madison Square Garden, New York City, from October 27 to November 3, according to an announcement just sent out by managers Cochrane and Payne. A statement setting forth in detail the plan and scope of the Government exhibit is now being prepared. The National Association of Manufacturers, which has been called an "unofficial department of Commerce and Labor," is also to have an exhibit, and with it *American Industries*, the official organ of the Association. It is planned to show geographically to the business men something of the wide influence of the Association in the commercial affairs of the world. The list of unofficial exhibitors at this year's show is more brilliant than ever before, including the leading manufacturers in all lines of modern business accessories.

FOREIGN COMMERCE UNDER THE NEW GROUPING, 1896 TO 1906.

This statement is a summarization of the analysis of the exports and imports of manufacturers of the United States under the new grouping recently adopted by the Bureau of Statistics of the Department of Commerce and Labor, and applied to the records of our foreign commerce in each year from 1896 to 1906.

This combination of the groups year by year shows, as above indicated, that articles prepared for use form a steadily increasing share of the total exports, and the articles in a crude state a continually decreasing share, while in imports the share prepared for use shows a decrease and the share imported in the natural state an increase in the period from 1896 to 1906.

The group "Manufactures for further use in manufacturing," composed chiefly of copper in pigs, bars, and ingots, iron and steel in a partly manufactured state, leather, lumber, and naval stores, grew from 75 millions to 223 millions, forming 13 per cent of the total exports in 1906, against 9 per cent in 1896. The group "Manufactures ready for consumption," of which the exports are chiefly iron and steel manufactures in finished form, refined mineral oils, cotton manufactures, agricultural implements, cars and carriages, boots and shoes, and manufactures of wood, grew from 183 millions in 1896 to 463 millions in 1906, forming 27 per cent of the exports in 1906, against 21 per cent in 1896.

The group, "Manufactures for further use in manufacturing," chiefly composed on the import side of tin in bars, copper pigs and bars, diamonds cut but not set, iron bars and billets, tin plates, wire rods and pig iron, grew from 101 millions in 1896 to 221 millions in 1906, forming 18 per cent of the imports in 1906, against 13 per cent in 1896. The group, "Manufactures ready for consumption," which includes on the import side, chiefly manufactures of cotton, wool, silk, fibers, and miscellaneous articles, grew from 227 millions in 1896 to 304 millions in 1906, forming 25 per cent of the imports in 1906, against 29 per cent in 1896.

The following table shows, in millions of dollars, the imports and exports of the United States under the new grouping of the Bureau of Statistics in each year.

IMPORTS

[In millions of dollars.]

Fiscal year.	Foodstuffs, crude, and animals.	Foodstuffs, prepared.	Manufacturers' material.	Manufactures for manufacturing.	Manufactures ready for use.	Miscellaneous	Total
1896	130	119	198	101	227	5	780
1897	128	129	196	88	218	5	765
1898	104	86	189	79	153	4	616
1899	99	123	208	92	169	5	697
1900	98	133	276	134	203	5	850
1901	110	125	248	127	205	6	823
1902	120	95	298	147	234	8	903
1903	119	116	325	192	264	10	1,026
1904	132	118	316	158	257	9	991
1905	146	145	383	175	257	10	1,117
1906	136	141	414	221	304	9	1,226

EXPORTS.

[In millions of dollars.]

1896	128	219	252	75	183	5	863
1897	181	235	297	97	214	7	1,032
1898	305	285	286	101	223	9	1,210
1899	233	305	278	116	264	8	1,204
1900	227	218	325	151	334	15	1,371
1901	246	337	398	146	320	14	1,460
1902	185	328	373	130	324	14	1,355
1903	180	322	409	138	330	7	1,392
1904	136	308	462	172	351	5	1,435
1905	119	282	472	206	405	6	1,492
1906	178	346	500	223	463	7	1,718

ADULTERATION OF TURPENTINE.

The movements for pure foods and pure drugs are evidences of a growing feeling that a buyer has a right to know exactly what he is buying, and a seller must not deceive in what he sells. The same movement has caused laws regarding pure turpentine to be enacted in a number of States. These laws are supposedly to protect the buyer against adulteration. In reality they are often designed by producers of one variety of turpentine to place obstacles in the way of the sale of other turpentines.

But if they tend to give the buyer, even in a small way, a more exact knowledge of what he buys they are of value.

Now pure gum spirits of turpentine in this country is usually obtained by boxing and chipping the long leaf pine and distilling the gum with water. Other varieties, however, like the short leaf pine, the loblolly pine, the Cuban pine, the Norway pine or the Douglas fir, when chipped, yield a spirits of turpentine differing slightly in odor and composition from the long leaf pine product, but having the same general properties. Would it be an adulteration or falsification to sell these other products under the name spirits of turpentine? Certainly not, since there is no reason for restricting the name turpentine to any single member of the conifers. In fact, it was originally applied to the product of a different family altogether. The source is immaterial to the buyer so long as he knows that the products he buys are all terpene products boiling in the neighborhood of 308 to 330 degrees F., and having the characteristics of Pinene.

Again it has been found possible to take waste pine wood itself and extract the turpentine from it by steam. The spirits so obtained, when properly made and rectified, contain the same amount of pinene and the same characteristics as gum spirits, but has a slightly different odor. The sale of this product as turpentine would of course not be falsification. It has the same source and composition as the gum spirits. Only the mode of obtaining it and the odor of some of its less important oils differ from those of gum spirits.

Again it is the custom in some places to make charcoal of the waste pine wood and recover the volatile oil distilled off. This destructively distilled turpentine should not be sold as turpentine without an explanation of its history, because either it will be contaminated with pyroligenous acid, creosote, etc., or else it will have been treated with sulphuric acid or caustic soda or both to remove these products. The presence of the first named impurities renders it unfit for high-grade uses, while the treatment with chemicals to remove them changes the characteristics of the Pinene itself.

Again it is possible to add 5 to 10 per cent. kerosene or benzine or gasoline to turpentine without changing its odor or general characteristics materially. This is plain fraud. It is a sale of a petroleum product at four or five times its real value under the pretense that it is an entirely different substance—turpentine. This is a most common fraud, the amount of petroleum product added often being forty or fifty per cent.

Again it is common to make concoctions of various petroleum

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distillates, either common petroleum products, or the less familiar ones from California or from Russia or Galicia, either with or without the addition of a little turpentine. These concoctions are sold under a great variety of names, some purporting to be foreign turpentines (Russian, Galician, Grecian, Swedish, etc.) others to be true substitutes for turpentine.

There are such things as Russian and Swedish turpentine, cheaper than pure turpentine because of higher boiling point and antiquated methods of production, but they are not such concoctions as those mentioned above, and the sale of petroleum products under the guise of foreign turpentine is of course a pernicious fraud.

Lastly the turpentine substitute! There may be certain cases where lemon extract has served as a substitute for whiskey. For certain purposes an emetic may be considered a substitute for a sea voyage. For killing mosquitoes petroleum distillates are probably as satisfactory as turpentine. But for making varnishes and thinning paints petroleum products are in no sense satisfactory substitutes for turpentine.

The existence of all these turpentines and so-called turpentines makes it necessary for a dealer to know exactly what he is buying if he wants to deal squarely.

SYSTEM OF A NEW YORK STORE.

By F. F. Purdy.

White, Von Glahn & Co. present, in their Forty-second street store, New York, an exhibition of enterprise and the utilization of every means to attract trade which deserves detailed attention. Their Forty-second Street store has been in operation about seven years. The business of the firm, with headquarters at Chatham Square, was established in 1816. Both establishments are under the direct supervision of E. C. Von Glahn, with headquarters down town, and J. H. Winn is Mr. Von Glahn's representative uptown and has been for over a year past.

The results attained are all the more striking when it is known that the front is little over 20 feet wide, with but one window and the entrance at the side. But that window does a heavy business. Every ounce of popularity and display that can be got out of it is extracted. The writer was attracted to it the other day by an exhibit of mechanics tools, but especially by this sign.

"Think it over. Since 1816 we have been selling mechanics' tools. We warrant our kind." The back and sides of the window were lined with mirrors, and a partition separated the window into two parts, each side of that partition was [illegible]. The other side contained an exhibit of cutlery, with this sign:

"Quality goods. Pocket knives, table cutlery, razors, scissors. Unconditional guarantee." These signs are in red and black and plainly and neatly lettered. They are [illegible] on the premises and done by a letterer in the neighborhood. The windows are changed every two weeks in the Summer and every week as holiday time is discerned in the offing. The division of the windows into two parts renders possible an effective display of two separate lines of stock. We looked into the collection of cards that had been used during the past few months and some of them will convey suggestions regarding display and card lettering to dealers everywhere. Here are a few of them:

"Our prices make it expensive for you to trade elsewhere. Gem food choppers, 85 cents each. Universal bread mixers, $2 each."

"Peck & Snyder and Barney & Berry ice skates, 50 cents to $5 per pair. At manufacturers' prices."

"Holiday suggestions: Carving knives, pocket knives, razor sets, Quality and price."

"Going fishing?"

"A razor for every shaver and one that will make your daily morning scrape a delight. Try our kind. Will not cut friendship."

"Steel snow shovels, 35 and 50 cents each. Steel sidewalk scrapers 50 and 75 cents each."

"The dawn of a new light. The Rath light, $1.50. Increases your light. Decreases your gas bill."

"Have you seen it? Wivanta knife sharpener. The best yet. 25 cents. We have it."

"Money talks to the man who deals with us. Makes every penny count. Wivanta knife sharpener, 25 cents each."

"Keep warm and save coal by buying the Perfection oil heater, $3.50 to $5. Lanterns, electric flashlights."

"That cold room can be made comfortable, by using the Perfection oil heater. $3.50 to $5."

"If you want the correct time get the Seth Thomas watch. $2.50 to $10, the other kind has the worry in it."

"Our motto—Not how cheap, but how good for the price. Wivanta tool cabinets, 10, 15, 20 and 25 dollars."

The method of stock-keeping of White, VonGlahn & Co. is highly to be commended. Round the whole interior there are stock boxes, of two or three sizes, up to within two or three feet of the ceiling. They are uniformly finished in a beautiful golden oak. On the face of each box there is a sample of the article inside instead of the name of the article lettered on it. We are told that many people, who have wants, but who are unlettered, or to whom, anyway, words convey little compared with the sight of the various articles—these people come in, say for a corkscrew, and are attracted by the exhibition of hundreds of different articles on the boxes round the store and often go away with four or five dollars' worth of goods.

In the two or three feet of shelving above the stock boxes there is room for the storing of a convenient amount of surplus stock, the bulk of which of course is carried elsewhere—in the basement. The "forward stock"— in the boxes—is gone over at short stated intervals and replenished from the surplus on the top shelves—conveniently at hand. The "forward surplus" is in its turn replenished at intervals from the big reserve stock in the cellar.

Here are some of the combinations that have been displayed in the twin portions of the window: Bathroom fittings and leather goods; baseball and tennis outfits and fishing tackle, including rods, reels, lines, etc.; electric fans, electric novelties, flashlights, etc., paints and varnishes; one side all thermometers, other side traveling bags, whisk brooms, collapsing cups and general traveling conveniences; builders' Hardware, including sample boards, door knobs, locks, hinges, etc., on one side, other side lawn mowers, horse reels, lawn hose, grass clippers and everything pertaining to the lawn.

The goods are neatly and carefully displayed and attract a deal of attention. The bulk of the trade is transient and suburban. The mirrors are valuable auxiliaries. Aside from the fine effect and duplicating the view of many kinds of goods, any sign that is affixed in decalcomanie or otherwise on the window pane stands out to the beholder from the mirror in the rear.

In the fall and winter, beginning with say, November, the signs spoken of are slid into a neat mahogany frame that hangs out over the sidewalk, and can be read by people approaching from each side. Of course the signs are displayed in the window as well, but the policy of the house in evident—to lose no chance of attracting the attention of the public. Their methods may be studied to advantage by all.

In reply to an inquiry as to why the New York dealers and those in the large cities did not prosecute their business more scientifically it was stated that one cause might be that the dealers became discouraged to a great extent by manufacturers of builders' Hardware, for instance, going after the business direct. But even considering this, it is evident, from the success that White, VonGlahn have made of their up-town branch, that any Hardware dealer having any kind of a location, can increase his business enormously by putting in all the up-to-date auxiliaries of trade and keeping up a system patterned after the one we have described. It can not be alleged that others are situated differently, and that this establishment is a large one. The front is small, although the interior is somewhat larger than one would suppose from the appearance of the front. But this is a plan of campaign adapted to a business of moderate size.

AKRON IN THE LEAD WITH NEW COMPANY WHICH CAN SUPPLY THE WORLD WITH FISHING TACKLE.

What is to be the largest manufacturing company of fishing tackle and general sporting goods in the world was incorporated recently by well known Akron, Ohio, people, and will be known as The E. A. Pflueger Co. The company was incorporated with a capital stock of $100,000 all subscribed. The incorporators are: E. A. Pflueger, C. I. Bruner, Geo. D. Bates, W. E. Slabaugh and Francis Seiberling, all well known in the business world. Operations will proceed as soon as a suitable factory can be obtained and if this cannot be procured a large plant will be erected. The company has a number of plants in view about the city but if none of these are suitable a new plant will be erected and all the latest improved machinery for the manufacturing of fishing tackle will be installed.

E. A. Pflueger, who for years has been associated with the Enterprise Mfg. Co., of Akron, will be president and general manager of the new concern. He has resigned from the above company in order to take charge of his new duties. Mr. Pflueger has devoted his whole life to the manufacturing of fishing tackle, having grown up in the business from the age of fourteen. He is still a young man and the prospects for the new company with such an experienced and energetic man at its head are very bright.

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He and his associates first started in this business with a small capital and the concern with which he was associated was a very small one. He, however, has built up a business such as few men have been able to accomplish. He knows personally all of its customers and has traveled extensively in order to become acquainted with the people with whom he has dealings.

There is unlimited capital back of the new company and nothing will be lacking to make this the best plant of its kind in the United States. There are few concerns of this kind in the United States and when the new company is ready for business Akron will be known as the center of the fishing tackle industry.

HISTORY OF GENUINE PHILADELPHIA LAWN MOWERS.

As a matter of fact quite a few persons have claimed the first invention of Lawn Mowers in this country. To place this matter in its true form for those interested, Mr. W. K. Hawks, the veteran Lawn Mower Man, being thirty-nine years interested in Lawn Mowers, and when with H. N. Swift of Matteawan, N. Y., was interested in the Lawn Mower business in this country, two years before any patents were issued in the United States, gives us the following statistics:

In 1869 there was four patents issued for Lawn Mowers in America, three of them being full roller mowers, and one The Genuine Philadelphia Lawn Mower. The Philadelphia being constructed with side wheels for driving rollers, the other three with full roller for drivers and for seventeen years all other makers who made side-wheel mowers paid the Philadelphia company a royalty on their patents. At the expiration of this patent many interested themselves in making Lawn Mowers and the price and quality was reduced to that extent, so that to-day many Lawn Mowers are sold on price only; contrary to this policy, The Philadelphia Lawn Mower Co. have always considered quality first and not price, so that to-day they are not only known as the Pioneer Lawn Mower Makers, but their product has become the Standard Mower of the world, and it goes without saying, buy the Genuine Philadelphia and get the best.

Their export business has increased to that extent that the Company deemed it advisable to open a store at 14-16 Scrutton St., Finsbury, London, Eng., not only for their large export trade, but they are making a full line of Genuine Philadelphia Lawn Mowers for the English market. They have also established agents for the sale of their Mowers in Germany through Biernatzki & Co., of Hamburg. For France, Ostheimer Bros., 40 Rue de Exchequier, Paris, and in Belgium, G. Duchamps, Brussels. All of these agents can furnish Mowers at manufacturers' prices of the twenty hand and five horse styles. A most complete line, comprising hand mowers with 6½ inch to 12 inch wheels, and revolving cutters, three to five blades, with five horse mowers, combining all the latest improvements, some of which are adapted to do any kind of work on lawns all over the world.

Jobbers and retailers sell Genuine Philadelphias. If they cannot be purchased of them write to the Philadelphia Lawn Mower Co., 3101 Chestnut St. Philadelphia, Pa., and they will give the name of the nearest dealer. Buyers should also remember they issue a large Annual catalogue, which will be furnished on application so that they may know they are still in business, notwithstanding reports made to the contrary. We are informed that this Company will continue to make nothing but standard high-grade Mowers which will be sold at the lowest manufacturers' prices and warranted to give entire satisfaction.

PROGRAMME OF THE ATLANTIC CITY CONVENTION.

We present herewith the complete programme of the National Hardware Association which will be followed at the Convention at Atlantic City, October 17-19.

PROGRAMME TWELFTH ANNUAL CONVENTION NATIONAL HARDWARE ASSOCIATION OF UNITED STATES.
ATLANTIC CITY, OCTOBER 17TH, 18TH, 19TH, 1906.

WEDNESDAY, OCTOBER 17TH—10 A. M.
OPEN SESSION.

(Manufacturers and all interested including ladies are invited.)
Opening Remarks — W. S. Wright, President.
Chorus—"God Bless our Native Land."
Prayer — Rev. John R. Davies, D. D.
Pastor Bethlehem Presbyterian Church, Philadelphia.
Address of Welcome — Hon. Franklin P. Stoy,
Mayor of Atlantic City.

ROLL CALL.

President's Annual Address — W. S. Wright.
Secretary-Treasurer's Report — T. James Fernley.

INTRODUCTIONS.

F. S. Kretsinger.
President American Hardware Manufacturers Association.

William Vallance
President Canadian Wholesale Hardware Association.
E. M. Bush
President National Retail Association.
J. Hardy
Secretary-Treasurer Canadian Wholesale Hardware Association.
F. D. Mitchell
Secretary-Treasurer American Hardware Manufacturers Assn.
M. L. Corey
Secretary-Treasurer National Retail Hardware Association.

Discussion—What is the best method of introducing new goods to the trade?

2.30 P. M.

Executive Session.
Report of Executive Committee.
Report of Membership Committee.
Report of Grievance Committee.
Report of Entertainment Committee.
Report of Metal Committee.

WEDNESDAY EVENING—8.30 P. M.

Members of the National Hardware Association are invited to attend Reception tendered by the American Hardware Manufacturers Association.

THURSDAY, OCTOBER 18TH—10 A. M.

EXECUTIVE SESSION.

Report of Transportation Committee.
Report of Heavy Hardware Committee.
Report of One Cent Letter Postage Committee.
Report of Fraternal Relations Committee.
Report of Press Committee.
Report of Insurance Committee.
Miscellaneous Business.

2 P. M.

Meeting of Heavy Hardware Jobbers.

4 P. M.

EXECUTIVE SESSION.

Members of Press and American Hardware Manufacturers Association invited.—Discussion.

8.30 P. M.

Card Party—Conducted by Ladies—all invited.

FRIDAY, OCTOBER 19TH—10 A. M.

Report of Catalogue House Committee.
Report of Special Committees.
Miscellaneous Business.

2 P. M.

Executive Session.
Miscellaneous Business.
Discussion on Special Topics.
Installation of Officers.

7 P. M.

Banquet—Subscription price $6.00 per cover.

From all indications there will be an attendance of 70 per cent. of the members of the Association. At the banquet on Friday evening, 19th inst., Hon. John E. Watson, member of Congress from Indiana; F. S. Kretsinger, president of the American Hardware Manufacturers' Association, and Hon. R. O. Moon, member of Congress from Pennsylvania, will be among the speakers.

THE ENTERTAINMENT FEATURES OF THE CONVENTIONS.

The entertainment features connected with the Atlantic City Conventions, October 17-19, are assuming an importance justified by the energetic nature of those under whose charge they are fostered and encouraged. The card party which will occupy the attention of the ladies on Thursday evening will be under the management of a committee headed by Mrs. George W. Trout of Chicago, whose managerial experience in that particular is a sufficient guarantee of a successful issue. There have been a number of prizes donated by the attendant manufacturers, which will be contended for on that occasion, and the affair may be looked forward to with the greatest interest by those intending to participate.

A RECORD WORTH SHOWING.

A rare instance of trade increase, especially of the amount involved, is that of the Norvell-Shapleigh Hardware Co., of St. Louis. A large card announces the fact that on the 19th day of September the increase in sales of goods billed and shipped over that of 1905 reached the million mark thus giving a million dollar increase over last year's business in nine months or three-fourths of a year, leaving three months of this year's industry to be heard from, and one that bespeaks enterprise, push and ability that it would be hard to equal let alone surpass.

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LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

CHATTEL MORTGAGE—WHEN VOID AS TO CREDITORS.

Question: A man having a stock of goods wishes to execute a chattel mortgage on the goods to secure a creditor and at the same time to be able to sell the goods for his own account and purchase new stock, which shall also be covered by the mortgage. In other words, while retaining full power to sell his stock, he wants the chattel mortgage to cover all the stock in his possession at any given time. Is this legal?

Reply: According to the law in most States it is not. Although such a mortgage may not be executed with any actual fraudulent intent, its legal effect is to commit a fraud upon the creditors of the mortgagor. Its effect is to leave the mortgagor free to deal with the property as his own and to enable him to buy and sell without regard to the lien of the mortgage. At the same time such a mortgage, if valid, would prevent any other creditor from levying upon or collecting anything from the goods of the mortgagor until the mortgage had been satisfied. Such a form of mortgage is a fruitful source of fraud. Chattel mortgages, however, have been sustained by many decisions where the mortgagor is given a power of sale over the property mortgaged, but agrees that all the proceeds of any sale of the mortgaged property shall be applied on account of the mortgage debt. Such a mortgage cannot impair the rights of other creditors, because even if the mortgagor neglects to apply the proceeds of property sold in satisfaction of the mortgage debt, any amount received by him must nevertheless so far as other creditors are concerned, be applied in reduction of the lein of the mortgage.

LIABILITY FOR LOSS OF FIRE EXTINGUISHERS.

Question: A company leases fire extinguishers to various parties by a written contract, one clause of which provides: "If damage be done to the company's property, the subscriber shall pay to the company the value of the property so damaged or destroyed, or the cost of repairing the same." If the fire extinguishers are destroyed by a fire which happens without any carelessness or neglect on the part of the person leasing them, who must pay for their loss?

Reply: Except for the clause in the written contract the rule would be that the company, in order to recover the value of the property lost or destroyed, must show that the loss or destruction was occasioned by the negligence or carelessness of the person to whom it was loaned. We think the effect of the clause quoted is to make the person leasing the extinguishers liable for their loss, even in cases where no fault can be proved against any one.

LIABILITY OF INDORSERS WITHOUT RECOURSE.

Question: A check came to us in the course of business and we indorsed it "without recourse" and deposited it in the bank. Later payment of the check was refused and it was protested, because one of the prior indorsements was a forgery. Can we be held liable when our indorsement was made "without recourse?"

Reply: A qualified indorsement or an indorsement "without recourse" relieves the indorser, in case the check or draft is dishonored, from the liability to pay it which he would assume by an ordinary indorsement, but even the indorser "without recourse" warrants that the instrument is genuine, that he has a good title to it and that all prior parties have capacity to contract. If one of the prior indorsements on this check was a forgery, and you cannot show title to it, except through such indorsement, it follows that you are liable upon your indorsement, even though it was without recourse.

PARTNERSHIP—HOW NOTICE OF DISSOLUTION GIVEN.

Question: I have been in partnership with a man and the firm has now been dissolved by mutual consent. I am anxious to prevent him running up any more bills or contracting any debts on the credit of the firm. Please advise me the surest way to do this?

Reply: As to all those who have given credit to the firm while you were partners, you must give personal notice. As to such persons it is not enough to publish a notice, or to send letters announcing the dissolution, unless you can show that such notice or letters were actually received by them. The safest course to pursue is to send a notice of dissolution by registered mail addressed to each of the persons who have had dealings with the old firm. As to the general public, in order to relieve yourself from liability, it is sufficient for you to publish for several weeks a notice of dissolution in one or more newspapers printed and circulated in the place or places where you have been doing business. A convenient form of notice of dissolution, where the partnership is dissolved by mutual consent, is as follows: "Notice is hereby given that the partnership lately subsisting between 'A. B.' and 'Y. Z.' of under the firm of 'B & Z.' was dissolved on the day of by mutual consent. 'A. B.' is authorized to settle all debts owing to and by the firm (Signature of partners)."

A WELL-KNOWN TRADEMARK.

"Three in One" Oil is a meritorious article that is warranted as useful in many ways, as the name that blazons it, and is manufactured by the G. W. Cole Company, 141-145 Broadway, New York, and known as such by the Hardware and Bicycle trades, that have long exploited its usefulness. Even the trademark is a unique one to be remembered, for in a large outline ngure 1 a figure 3 is placed, significantly forming the characteristic figure of "3 in 1." The label upon every bottle of the oil has this registered trademark printed in red, which is also to be found on the outside of every package, thus warning the trade against infringements of vested rights.

COMPENDIUM OF COMMERCIAL LAW.

Adolph M. Schwarz, attorney and counsellor at law, Barclay Building, 299 Broadway, New York, has prepared an exceedingly valuable handbook for those interested in credits and collections, in which he has tabulated and condensed many points on commercial law, and in which will be found information on such important subjects as Corporation, Partnership, Law of Sales, Negotiable Instruments and the Bankruptcy Act, with tables giving Rates of Interest, Grace on Notes, Statutes of Limitations and Frauds, Justice's Limited Jurisdiction, Exemptions and Chattel Mortgages, as they prevail all over the United States, as well as other matter of practical utility and permanent value to any business man. Accompanying the booklet is a letter giving in detail information as to Mr. Schwarz' methods of handling delinquent accounts against debtors situated in any part of the United States, Canada and in foreign countries. This booklet will be found helpful to credit men, book-keepers and business men in general, and will be sent on application either to the New York office, as above; to the Philadelphia office at 801 Bailey Building or the office in Chicago at 708-710 Illinois Bank Building.

FIRE EXTINGUISHERS.

OPPORTUNITY OFFERED AMERICAN MANUFACTURERS.

Consul E. L. Harris, of Chemnitz, suggests the possibility of a fairly extensive market for American fire-extinguishing machines and appliances. He suggests the methods by which the markets may or must be secured. He writes:

Fifteen years ago Germany was little advanced in the art of extinguishing great fires in her large cities. To-day, however, practically every city in the Empire has a well-organized fire department, with trained, professional firemen. The whole system is something on the American plan, from which Germany has learned a great deal in improving and working out plans best adapted to meet peculiar and local conditions. Each country village, too, now has a volunteer fire brigade, where formerly nothing of the kind existed.

A fine new fire-department building has just been erected in Chemnitz, and is fitted up with all the latest improvements and appliances. From press reports from other parts of Germany new novelties and experiments are to be continually introduced in order to complete the existing methods of extinguishing fire. I would advise American manufacturers of fire-extinguishing appliances to address illustrated catalogues to the fire departments in the various German cities, as I feel sure the same will receive proper attention at the hands of experts, and it is not impossible that a market for the same may be found, contingent, however, upon the condition that whatever is offered really presents something new along the lines in question. If printed in German, the catalogues would have greater value.

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The South has always been noted for the large number of colonels it produces, but Kansas now comes into the field as a competitor, 1176 kernels having recently been counted on one ear of Kansas corn.

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THE INTER-MOUNTAIN WEST

BUSINESS GOOD.

The same remarkable business activity that is sweeping over the entire country seems to be making its headquarters here in the Inter-Mountain West. Although the cost of all building materials is high, and labor is commanding greater wages than ever before, still there is more actual building taking place than ever in the history of the West. Much of this building is not of as great direct benefit to the Hardwareman as formerly. In the large modern steel and concrete buildings now being erected in the cities, the retail dealer has little to supply—the manufacturers of Hardware very often bidding direct for the business—but all this building makes and creates a good demand for tools and helps on the general business prosperity. At least this is the way one of Denver's retailers spoke of the conditions as exist to-day in the city "one mile high." Continuing, this dealer said: "Of course there is a better demand all the time for house-furnishing goods, for "pick-up" Hardware, for cutlery, and for sporting goods. This latter line is constantly becoming more and more a factor in our business. It is profitable and responds well to a better effort in advertising. The way to sell sporting goods is not to cut prices, but to advertise and display the goods in the season."

DENVER DEALERS.

Arapahoe Street of Denver, has in reality become the Hardware Row of the West. Here within a few blocks are located five of the finest stores of the State. At 1648 to 1654 is the big wholesale and retail establishment of The George Tritch Hardware Co., doing a jobbing business extending into three States. An exceedingly attractive sporting goods store is conducted here in Denver by the George Tritch Hardware Co. and this branch of the business is growing, as well as the regular Hardware trade.

Frank A. Ellis & Sons' big Hardware store at 1645-51 Arapahoe Street is the scene of much activity. This concern carry on both a retail and jobbing business and by handling a fine line of high-grade goods are each year building up a larger and still more prominent trade. Special attention is given to window displays, which are a feature of this up-to-date store and add much to general appearance of the street. In speaking of trade conditions Mr. Ellis said: "We have not a single thing to complain of and moving up here has helped our retail trade, and we are holding all our jobbing customers.

At 1621 Arapahoe Street is the Denver Hardware Co., of which M. C. White is proprietor and general manager. This store makes a specialty of fine tools and shelf Hardware.

The business that is being done by the George Mayer Hardware Co. at 1516-22 Arapahoe Street is the best evidence of this concern's prosperity. The store is exceedingly attractively arranged, and large windows are used to good advantage in displaying and showing goods. A very good feature of the George Mayer Hardware Co.'s store is its light and bright appearance. Mr. George Mayer is one of Denver's pioneer Hardwaremen and the oldest dealer in Colorado.

Another attractive retail store at 1508 Arapahoe Street is that of Troxel Bros., doing a general Hardware business.

A new concern in the exclusive wholesale trade here is the Kittering-Benway Hardware Co., with warehouse and show rooms located on Fourteenth Street. This concern was formerly in the retail trade, from which they retired entirely and are now devoting their entire energy to the jobbing business. Mr. Kittering said that the business of the firm was largely that of representing manufacturers direct and acting as sales agents. There is a big field here in the Inter-Mountain West for such a business and the success which the Kittering-Benway Co. have met proves that the trade of Colorado welcome such a venture.

Devoting their entire energy to the wholesale heavy Hardware trade the Moore Hardware & Iron Co. at 1529-39 Fifteenth Street are doing an extensive business.

At 1404 Fifteenth Street is the large wholesale house of John C. Mayer Hardware Co. Business was reported as in a very satisfactory condition and the outlook very good by this concern.

The Dillon Hardware Co. are at 1520-26 Fifteenth Street and carry on both a retail and jobbing business.

The Keystone Hardware Co. have a well stocked store at 3006 Gallup Avenue and carry a very attractive line of cutlery and tools.

One of Denver's old well-established houses, The F. W. Morgan Hardware Co., is located at 813 Fifteenth Street. There was an air of activity about the Morgan Hardware Co.'s store which spoke well for the trade this concern is doing.

As a distributing point Denver is gaining prestige every day, and it would seem to be only a question of time, when Denver, the natural gateway of the great Inter-Mountain West, would control the jobbing trade of the State of Colorado.

PUEBLO GROWING.

The big plant of the Colorado Fuel & Iron Co. here at Pueblo is now turning out a large variety of finished steel. The wire and nail mill is being run overtime to supply the ever-increasing demand. Pueblo, Colo., is well termed the "Pittsburgh of the West," and the big steel and smelter niterests here are giving Pueblo a great business boom.

In speaking of the general outlook J. M. Killin, of the J. M. Killin Hardware Co., said: "The only improvement one could ask for, is better prices—competition has forced profits down to a small margin and there are a large number of articles that the Hardware jobber and retailer is obliged to sell without profit sufficient to pay the cost of doing business. The general outlook, however, is good and there is little doubt but that business this Winter will be even greater than a year ago."

The Holmes Hardware Co. carry a large and well assorted stock of general Hardware and carry on both a jobbing and retail trade. Mr. Holmes said that Pueblo was a good jobbing point and that general business never had been better.

Up in Leadville, Colo., there is better business than there has been for many years. The store of the Western Hardware Co. proved this; the general activity here in building is making a good demand for all shelf Hardware, and the new development in mining has made a greater demand for mining supplies.

IRRIGATION BENEFITS THE HARDWAREMAN.

When the Federal Irrigation Bill was passed by Congress three years ago, few people of the East understood or realized what this meant to these Inter-Mountain States. The effects of this measure have been most remarkable. The reclaiming of great tracts of land, which are now profitably producing enormous crops, has had an exceedingly beneficial effect upon the general prosperity of the entire country, and has made itself felt here in the Hardware trade. In Utah and in Idaho and Nevada land that a few years ago was considered worthless, where for miles nothing was seen growing but sage-brush; land upon which, because of the continual dry weather, even cattle or sheep could not graze; is now worth from $50 to $100 an acre because of the value of the crops that are being produced. And all because of irrigation. All this increased value has created and is maintaining a great demand for farm implements and building materials. Closely following the redemption of land by irrigation, has come an influx of people who are each season adding to the general wealth of the country and constantly calling for more and better merchandise of all kinds. So it is that the Hardware manufacturers of New England have felt a direct benefit of the Federal Government's scheme of irrigation here in the West.

BUSINESS BOOMING IN BOISE.

Boise, Idaho, is the center of a splendid fruit country, which has proven well that irrigation pays. In speaking of general conditions Mr. Northrup of the Northrup Hardware Co. said: "Our business which is exclusively wholesale is constantly growing and great development in the State of Idaho is taking place to-day. In fruit raising and farming, in mining and in sheep raising our country is making great advances." From the activity about the big warehouse of the Northrup Hardware Co. it can be easily seen that this progressive house is keeping pace with the growth of the country.

Another energetic, pushing Boise concern is the Eastman-Teller Hardware Co., who have succeeded to the business of the Fletcher, Eastman, Teller Co. During the convention of the National Irrigation Congress held in Boise last month the Eastman-Teller Hardware Co. used one of their large windows to good advantage by making a display showing what irrigation does for the country. Every detail was worked out. One-half the window represented a bit of sage brush desert—nothing but sand, sage brush and jack rabbits. Just next this was a miniature irrigation ditch, the water from which flowed over a beautiful lawn of green sod, with here and there a little plum tree, and a small figure dressed to represent a prosperous ranchman overlooking the entire field. This up-to-date window display of the Eastman-Teller Hardware Co. made a decided hit and attracted much attention to this store. Both members of the concern are rustlers and exceedingly popular.

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OGDEN, UTAH.

Closely associated with the Hardware trade is the business of the Proudfit Sporting Goods Co. of Ogden, Utah. This concern do a general sporting goods business, and are the distributing depot for three of the largest manufacturers in these lines. Robert Proudfit is one of the best posted sporting goods men in the Rocky Mountain country and is building up a large jobbing trade.

The Watson-Flygare Hardware Co. have purchased he Hardware store formerly run here by the Z. C. M. I. and are adding some lines to their stock, making their new store the most up-to-date Hardware establishment in Ogden.

A very attractive and fine store in Salt Lake City is that of the King Hardware Co. In referring to local conditions Mr. King said: "We are growing all the time and our trade is constantly enlarging. I find that it pays to push sporting goods, especially fishing tackle and that small pick-up Hardware and house-furnishing goods are the most profitable goods to handle. There is some money in contracts and we are getting our share, especially in the heating line."

Another attractive store is that of the Salt Lake Hardware Co. which concern do both a retail and jobbing trade.

Mr. Patterson of the big wholesale house of Strevell-Patterson Hardware Co. said that their trade was constantly growing. This concern cover three States and have proven that Salt Lake City is a good jobbing point.

All through the Inter-Mountain country business to-day is better than ever in the history of the West, and there is not a cloud in the sky to darken the bright light of prosperity.

HAMMERNAIL.

"THE MAIL ORDER HOUSE BUGABOO."

Among the lively little journals issued in connection with the advertising departments of several manufacturing plants, the Studebaker Bros Mfg. Co., of South Bend, Ind., has recently added *"The Studebaker,"* which is intended, as announced, for the benefit of those who sell the Studebaker products. It is a well edited little paper, as the first number indicates, and deserves a warm welcome from those in the trade to which it is accredited.

The vehicle trade is one in which the catalogue houses have been doing a good business, and in this particular issue this subject is touched upon, and the following article cleverly teaches a lesson and puts the position very plainly in an article headed

"THE MAIL ORDER BUGABOO."

How many Buggies, Carriages, Wagons and Sets of Harness have the catalogue houses sold in your county during the past year? More than you like to think of, perhaps.

How did it happen that they sold so many?

Well, it didn't "just happen."

Not a bit of it.

Every sale made to people who should have been your customers was the result of persistent, consistent and insistent pushing.

Your friends and neighbors don't send their money away to Chicago or Cincinnati or St. Louis because they love the mail order concerns or because they hate you.

They don't go to the trouble of sending for catalogues and sending away their money on uncertainties simply to spite you.

Not at all.

If they buy by mail it is because the mail order man keeps hammering away at them; in every farm paper they pick up they see his announcements of wonderful, stupendous, gigantic, unparalleled and unequaled bargains! Almost every mail brings them a skillfully worded letter that attempts to persuade them that life will not be worth living if they don't take advantage of the last chance to get a $200 Buggy for $34.17! They are constantly told that the catalogue house can save them a whole lot of money—and the result of all this hammering is that they send away from home the money which ought to go to you.

Without criticising the energy or ability of the men who handle the Studebaker line, we must confess that we believe the growth of the mail order business is very largely the fault of the dealer.

The mail order man has built up his trade by being a better salesman, a larger advertiser and a more energetic pusher than the local dealer has been.

That's the plain truth of the case.

Like a more or less famous medicine, he has "worked while you have slept!" His advertisements—which are his only salesman—are on duty twenty-four hours in the day and 365 days in the year.

No wonder he gets the trade!

Now, you know perfectly well that you can take a man into your store to-day, and if your stock is anything at all what it should be, you can give him a better bargain—better value for his money—than any mail order or catalogue house in existence.

You are sure of it.

But what good does it do for you to know that?

You've got to let the other fellows—the customers in your territory—know it, before the fact does you any good.

Nobody else is going to tell them about it.

You've got to do it yourself.

You must take a leaf from the successful man's method, and not only let the people know the fact that you can give them good goods and a genuine bargain, but you have to persuade them of the truth of the facts you give them and keep reminding them of the facts again and again.

The number of jobs the other houses sell in your territory in the next twelve months depends almost entirely upon what you do to push your own goods.

You can't accomplish anything by fighting the mail order idea, but you can accomplish a whole lot by persistently, consistently and insistently keeping your own line before your customers.

It's up to you.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED SEPT. 17, 1906.

411,054 Padlock. J. E. Opal, Lake Linden, Mich.
411,154. Apparatus for Cleaning Windows. A. Lange, Dresden, Saxony, Germany.
411,190. Combined Wrench and Screw Driver. B. A. Haines, Smithville, N. J.
411,202. Screw. G. P. Rose, Fenton, Mich.
411,209. Lamp Stove. W. H. Wilder, Gardner, Mass.
411,220 Hay Fork. J. S. Gochnauer, East Berlin, Pa.
411,233. Washing Machine. I. B. Warren, Waucoma, Iowa.

PATENTS ISSUED SEPT. 18, 1906.

831,036. Bolt. C. J. Caley, New Britain, Conn.
831,051 Door Check. M. J. Flynn, New York, N. Y.
831,097. Door Stop. H. P. Prium, Chicago, Ill.
831,100. Can Opener. H. L. Sharp, Sandusky, Ohio.
831,135. Clothes Washing or Cleaning Machine. W. C. Barnard, Worcester, Mass.
813,150. Fishing Tackle. L. Fraser, Milwaukee, Wis.
831,153. Plane. J. A. S. Glans, Minneapolis, Minn.

PATENTS EXPIRED SEPTEMBER 24, 1906.

411,429. Fence Making Implement. C. H. Fisher, Waco, Tex.
411,475. Saw. G. F. Sellstrom, Jamestown, N. Y.
411,494. Washing Machine. E. E. Egleston, Albion, N. Y.
411,498. Lawn Mower. A. Graham, Harrisonville, Mo.
411,502. Pipe Wrench. J. D. Hodge, Kearney, N. J.
411,557. Door Check. W. D. Scarborough, Pennington, Texas.
411,658. Washing Machine. F. D. Harding, Baldwin, Me.
411,664. Ratchet Drill. D. Kidney and A. Verboort, Depere, Wis.

PATENTS ISSUED SEPTEMBER 25, 1906.

831,552. Fish Hook. O. Hallstrom, Chicago, Ill.
831,555. Wrench. F. J. Holton and D. Holmgren, Brigham, Utah.
831,583. Combination Tool. I. E. Vanauken, Twin Falls, Ida.
831,662. Bucksaw Frame. J. Gives, Galt, Ontario, Canada.
831,676. Combination Wire Working Tool. A. M. McLeran, Kansas City, Mo.
831,734. Mop Wringer. J. G. McCarthy, Holyoke, Mass.
831,750. Pipe Wrench. J. A. Smith, Chicago, Ill.
831,756. Lifting Jack. N. Weiler, Sioux City, Iowa.

PATENTS EXPIRED OCTOBER 1, 1906.

411,807. Flange Wrench. J. F. Guthrie, Jr., Somerville, Mass.
411,872. Pipe Wrench. G. F. Newell, Newton, Mass.
411,918. Cooking Stove. William A. Greene, Ocean Grove, N. J.
411,927. Wagon Jack. A. P. Millspaugh, Bridgeport, Conn.
411,994. Lock. O. W. Lundholm, Muchachinock, Iowa.
412,024. Device for Inserting Saw Teeth. T. S. Disston, Philadelphia, Pa.
412,096. Pipe Wrench. P. H. Kane, Oil City, Pa.
412,142. Ironing Board. W. Walters, Findlay, Ohio.

PATENTS ISSUED OCTOBER 2, 1906.

832,029. Washing Machine. T. C. Baker, Washington, Kan.
832,087. Vise. J. C. Scoggins, Alva, Okla.
832,098. Wrench. S. E. Thomas, Hagan, Ga.
832,200. Pliers. H. F. Kellemen, A. F. Fasoldt and E. Triebel, Utica, N. Y.
832,367. Wrench. J. F. Dickason, Keystone, Ind.

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AGRICULTURE THE TRUE SOURCE OF OUR WEALTH.

It is believed by Mr. James J. Hill, whose life work of developing by the provision of transportation, the unoccupied lands of the United States, has peculiarly fitted him to speak authoritatively on the subject, that the most serious economic question of the future will be to provide the food supply of the 200,000,000 people who will be seeking for homes and work in the United States by the time the present century has run half its course. In the course of an address at the opening of the Annual Agricultural Exposition of the Minnesota State Fair Association, Mr. Hill stated that no nation in history was ever confronted with a more pressing question than that of providing for the 50,000,000 of additional population which, within the next twenty years, must be housed and given employment; furthermore, he believes that the one and only adequate resource before us is the productivity of the soil. In solving the problem, the first fact which must be brought home is that of our dependence upon the cultivation of the soil; for Mr. Hill considers that agriculture, in the most intelligent and comprehensive meaning of the term, is something almost unknown in the United States. The government estimate of the value of all farm products last year was $6,415,000,000, which, after it had been discounted for high prices and current favorable conditions, would be represented by an average total of about $5,000,000,000. Government statistics also state that of the lands taken up in the United States, a little less than one half is under cultivation. Were the other half utilized the output of the soil would be practically doubled, even if no changes were made in the present methods of cultivation. But by direct surplus population, not, as now, so largely into the cities, but to the soil, and by the adoption of the advanced methods of cultivation used elsewhere, the present minimum yield would be so largely increased, that we could add ten billion or even fifteen billion of dollars to the national wealth.

The methods by which the yield of the soil could be increased are three, and they are well known though but little practiced. First is the rotation of crops, which is so little followed that the majority of our farmers have been raising, year after year, the same crops on the same land, until the soil is all but exhausted. The second method of increasing the yield is the liberal use of fertilizing material, and the third and most interesting of all is better tillage.

As showing what intensive cultivation will do, Japan is quoted as supporting 45,000,000 of people on ten thousand cultivated square miles, aided by the food products obtained from the sea; while a market gardener of Paris is quoted as declaring that all food, animal and vegetable, required for 3,500,000 people of two great departments of that city could be grown by methods already in use on the 3,250 square miles of garden surrounding the city.

What is needed is a return to conservative and economic methods, a readjustment of national ideas which will place agriculture in the very forefront. The present tendency to regard manufacture and trade as the only forms of progressive activity, and the false notion that riches can be built upon these at the sacrifice of the fundamental form of wealth production, must give way to a recognition of the fact, once so well understood, that the soil is the foundation of all wealth and prosperity. Acknowledgment of this principle will have the double advantage of vastly increasing the agricultural output of the country, and at the same time of checking that deplorable migration from the country to the city, which has lowered the percentage of agricultural labor to the whole body of persons engaged in gainful occupations in the United States from 44.3 in 1880 to 35.7 in 1900. —*Scientific American.*

A SHORT TALK ON HORSE CLIPPING.

J. L. M'Bfan.

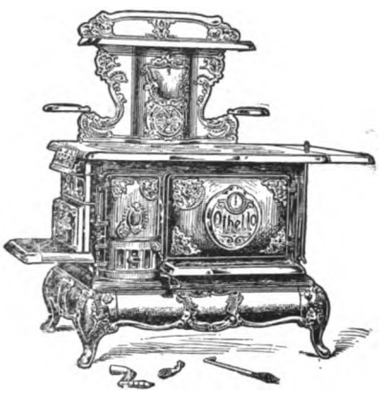
The season is not far distant when horse owners will be found bringing their heavy coated animals to the smith with a clipping machine. An excellent chance for extra profit and every smith with the necessary spare time can well take advantage of it. But for the benefit of his customers, the smith should post himself on the several points necessary to an intelligent use of the clipping machine. In the first place I would caution the smith to secure a good machine. Don't waste money on any kind of cheap tools.

After purchasing a clipping machine, don't think that every horse you see should be clipped. Horses differ and 'tis folly to suppose that every horse that comes into the shop will be benefited by having its hair cut. Should an animal have a very tender and sensitive skin or a skin prone to disease, it were much better that the hair be allowed to grow. On the contrary, however, should the animal be in good health generally, he will be benefited in every way and be more comfortable by an application of the clipper.

From the view point of the owner, the clipped horse is more easily cleaned and kept clean than is his long-haired brother. It is, therefore, economy to use the clipper. The clipped animal will also do more work, more willingly and be in better spirits than if the heavy coat were left uncut. After removing the heavy coat of several horses, the following conditions have been noted: Improved appetite, brightened spirits, more activity shown and the disappearance of the slow and sluggish movements which are the usual accompaniment of a long, heavy coat. In short, the entire constitution of the animal is improved.

THE OTHELLO RANGE.

The Reading Stove Works, Reading, Pa., are presenting the Othello Range in a new model for 1906, denominating it "an old friend in new togs," and well they may, for among the chief features the removable nickel stands first and foremost. Every part can be taken off and put out of the way when blacking the range. The nickeled parts themselves may then be handled freely in the process of brightening, and re-adjusted to the Range without either part of the work interfering with the other. While the parts may be lifted off for convenience sake, they are so adjusted as not to tumble off by accident. The flue system in the Othello is of the sheet-flue type of construction, the draft system being perfectly proportioned to the size of the range. Instead of the pull damper, which sometimes refuses to close fully, thus interfering with the baking process, the new Othello is equipped with an original idea, a slide damper, operated by a knob on top of the range, which directs the passage of as much or as litttle draft around the oven as desired. In the make up of the most important part of any Range, the castings of the fire-box, as becomes a range of the Othello class, are heavy—of a kind indeed which the very careful housewife would not find occasion to replace in many years. They have a patented rib device on long end grate, fire plate and plate back of key brick. In connection with this device, there is a corresponding groove on back of clay-brick, iron linings and water front, constituting the distinctive feature of all Sunshine fire-boxes, viz.: Victor Non-Lifting Brick; Victor Non-disturbing Water Front. The security of the complete fire-box is thus assured, it being impossible to displace any part of the lining, by the action of the grate, or other process of cleaning the fire. The water front is also held firmly in place, preventing any possible interference with free circulation and avoiding mishaps from leakage. A feature of simplicity affecting the repairs to fire box is the ease with which each part may be removed, without disturbing others. By simply releasing the front grate holder the grates themselves may be lifted out without moving any other part.



THE OTHELLO RANGE.

'TWOULD BE AWFUL!

"Mother, if I should die would I go to heaven?"

"Yes, dear, I think so."

"If you should die, would you go to heaven?"

"Why, my dear, I hope so."

"Well, I hope so, too. It would be awful for me up there to be pointed out as the little girl whose mother was in hell."

TWENTIETH CENTURY COOKERY.

Mr. G. Ormandizer (struggling to carve the first turkey his wife ever cooked)—I say, Mary, the bones in this bird are thicker than a whale's—just hear the knife on them.

Mrs. G. Ormandizer (almost crying with anxiety)—you must be against the shells, John.

Mr. G. Ormandizer—Shells?

Mrs. G. Ormandizer—Yes, John, didn't you remember that you asked me to stuff the turkey with oysters?

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THE FLEXIBLE FLYER.

The time for winter sports is drawing near and the boys are already talking about their "bobs" and the "dandy" times they are going to have when the coasting season comes around and soon they will be on the lookout for something new in the sled line. To provide for this ensured demand the makers of "coasters" are bestirring themselves in their efforts to get something "swift" and "swell" in the hands of the dealers. In doing this they are paying particular attention to the perfection of steering apparatus. In this respect S. L. Allen & Co., Box 1100-V, Philadelphia, Pa., have achieved a decided success. Their Flexible Flyer is a coasting sled that for speed, beauty and construction is the acme of excellence. It is a sled that will delight the heart of any fun-loving boy or girl and make them long for the snow-covered hills of winter time. It is the Sled That Steers, and the one that is swift and safe. It can be steered with hand or foot and is easily managed in any position, sitting or lying, so that the youngsters can navigate the Flyer in whatever fashion the young idea suggests as the most comfortable and convenient. With their handsome booklet S. L. Allen & Co. are sending out a pretty little paper pattern of the Flexible Flyer, which shows the points of merit in its construction. From this can be seen that it is "the best sled for every boy" and "the only sled for girls." Upon receipt of request the patentees and manufacturers will immediately send booklet and pattern, which request, we trust, will be accompanied by mention of HARDWARE.



THE FLEXIBLE FLYER.

A NEW IDEA IN ADVERTISING.

A novel idea which should prove exceedingly effective is embodied in the manner in which the Taintor Mfg. Co. exhibit in connection with their exploitation of the manifold merits of their popular Taintor Positive Saw Set. They issue an advertising hanger, which is being distrbuted by John H. Graham & Co., 113 Chambers Street, New York, which is made of sheet metal about 5½ x 9½ inches in size, and having a brass chain to hang it by. It is very ornamental in appearance, having a white background, the bordering and lettering being embossed in red with black outline, and the cut of Saw Set also embossed in the natural color of the tool. The lower edge has two chains, one end in a loop and the other in a hook. The original feature to which we desire to call attention is, to the manner in which the dealer is enabled to show the regular Saw Set, which can be suspended from the bottom edge of the hanger, as exhibited in the illustration, thus permitting the handling and examination of its positive merit, so that those desiring a tool can open a discussion that will result in a sale. The catch-line used, "If you like it tell others; if you don't like it tell us," is a good one to inspire confidence while making its appeal to the convinced purchaser.



THE TAINTOR MFG. CO.'S NEW HANGER.

RECENT TRADE PUBLICATIONS.

Gray & Dudley Hardware Co., Nashville, Tenn. Catalogue of Stoves. This publication is very artistic in appearance, with cover in green and red, and coated paper is used throughout. The frontispiece consists of a view of their Foundry and Manufacturing Department, containing over 150,000 feet of floor space under roof. In a prefatory note the company state: "The reputation of our stoves for excellence and superiority is universal. We are producers of the highest quality stoves, superior by every test to other brands. From the raw stock up to the finished stove, ready for use, we are the builders; we know every ounce of material used—that is why we guarantee the absolute superiority of our goods. The best article is the cheapest in the long run; the cheapest thing is not that which is lowest in price but that which gives best satisfaction." Illustrations and descriptive dimensions are given of their Martha Washington, Black Imp and Radium Cook Stoves, for coal; and Reba Washington, Clipper, Sterling and Togo Cook Stoves, for wood. A sectional view of their Wood Stoves is given, with list of parts on the succeeding page. They also manufacture a Franklin Stove, the Hermitage, Ge-De and Bob, all for coal; and the Dudley, for wood only. A line of Coal Heating Stoves is shown, and an assortment of Wood Heating Stoves under the names of Acme, Crown, Rex and Floor Walker, as well as Oil Heating Stoves, Stove Pipe and Elbows, Sugar or Wash Kettles, Dog Irons, Stove Hollow-Ware, Tea Kettles, Waffle and Muffin Irons, Stove Tinware in Sets, Sad Irons, Ventilators, Stove Dampers, Stove Boards, Pipe Caps, Fire Shovels, Flue Thimbles, Fire Pokers and Stove Lid Lifters.

Colebrookdale Iron Co., Pottstown, Pa., with New York office at 155 Chambers Street, manufacturers of Sad Irons and Hardware Specialties, have issued their 1906 catalogue. They are the manufacturers of the celebrated Mrs. Potts' Sad Irons, "Sensible" Sad Irons and Handles for same; Sad Iron Stands, "Sensible" Sleeve Irons, Toilet or Girl's Irons; Toy Irons, Tourist's Irons, Shield "C" Sleeve and Sad Irons, Chinese Laundry Irons, Chinese Common Sad Irons, Troy Polishing Irons, Tailors' Irons, New England Pressing Irons, Keystone Food Choppers, Well or Gin Wheels, Hay Fork Pulleys, Thimble Skeins and Boxes, Wood Screws, Wrenches, etc. Regarding Mrs. Potts' Sad Irons, the company say: "These Irons are so well and favorably known that we will refer briefly to a few main points of superiority. They are cut to shape by special machinery, which makes every Iron true, and the face of these as well as our common Irons is slightly convex, thus making ironing easier than with a flat or straight-faced sad iron. The detachable handles are of wood, excepting the lower part, which is iron, called a stretcher; they do not become hot, need no holder or cloth, and fit naturally to the hand, without straining the arm or wrist. Three Irons, one handle and stand constitute a set. After many years of experience it has been demonstrated that the life of a set of Irons is in the handle. Mrs. Potts' Irons with poor handles are practically worthless. The handle cannot be made too good. We guarantee our Handles not to break. Japanned Stretchers and Caps will be furnished when desired."

McWhinnie Wheelbarrow Works, Poughkeepsie, N. Y. Illustrated catalogue and price list No. 5. Included in the contents will be found Canal, Railroad, Garden, Brick, Coal, Stave, Stone, Steel Tubular, Steel Tray, Steel Wheel and Wood Frame Wheelbarrows for all purposes. They also manufacture Handcarts and Dutchess Bolted Canal, Garden and Metropolitan Garden Wheelbarrows. The factory was founded in 1866, and the present proprietor, Thomas McWhinnie, took charge in 1869. The works are conveniently located for making shipments to all parts of the world, transportation being afforded by both rail and water. The dealer interested in this line of goods should send for a copy.

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A Kansas paper again remarks about how handsomely the East came to the assistance of the State back in grssshopper times, and suggests that there is again need of help from the East, to assist in eating the big peach crop.

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RECENT TRADE PUBLICATIONS.

Benedict Mfg. Co., East Syracuse, N. Y., with New York office at 409 Broadway, are placing before the trade three large catalogues; one devoted to Hollow-Ware and the other two to Flat-Ware and Novelties. Of their Hollow-Ware catalogue they say: "We take pleasure in presenting to our patrons a line of Silver-Plated Hollow-ware, the patterns illustrated being of the very latest designs, and include Tea Sets, Fruit Dishes, Salad Bowls, Cake Dishes, Bon Bons, Bake Dishes, Candelabra, Trays of all descriptions, Vases, Smoking Sets, Prize Cups, Water Pitchers, Shaving Mugs, Child's Cups, Cracker Jars, and many other desirable articles. Illustrations and prices are given in their Flat-Ware catalogue of their De Witt, La Fayette, Shell, Windsor and Tipped patterns of Spoons, and of their line of Electric Silver and White Metal Ware, Nut Picks and Cracks. Their Novelty catalogue includes new designs of Clocks, Jewel Boxes, Statuettes, Trays, Ink Stands, Paper Weights, in the latest finish, including Ormulu Gold, Verdi Antique, Egyptian Bronze and French Gray; Napkin Rings, Salt and Pepper Shakers, etc., etc.

Goodwin & Kintz Co., Station B., Winsted, Conn. Catalogue No. 28 of Gas and Electric Portables. The company state: "In presenting this catalogue we feel confident that we have succeeded in completing a line of Gas and Electric Portables, Electroliers and Newels that cannot fail to appeal to the trade. The designs run from the cheapest to some of the finest shown to the domestic trade. We have listed the goods complete with fittings and accessories in most instances, as well as for the bare stands. Any portable can be made for either gas or electricity, except where otherwise specified. Any figure can be made as a Newel, but diameter of base should be specified. The finishes on these goods are lasting and attractive. Our Portables are always straight and plumb, and the goods are mechanically constructed." These goods are exquisitely modelled, and are of the most artistic patterns conceivable, being finished in Naxos Green, Applique Black and Brushed Brass, and the catalogue is so extensive and the assortment of goods of such a character as to preclude our doing justice to a description of the beauty and extent of the same. Those interested in these lines will be amply repaid by sending for a copy.

Hunt, Helm, Ferris & Co., Harvard, Ill., have favored us with a copy of their new Steel Sled Catalogue. The company state that "Steel sleds are fast taking the place of wooden sleds for many and sufficient reasons, principally because they are stronger in construction, and therefore more durable; they are more symmetrical in outline and admit of a more lavish decoration, and are therefore more stylish. Added to these features, Star Steel Sleds possess a runner so designed as to make them the speediest sleds ever constructed." The Sleds are illustrated in their actual colors, and in a variety of shapes and styles that are very graceful in design. A line of Steel Coasters is also shown, as well as their "American Boy" Bobs. Sectional views are included in the contents, showing methods of riveting to the knee; also showing how the Coasters and Sleds are braced. A price list accompanies the catalogue. These goods will prove a profitable line for the dealer to carry.

A. Meinecke & Son, Milwaukee, Wis. Catalogue for 1906-1907 of Wooden Toys. Included in the contents will be found a large assortment of Rocking, Swinging and Galloping Horses, Shooflies; Willow, Reed, Wood and Frame Doll Carriages, plain and enameled; English Doll Carriages; Frame, Reed, Willow and Wood Go-Carts, plain and enameled; Reclining and Folding Go-Carts, Children's Chairs and Rockers, Morris Chairs; White Willow and Reed Nursery Chairs, Nursery Yachts, Hardwood and painted Tables, Folding Tables, Blackboard Desks, Hardwood and White Enameled Secretary and Roll Top Desks; Cylinder Desks; Hardwood and White Enameled Bureaus, Dressers, Folding Cradles, Blackboards; Bucks and Saws, Swings, German Spinning Wheels, Wooden Shoes; Willow Display Stands, Office Baskets, Clothes Hampers and Baskets, etc. They also manufacture an extensive line of Furniture Novelties, such as Bamboo Music Shelf Stands, Hardware India Stools, Jardiniere Stands, Bamboo Book Racks, Easels, Centre Tables, Veranda Chairs, Willow Settees, etc.

Blacklock Foundry, South Pittsburg, Tenn., are distributing their illustrated catalogue of Hollow-Ware to the trade. The goods included in the contents are particularly adapted to the Southern Trade, the company devoting their efforts to manufacturing the style of ware that is most in demand in that section, but produce a better finish than is usually given, and their efforts have been appreciated to such an extent as to give them encouragement to increase their facilities for meeting the requirements of their rapidly growing patronage. The company ask the trade to note that they do not attempt to make everything in the Hollow-Ware line, but such goods as are described in the catalogue they make specialties of, such as Sleeve or Flouncing Sad Irons, Tailors' Geese, Shoe Lasts and Stands, Sugar Kettles, English and Southern Pots, Skillets and Lids, Deep Ovens, Stove Kettles and Pots, Griddles, Sad Iron Heaters, Tea Kettles, Waffle and Gridirons, Muffin Bakers, Hitching Weights, Andirons, Dog Irons, Ornamental Square Grates, Sinks, etc. The dealer will find the catalogue a helpful one.

Glens Falls Lantern Co., Glens Falls, N. Y. Catalogue and price list of Safety Lanterns. These Lanterns are made in various styles, including the Hartford Safety Mill Lantern, designed more especially for mill and warehouse use, although it can be readily used for other purposes; Dash Combination Lantern, which is a regular tubular lantern, from which the lens may be easily detached if preferred without; American Safety Lantern, with patent bail-lift for lighting, etc. These Lanterns are provided with the Hermance Safety Fount, the underlying principle of which, the company state, "consists in having a wick and filler tube placed in the oil-fount in such a manner that the oil is trapped when it reaches a certain height in the fount, and the fount is built of such capacity that there is always an air space left in the fount greater than the quantity of oil, and for this reason if the lantern is overturned the oil merely changes its relative position, and cannot overflow or escape from the fount. Inasmuch as nearly every fire is caused by the lantern being overturned, and the oil flowing out, it is self-evident that if the oil cannot escape it is practically impossible to cause a fire in this way. With the Hermance Safety it is impossible to start a fire. Furthermore, it is over three inches in a direct line from the flame to the oil level; hence, the oil never becomes even slightly warm, no matter how many hours the lantern is in use. This means no vapors form which can explode."

National Cutlery Co., Detroit, Mich., Catalogue of "S & S" Cold Chisels and Mechanics' Tools, Cape Chisels, Diamond Points, Carpenters' Nail Chisels, Floor Bars, Crook-Neck Claw Bars, Brick Plugging Chisels, Machine Punches, Backing Out Hand Punches, Steel Drift Pins, Straight and Bent Calking Tools, Boiler Makers' Tools, Wall or Brick Chisels, Drilling and Cape or Key Seating Chisels, Center Punches, etc.

Warwood Tool Co., Wheeling, W. Va., have favored us with their List No. 4 of Tools, including Bars, Froes, Eyes, Hammers, Hoes, Mauls, Mattocks, Picks, Sledges, Track and Coal Miners' Tools, Wedges, etc. The catalogue is well gotten up with half-tone illustrations, and will be found a very helpful one to the dealer. The size of the catalogue conforms to the standard size page adopted for loose-leaf Hardware catalogues. The company have erected a new factory building illustrated in the frontispiece, and with their increased capacity and modern equipment are able to meet promptly all the requirements of the trade.

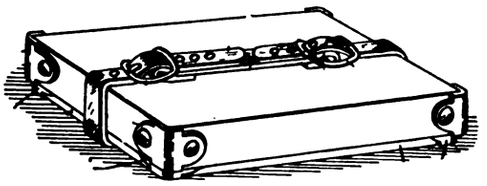
E. H. H. Smith Silver Co., Bridgeport, Conn. Catalogue of their "Holly" pattern of Silverware, which includes Salad Sets, Knives, Forks, Spoons, Sugar Tongs, Berry Spoons and Forks; Olive and Oyster Forks, Butter Spreaders and Knives; Soup, Coffee and Bouillon Spoons; Salad, Fish or Pastry Forks and Carving Sets. They also illustrate their "Cherry" pattern Berry Spoons, Flemish Knives, Forks and Spoons and Individual Soup Ladles; Marseilles, Rose, Oak, Iris, Verdi and Windsor Tipped patterns of Tableware, and Cupid Berry Spoons. Prices are included. The company call attention to the fact that they have special facilities for making dies for medallions, souvenir spoons, coats of arms, family crests, etc.

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NEW GOODS AND SPECIALTIES

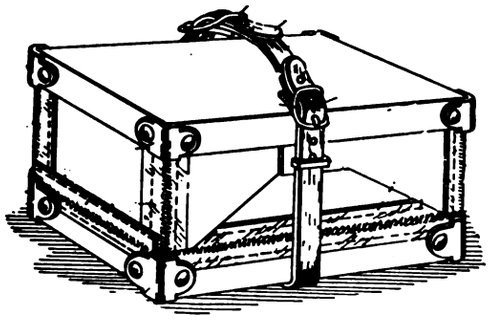
AUTO FOLDING LUNCH BOX.

The Atlas Mfg. Co., Hampton, N. H., are placing upon the market the newly patented Auto Folding Lunch Box, which name they have protected by a trade mark. We present illustrations showing the Lunch Box both folded and when it is full. The box in its folded state is not made to fold perfectly flat, but a



AUTO FOLDING LUNCH BOX—AFTER USE.

space of one and one-half inches is left to accommodate a bottle calculated to hold tea or coffee, a napkin, knife, etc. The side walls are hinged to the bottom of the box, and flaps are hinged to



AUTO FOLDING LUNCH BOX—WHEN IN USE.

the upright margins of the end walls overlapping the side walls and one another. The side walls carry staples and pass through the overlapped flaps when the box is set up. A retaining strap passes through the staples held by a swivel which permits it to be turned to pass lengthwise of the box when it is folded.

PETTY'S CARRIAGE AND WAGON HEATER.

The Progressive Mfg. Co., Pana, Ill., are the manufacturers of Petty's Carriage and Wagon Heater, of which we give an illustration. The ends are made of strong, light castings, triangular in shape, each face six inches long. Sheet metal covering it is



PETTY'S CARRIAGE AND WAGON HEATER.

supported with three steel rods, connecting the ends, which prevent it from bending or breaking. It is fourteen inches long, covered with Brussels carpet, lined with sheet asbestos. It burns equally well in an open carriage, or under a lap-robe, because it has adjustable ventilators. The triangular construction removes all possibility of burning or scorching. It is operated at the small cost of one-fourth cent per hour, and when wishing to quench the fire you have only to close the dampers tightly, which does away with the inconvenience of removing the fire box and pouring on water, which is frequently necessary with other Heaters. The Petty Heater needs but one hand to carry it, and does not spill ashes. The ends and handles are bronzed; making it a

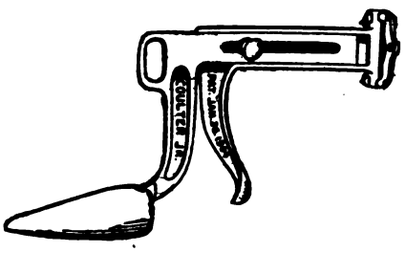


THE PETTY CARBON.

neat, attractive and inexpensive convenience. It burns the Petty Carbon, which is claimed by the manufacturers to be superior to any other in use. Burns without flame, produces neither smoke, soot nor odor. May be extinguished and relighted at will.

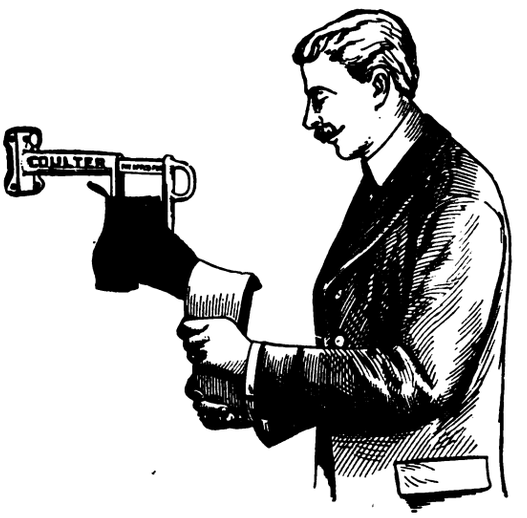
THE COULTER JR. SHOE HOLDER.

Coulter Mfg. Co., 1104 Chestnut Street, Philadelphia, Pa., are the manufacturers of the popular Shoe Holder called the Coulter Jr., of which we present an illustration, showing the article itself, and one showing the method of its use. The Coulter Jr. is used for the purpose of cleaning and dressing a pair of shoes



THE COULTER JUNIOR SHOE HOLDER.

with dressings applied with a cloth and rubbed to a polish by friction, the Coulter Jr. holding the shoe in a firm position while off the foot, and making shoe shining an easy job. It is made with detachable back that will permit its being removed from the



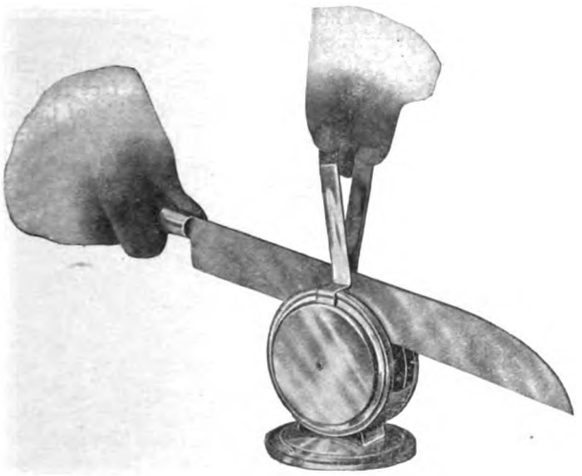
METHOD OF USING THE COULTER JR.

wall when not in use. It is simple in construction, easily adjusted and not likely to get out of order. It is put up in combination style, comprising one back part and two front parts, which will fit any size men's or ladies' shoe. Neatly packed in an attractive carton, including a box of polish and serviceable polishing cloth.

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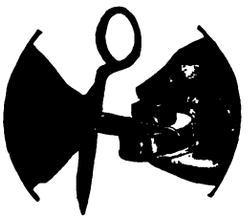
ROSE AUTOMATIC KNIFE AND SCISSORS GRINDER.

The illustration herewith represents Model No. 8 of the Rose Automatic Knife Grinder with grinding wheels incased in handsome nickel-plated frame and stand, manufactured by the Colonial Supply Co., Wellsville, N. Y., which, while involving the same principles as their other models, the construction and outward



AUTOMATIC KNIFE GRINDER.

appearance have been somewhat modified. It is especially adapted for the dining room or buffet, and compares favorably with the finest table furniture. The smaller cut shows the Automatic Scissors Grinder, Model No. 6, with grinding Wheel neatly covered in nickel-plated case, which is a practical, simple and valuable addition to any work basket, giving the correct bevel to the



AUTOMATIC SCISSORS GRINDER.

dullest scissors or shears, and giving the delightful sensation of cutting with clean, sharp scissors. The sharpening wheels are scientifically made by expert workmen, from what is known as Adamite, which will not heat, glaze or draw the temper, being the most lasting and quickest cutting electrical abrasive known.

KINGSTON'S GAUGE HATCHET AND HAMMER.

Kingston-Hall Co., 542-550 Franklin St., Cambridge, Mass., have recently placed on the market patent Gauge Hatchets and Hammers for use in rapid shingling and clapboarding respectively, shown in the accompanying cuts. The gauge on the Hatchet,

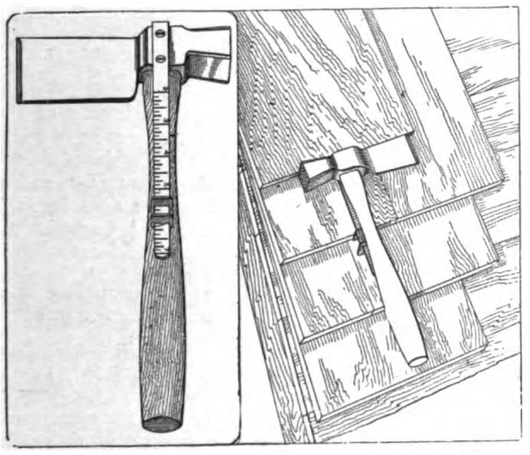


FIG. 1—KINGSTON GAUGE HATCHET.

Fig. 1, can be set anywhere from two to seven inches for use in shingling, while the construction is such as to render adjustment easy. The device is alluded to as being simple, inexpensive, most compact and as being used with a minimum motion of the hand and arm. The gauge hammer, Fig. 2, can be used for putting on siding and clapboarding, also roof lath, a 1 x 2 inch

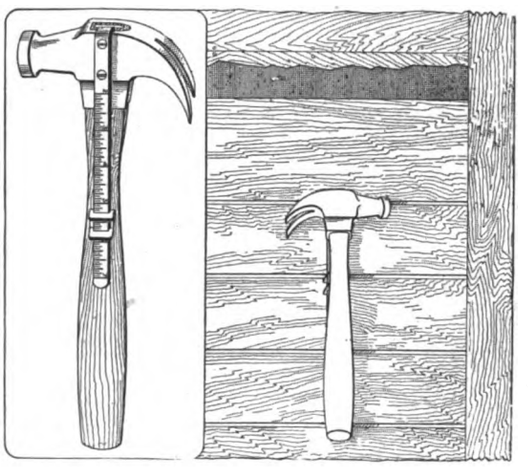
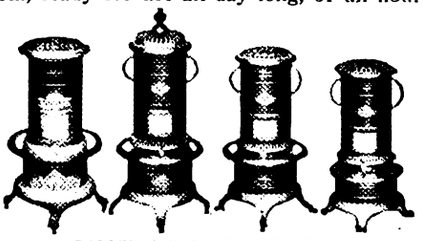


FIG. 2—KINGSTON GAUGE HAMMER.

furring strip being used in some parts of the country as a support for shingles.

BARLER IDEAL OIL HEATERS.

A. C. BARLER MFG. CO., 104-106 Lake Street, Chicago, Ill., are the manufacturers of the Barler Ideal Oil Heaters, which have been before the trade for some time. They represent in their entirety a line of high-grade goods, running at list prices from $3.50 to $11, and seem to suit the requirements of the trade in every respect. Their perfect construction is dwelt upon in a manner which in the description carries conviction, and the ease with which they can be attended to creates no wonder at their popularity. Among the numerous advantages which recommend the heaters are the following: The patented construction of it forces the heat to circulate, and a deflector in the drum increases the radiation, and throws the heat down. The manufacturers claim to be the originators of this device. It is easily moved from room to room, ready for use all day long, or an hour at a time.



BARLER IDEAL OIL HEATERS.

The lighting of a match starts the fire in a Barler Heater, and turning a button brings the temperature to just the right degree. Adjustable wick-stops prevent turning the wicks too high. Accurate dial indicators are attached with screw-threads to make them oil-tight. Flame spreaders with solid tops do not wear out or bend out of shape. Have filler openings, closed by brass caps with coarse threads, easily taken off and replaced. It has the easiest burner to re-wick. New wicks do not have to be split or tied on. Permanent feeder-wicks. In the Ideal the wick devices raise the wicks evenly all around. Positively prevents oil from running down inside of tubes. This is claimed to be an essential Barler feature. No burner can be perfectly odorless without it. Oil that crawls over the tops of tubes, as it is bound to do on any oil burner, is caught in the double top and drawn back into the wick absolutely free from odor. The cold air from the floor passes over the fount, and through the burner in a constant flow. As a consequence, the fount cannot be overheated. Extra feeder-wicks draw oil to the burner when the oil is low or the wicks are short. In the Ideal the wick-stop is easily adjusted without removing fount, and holds the flame at any desired height. The body of the fount is made in one piece, all brass, and every one is tested with air pressure to insure it against leaks. The miniature illustration which we give of these Ideal Heaters shows an assortment of their line, which conveys an idea of their salable character, which they have advertised in the various magazines and trade papers so thoroughly that their name has become "as familiar in their mouths as household words."

SOUTH BEND TOY MFG. CO., South Bend, Ind. 1906 catalogue of Go-Carts and Doll Carriages, including both Stationary and Folding Go-Carts and Doll Carriages in a large variety of patterns.

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THE LONG DOUBLE SWIVEL VISE.

After years of experimental and practical tests, the Long Double Swivel Vise, manufactured by the Pittsburgh Automatic Vise & Tool Co., of Pittsburgh, Pa., has been perfected and owing to its unique design this vise is capable of turning in any direction, describing any angle of two complete circles. But it does not stop here, for the simple tightening the jaws upon the piece held, both swivels are automatically locked, not to be moved by any human

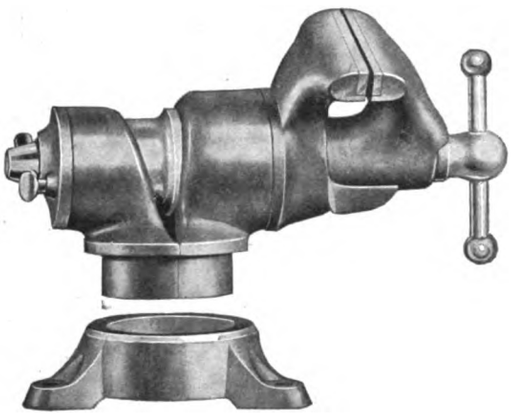


FIG. 1—LONG PATENT DOUBLE SWIVEL FEATURE.

means. Possessing these marked advantages and original characteristics it serves not only as a bench vise, but as a universal gig for drill presses, planers, shapers and other machines where an article is desired to be held firmly at any angle. For this purpose an extra base is provided, the vise being easily lifted from one base to another without undoing any screw or bolt.

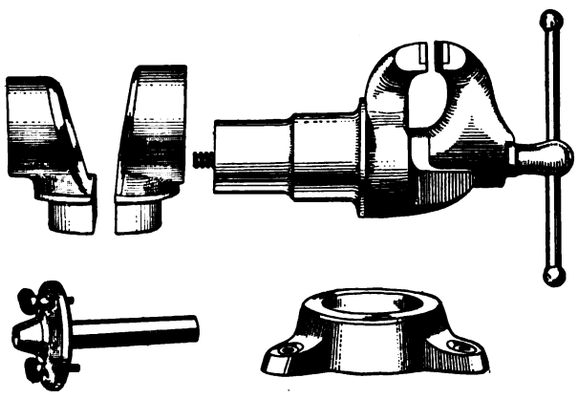


FIG. 2—SHOWING MECHANICAL PARTS OF VISE.

The vise itself is composed of eight sections or parts as illustrated in the accompanying cuts: The screw, front and rear jaws, two yokes, female screw, friction plate and base. This base which is adapted to be secured to any suitable support, is formed with an annular seat for the body of the vise. The body, consisting of two halves or yokes, provided each with a section or half hub seated in the base, are adapted to be slightly tilted in respect to each other and their seat, so that when they are drawn toward each other at their top they will be pressed outward below and thus locked frictionally in the base seat. The rear jaw is adapted to be rotated about its axis within the body of the vise. It has two diameters, the larger one working in the front yoke and the smaller one in the rear. The friction plate is affixed to the outer extremity of the jaw member. This cap bears against the outer edge of the rear yoke and serves as a support and bearing for the sleeve or nut. This possesses a head which bears against the outside of the friction plate or cap and extends thence through same into the internal bore of the front jaw. A special bearing sleeve is placed on the screw between its head and the fixed collar thus affording freedom of turning, but it is designed to be driven or forced tightly upon its seat in the front jaw so as to serve as a reliable backing for the collar when the screw is rotated to open the jaws. This also gives the head of the screw a solid bearing against the full stock of the front jaw, therefore nothing to break or give way or become weakened under severe strains or pressure through the action of the screw.

Thus it will be understood that when the screw is tightened it tilts the body sections towards each other and locks them against rotation in the base. The inner jaw member has a spline connection with the inner jaw, thus preventing its rotation in respect thereto. In accordance with its design the idea of strength is closely adhered to in its construction. The round slide bar, which adds phenomenal strength to the weakest part of all other vises, is made of the finest cast or crucible steel, specially melted and mixed for this purpose. The jaw facings are all of tool steel while the vise itself is composed of a semi-steel. The screw instead of being a common cast iron head cast upon a malleable or steel rod containing the thread, is a hammered steel forging made for this use alone. Thus it possesses the distinction of being absolutely dust proof, non-slipping and non-breakable. Due to its ability of having its jaws revolved in any direction it serves as two vises for if a smaller jaw than its face is desired, the jaws are simply thrown to one side and the side of the same used. If a stationary vise is desired the thumb screws on the rear can be slightly turned and the two swivels tightly locked. By this means any desired friction can be obtained.

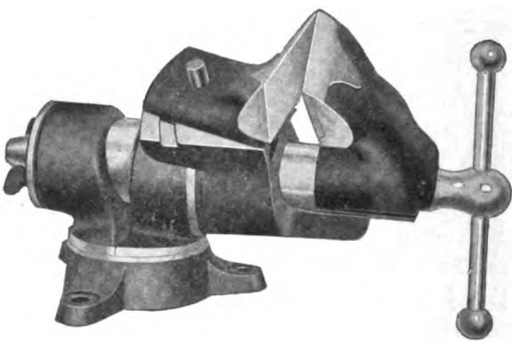


FIG. 3—LONG PATENT WOOD WORKERS' OR COACH MAKERS' VISE.

The single swivel vise, although possessing but one movement is also a very marked advancement in vise construction. Unlike any other vise it is automatically locked by tightening on the piece in the jaws. No levers, pins, screws or other "in the way" appliances. By lifting it from the base, the vise can be carried anywhere, as the vise consists of five parts, the rear and front jaws, screws, base and locking dog. The latter is so constructed as to permit the screw to pass through to its upper extremity. It is pivoted near its bottom upon an alloy steel bar supported by the base. Thus when the jaws are tightened upon an object the screw draws the dog towards them, which naturally throws its bottom out against the walls of the base, thus locking it firmly.

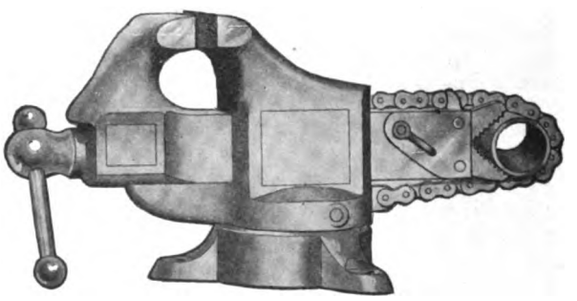


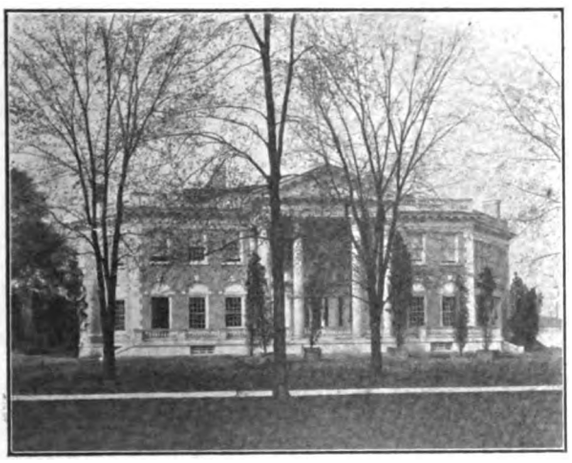
FIG. 4—LONG PATENT SINGLE SWIVEL PIPE VISE.

In conformity with the originality and usefulness of the previously described tools, the pipe attachment for the single swivel vises, deserves mentioning. Unlike any other vise the inventors have placed this important attachment on the rear end of the slide bar, out of the way at all times of the operator, the pipe jaws never interfering with the reception of work in the vise jaws proper. It consists of a tool steel attachment, milled perfectly to size, the two sides straddling the end of the slide bar. These are held in place by a bolt. A double linked chain, the pivot pins of which project beyond the sides of the links at each side is attached at one end by a lug or pin to the body of the vise below the slide bar. By placing the tube or pipe in position, the chain is brought around it, and fastened to the lugs on the upper portion of the attachment. The screw is then given a half turn, which throws the draw bar back, thus tightening the chain upon the pipe and at the same time locking the swivel movement. Its great advantages can readily be understood and appreciated by all mechanics. The necessity of opening the jaws sufficiently wide for the reception of the pipe is done away with, as the length of the chain is sufficient to engage the pipe regardless of the position of the jaws. The range of sizes are also increased 100 per cent. over other combination pipe vises.

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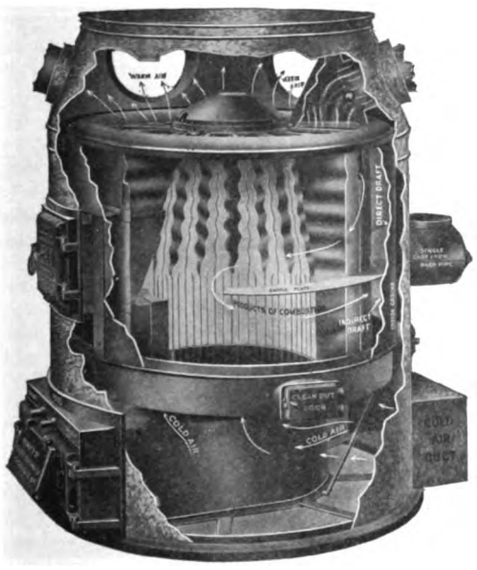
THE KELSEY WARM AIR GENERATOR SYSTEM OF HEATING.

In this we show one of the fine residences heated and ventilated by the Kelsey Warm Air Generator System. That this System is giving entire satisfaction and is being placed in many of the finest class of city and country residences, in schools, churches and public buildings, is indicated by looking over the book of "Opinions" showing 250 Kelsey heated houses with hundreds of letters from the Kelsey users.



RESIDENCE HEATEC BY THE KELSEY SYSTEM.

The Kelsey Warm-Air Generator is made by the Kelsey Heating Co., Syracuse, N. Y., with branch offices at 156 Fifth Ave., New York; 38 E. Lake St., Chicago; and with agencies at No. 34 S. Seventh St., Philadelphia; No. 44 Hanover St., Boston, and in nearly eight hundred of the principal cities and towns. In looking over their booklet explaining the construction of the Kelsey Generator, good and sufficient reasons seem to be given for its superiority over other apparatus, or methods of heating. We note that a Kelsey Generator is entirely unlike any furnace in construction and method of warming and distributing air.



THE KELSEY WARM AIR GENERATOR.

By the Kelsey method, great volumes of air are properly warmed by bringing into contact with very extensive and properly heated surfaces. This is accomplished by passing the air in separate currents up through corrugated cast iron flues, or sections, which surround the fire. There are nine to seventeen of these flues in each generator, according to its size. Each flue weighs about seventy pounds and has eight square feet of heating surface, and in a Generator of average size there are 61 square feet of heating surfaces to each square foot of grate surface. It is claimed that these weights and heating surfaces are double that of the ordinary furnace. All the heat is utilized by being brought into contact with these great surfaces on all sides, and there is no loss of heat in the cellar or up the chimney. The Kelsey method of warming air, the great heating surfaces, and the utilization of all the heat, are given as the main reasons for the efficiency, healthfulness and economy of the Kelsey Generator.

Another important and distinctive feature of the Kelsey is its capacity for forcing warm air to distant or exposed rooms. Naturally, the air being warmed in separate currents, is forced out through the nearest heat-conducting pipes, and an even temperature is easily maintained throughout any ordinary house. By use of the Kelsey Patented "Positive Cap Attachment" placed over two or more of the flues, a direct connection is formed between the flues and the heat-conducting pipes, and the warm air is thus forced through long pipes, or against the wind to the room to be heated. This capacity to force warm air in any direction has often resulted in one Kelsey Generator giving entire satisfaction in buildings where two furnaces or a Steam or Hot Water Plant was believed necessary.

Comparisons are made between the Kelsey System and the "Direct" Steam and Hot Water systems, the Kelsey being more healthful because it is a fresh air system and the same air is not warmed over and over. The Kelsey gives results like the Indirect System of hot water heating, but costs less for management, fuel and repairs. Other Kelsey advantages over Steam or Hot Water Systems mentioned, are, that the quantity of heat is easily regulated, the house is warmed quickly in the morning, and there are no unsightly radiators, no valves or pipes to leak, freeze up and burst and cause damage, and there's no danger of accident through mismanagement.

As 28,000 Kelsey Generators have been sold since 1889, and as the makers claim that the sales largely increase every year, it would seem that true merit and the most economical results must have brought these results, because there is no claim made that the Kelsey is a cheap or low priced apparatus. The Kelsey Heating Company invite correspondence from all prospective purchasers, and a careful investigation of the Kelsey Warm Air Generator.

GEM QUALITY OIL HEATER.

Roberts & Mander Stove Co., Philadelphia, Pa., are the manufacturers of the Quality Oil Heaters, a complete line of Heaters equipped with smokeless, odorless and self-extinguishing burners, and which possess the greatest array of practical points indicating quality possible to conceive at this season of the year. One of the most engaging styles is the "Gem," which we illustrate. The Gem Quality Oil Heater with encircling band of highly polished nickeled steel and forty-five sparkling jewels is the most ornamental and distinctive heater made and this is one that the manufacturers make quite a specialty of, and it is readily sold in this market at $5.75 retail, which leaves a good profit for the dealer. The manufacturers claim that there is as much difference and additional value in the Gem Quality over an ordinary heater as in a high-cless, nickel base-burner over the common cannon stove. To those interested the manufacturers will be pleased to forward sample, and make quotations on their entire line, which embraces a good line of nickel and japan finished Heaters.



GEM QUALITY OIL HEATER.

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There's a Screw Loose in the Shear You Are Using

UNLESS You Have the Screwless Spring-set Shear

THAT Is the Shear You Should Buy and the Shear You Should Sell

Which Kind do YOU Handle

The Screw-loose, Screw-set Shear

or The...

Screwless Spring-set Shear

?

Because:

1. It never wears loose at the joint.
2. Blades always held together automatically with just the right spring tension.
3. Pivot free to rotate, forming roller bearing.
4. Largely self-sharpening.
5. Handy to take apart.
6. Tension adjustable.
7. Gives complete satisfaction to your customer



Davies Automatic Shear Co.,

41-43 Maiden Lane, New York City.

WRITE FOR CIRCULAR "A"

Mention "Hardware."

THE NECESSITY FOR A NEW STANDARD SCREW.

The mechanical branch of the Association of Licensed Automobile Manufacturers has recently published a well gotten up and well printed pamphlet of large size, giving the mechanical specifications of a new Standard Screw adopted by the Association of Licensed Automobile Manufacturers, No. 7 East Forty-second Street, New York. In its contents it covers detailed dimensions and specifications of Hexagon Head Screws, Castle and Plain Nuts from ¼ inch to one inch inclusive. The following information will be found of value by those interested, and is quoted from the preface and their circular announcement.

"The present United States standards for Bolts, Nuts and Screw threads were established by the United States Navy Department in May, 1868. These standards remained pre-eminent for many years and have proved of great convenience and value. During recent years, however, manufacturers of fine machinery have found from experience that for a large portion of their work the United States standards for pitch of threads have been too coarse, and the dimensions of heads and nuts too large. In order to secure satisfactory construction special fine pitch screw-threads and smaller nuts have had to be made. The number and variety of these special threads and nuts have finally become such that great confusion, inconvenience and expense have been caused. To overcome this condition the Association of Licensed Automobile Manufacturers has adopted a new Screw Standard which is herewith set forth.

"It is assumed that where screws are to be used in soft material, such as cast-iron, brass, bronze or aluminum, the existing United States standard pitches will be used.

"The A. L. A. M. Standard Screw is a new standard evolved from the old United States standard as a basis. It is nothing revolutionary in any sense of the word, but, on the contrary, it conforms to the general practice of many machine tool and automobile builders.

"A finer thread than that of the United States standard has been found necessary, and this new standard is intended to fill this want.

"Like any new standard, it cannot be hoped that it will be adopted immediately or universally, but it is believed that it will gradually creep into use.

"Considerable study was put on the dimensions of the nuts and heads; careful destructive tests were made before the standard was adopted, to make it absolutely certain that the nuts and heads were large enough and that the threads would not strip.

"Tests were made with ordinary material and with the material it is proposed to use for automobile work. The results were the same in both cases; that is, the screw broke at the base of the thread inside the nut, which was to be expected.

"The material to be used for the screws in automobile work (and which can be easily worked in automatic screw machines) is about twice as strong as ordinary screw stock. Not only is it strong, but very much tougher, being lower in the impurities and showing a very fine fracture, characteristic of a tough steel.

"As time goes on, it is probable that these screws will be found in stock just as the ordinary United States standard is now found. This cannot be done immediately; it must be accomplished by merit; that is, merit in this standard."

THE UNIVERSAL WOOD MFG. CO.

The Universal Wood Mfg. Co., which has recently been incorporated under the laws of Pennsylvania with a capital of $35,000, has taken over the plant of the West End Wheelbarrow Co. of Pittsburgh, Pa., and will greatly extend the business. Besides the manufacture of Wheelbarrows, Lawn and Porch Swings will be manufactured; also other kindred lines. The directors are at present looking for a site; several are under consideration, among them being the present location of the West End Wheelbarrow Co., 60-70 South Main Street, West End, Pittsburgh, Pa., and some out-of-town properties. The manufacture of Wheelbarrows was begun in the Pittsburgh district several years ago, and has increased to such an extent that the present plant is not able to handle the increased business. The officers are: A. W. Pierce, president; F. C. Linn, secretary; W. H. Cochrane, treasurer. W. H. Cochrane has held the position of secretary and treasurer of the Bindley Hardware Co. of Pittsburgh for twenty-seven years, and to his able management is due much of their wonderful success.

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OUR CANADIAN LETTER

Toronto, October 5, 1906.

MARKET CONDITIONS.

Trade expansion is the watchword everywhere in all branches of the business and if any section of the trade is not doing a profitable business it is largely their own fault. At present Canada is booming from east to west, immigrants are coming in by the thousands, the farmers crops are good and factories cannot secure sufficient men to increase their outputs and keep pace with orders received. In response to the strength manifested in the United States metal markets, as well as owing to the fact that Canadian mills are booked ahead for months, the prices ruling on iron and steel products are tending upward. During the month advances have been made in Stanley planes and several lines of Builders' Hardware. Lead and copper products have also been moved upward materially. Trade during September was good and the continued warm weather enabled most dealers to clean out summer lines and reduce carry-over stock to a low point. The cool weather now prevailing, however, has given an impetus to trade and from now on till the close of navigation orders will be shipped in large quantities.

There has been a great revival in roller skating in Canada. Toronto has now six rinks, Montreal two, London, Guelph, St. Catharine's and Sault Ste. Marie each one, and others being established at Berlin, Ont., and Winnipeg. As the rink managers buy direct and discourage the personal buying of skates by patrons, the retail trade is not getting much of a look in on the business, however.

CANADIAN MANUFACTURERS MEET.

The annual meeting of the Canadian Manufacturers' Association was held at Winnipeg during the month, the important feature of the convention being the decision to organize two mutual fire insurance companies to enable the manufacturers to escape from the extortions of the fire insurance magnates.

Retiring President C. C. Ballantyne, of the Sherwin-Williams Company, Montreal, in his annual address referred to the large and satisfactory increase in Canada's foreign trade. The total trade was $73,046,000 in excess of 1904-05, the exports increasing $53,270,000, or some $20,000,000 more than the imports. A gratifying feature was that the imports of British goods had increased more proportionately than imports from the United States. The speaker attributed the exodus of young Canadians to the States to the lack of towns and factories, and the inducements and opportunities they afforded.

"To-day the situation is completely changed," he continued. "We have begun to study our own resources. What do we find? Not only that nature has fitted us to be a great agricultural nation, but that our mines, our forests, our streams and our waterfalls destine us to stand in the front rank of the manufacturing countries of the world; that here, within our own borders, we have all the raw materials for the world's great industries, the necessary industrial opportunities for all our sons and daughters, and the greatest and best market for the products of our farms. Our neighbors to the south have recognized this even sooner than we ourselves. To-day they are returning to us our own.

"It is for us to say whether we will continue to purchase our manufactured goods in the United States, or put just a little more tariff on certain lines, and make the factories in the States build plants in Winnipeg, Saskatoon, Moose Jaw, Calgary, Medicine Hat, Regina, Edmonton or any other of the many centres in our great Western prairies which have advantages to offer, and by this means keep the population we are getting. Last year our dutiable imports from the United States amounted to $94,200,167, the large percentage of which was manufactured goods, and might just as well have been made in Canada. As it is, the United States farmers, workmen, manufacturers and other citizens have just that much of our money that should have been kept at home."

HARDWARE WHOLESALERS' CONVENTION.

The eighth annual convention and banquet of the Canadian Wholesale Hardware Association was held at Hamilton on Sept. 27 and routine business was transacted. About 75 guests sat down at a banquet given by Retiring President William Vallance of Wood, Vallance & Co., Hamilton, representatives of the manufacturers and jo bbers being present in number, while the Ontario Retail Hardware Association was represented by Secretary Wrigley, of Toronto, who in speaking for the retailers said the Ontario Retail Hardware Association had been organized at an opportune time, as the present is a critical period in the history of the trade. The wholesale trade is threatened with extinction if present tendencies are not checked. The retailers complain that the jobbers are selling direct to consumers, and this is encouraging many retailers to buy more and more goods direct from the manufacturers. The organization of the retail trade and the harmonious working together of the two interests was absolutely essential to the proper combating of the destructive tendencies now gaining headway. In the United States the jobbing and retail associations worked together harmoniously, and the same condition could exist in Canada if the jobbers, as the older organization, extended the hand of fellowship to their sister organization.

The new officers elected by the wholesale association were: President—T. H. Newman, Caverhill, Learmont & Co., Montreal; vice-president—Thomas Dexter, H. S. Howland & Sons, Toronto; Secretary-Treasurers—Jenkins & Hardy, Toronto.; executive committee—Thomas Birkett, Sr., of Thomas Birkett & Sons Co., Ottawa; J. G. Lewis, of Lewis Bros. & Co., Montreal; D. H. Howden, of D. H. Howden & Co., London, and A. C. Fisher, of Rice, Lewis & Son, Toronto.

RELAIL ASSOCIAT'ONS PROGRESSING.

The Western Canada Retail Hardware Association has been taking a referendum vote on a proposition to curtail the credit system by the members agreeing to close their books to credit business between November 1 and April 15. A large percentage favor the proposal but it is not yet certain whether a large enough majority will agree to stand together on the proposition if the secretary issues notice to the trade to put the rule into force.

The Ontario Retail Hardware Association is also at work, a circular having been sent the members asking for information as to the amount of insurance carried on stock and buildings and asking if the members would place their business with a mutual fire insurance company if one were formed under the auspices of the association. Replies are coming in favorably and definite action will probably be taken during the coming winter.

HARDWARE TRADE HAPPENINGS.

The Dominion Cartridge Company, Montreal, are expanding and have organized an American sales department under the direction of C. Edward Wood, for a number of years with the Simmons Hardware Company. They now have branches at New York, Syracuse and St. Louis.

W. M. Butchart has sold his Hardware business at Content, Alberta, to R. B. Wilkins.

McKay & Shaw have taken over the Hardware business of A. M. McKay & Co., Brussels, Ont.

Jenkins Bros., Bridgeport, Conn., are to establish a manufacturing plant at Montreal to supply the Canadian trade.

The Dowswell Manufacturing Company, Hamilton, makers of washing machines, etc., are to build a large warehouse at Leamington, Ont.

The Amherst Foundry Company, Amherst, N. S., are extending their plant for making enamelware.

Shurly & Dietrich, saw manufacturers, Galt, intend to increase their plant shortly.

McCombs & Somersall have established a Hardware store at Strathcone, Alberta.

John E. Botterell, Vancouver, B. C., representative of Caverhill, Learmont & Co., montreal, is to be manager of the Canadian Fairbanks Company at Winnipeg, vice-president F. R. Newman, now Winnipeg representative of Caverhill, Learmont & Co.

Charles Mulvey has taken over James Sinclair's Hardware business at Winnipeg.

The Vancouver Hardware Company, Vancouver, have sold their business to R. F. Anderson, of Anderson & Lusby, New Westminster, and S. H. Marnock, late with F. W. Lamplough & Co., Montreal.

Benjamin Moore & Co., New York, makers of Muresco Wall Finish, have acquired the Francis Frost paint factory at Toronto and the business will be conducted in future under the name of Benjamin Moore & Co., of New York & Toronto, with

(Continued on page 38.)

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REVIEW OF THE MARKETS.

WIRE NAILS: Recent shipments from the mills were exceedingly heavy, but the demand exceeds their ability to supply. The scarcity of steel lessens the output, and prevents a full supply of nails to be made. The recent stiffened quotations are very firmly maintained, and are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in ten days:

Carloads to jobbers.....$1.85
Carload lots to retail merchants..... 1.90

New York.—The demands of the local jobbers have been in very fair supply during the last fortnight, and with fewer complaints. The deliveries keep in very good shape. The quotations on small lots from store are on the basis of $2.05 to $2.10 per keg.

CUT NAILS: The shortage in steel affects the Cut Nail as well as the Wire Nail supply, and though there has been a good demand the supply of nails has been difficult to obtain. An advance was made at the recent meeting of the Eastern Cut Nail Association, due to the heavy demand, and the scarcity and high price on steel. Quotations are as follows: f.o.b. Pittsburgh; Carload lots, to jobbers, $1.90; less than carloads, to jobbers, $1.95; less than carloads, to retailers, $2.05. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 5 and 10 cents advance on Steel Cut Nails.

New York.—The jobbers have failed to get regular shipments from mills, the scarcity of steel interfering with the supply, and the manufacturers being very far behind in shipments. Quotations on small lots from store are on the basis of $2.05 to $2.15 per keg.

BARB WIRE: Specifications on contracts furnish the mills with their principal business, as new business is not very heavy, although the mills are still behind their orders, with no stocks on hand. Quotations remain as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

Jobbers, carload lots	$2.00	$2.30
Retailers, carload lots	2.05	2.35
Retailers, less than carload lots	2.15	2.45

SMOOTH FENCE WIRE: The mills are behind their orders, the new business being necessarily light, as most of the orders of any size were placed over a month ago, specifications on contracts alone keeping the mills busy. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

Jobbers, carloads $1.70
Retailers, carloads 1.75

The foregoing prices are for base numbers 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

TIN AND GALVANIZED WARE: A further advance in Tinware was announced since our last issue. Quotations of leading manufacturers are about 5 per cent. higher, and certain lines of Galvanized Ware, including Coal Hods as well as the general line of Tinware, are affected by the change.

SOLDERING COPPERS: A further advance of one cent per pound in Soldering Coppers was made recently, bringing the price on 300-lb. lots up to 24 cents per pound. A corresponding change in Copper Wire was also announced.

SLEDGES: Leading manufacturers of Sledges and Cast Steel Wedges have advanced their quotations 7½ per cent. The higher prices are said to be necessitated by the present cost of raw material.

ROPE: The following prices may be said to represent the market:

	Cents Per Pound.
Pure Manila, 7-16 and larger	12¼ to 13
B Quality Manila	11¼ to 11¾
Pure Sisal, 7-16 and larger	9¼
No. 2 Sisal, 7-16 and larger	8 to 8¼
No. 1 Jute, ¼ and larger	8 to 8½
No. 2 Jute, ¼ and larger	7 to 7¼

Less ¼ cent to the large trade.

LINSEED OIL: The following reduced quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....38 cents per gallon.
In lots of 5 barrels or more.....37 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.
Calcutta Oil .....68 cents per gallon.

THE PHILADELPHIA TRADE.

The continuation of Summer weather in Philadelphia during the month of September was no doubt felt by the large department stores anxious, of course, at this time of the year, to show Fall goods, but as far as our business is concerned, no falling off has been in evidence—in fact, our sales continue each month to exceed those of last year, and while numerous small advances in price seem to be the order of the day, we do not think there is any speculative buying on the part of the retail dealers as a general thing, although possibly considerable business in manufacturers' hands is of that order. No doubt the majority of advances which have taken place were warranted on account of increased cost of material, higher wages, etc., but we cannot help but think that some are made with the idea of staving off orders from factories and mills already crowded to their limit—then again, other changes have been made on general principles, feeling that the time is ripe to ask more money for their product. However, general business conditions are good. Manufacturers are not furnishing material as promptly as desired, and it is really going to be more of a question of ability to fill orders this Fall rather than at what price, so that merchants throughout the country who have been wise enough to see that their stock is well filled are the ones who will meet the demands and reap the benefit.

Biddle Hardware Co.
D. H. Reddie.

THE PITTSBURGH TRADE.

September sales were quite large, equaling the best September in the history of the Pittsburgh Hardware Trade. Weather conditions were not favorable for early calls for cold weather goods, as the month was quite warm throughout, but sales of tools, builders' Hardware and other staples made up the amount.

The Twelfth Annual Convention of the Ohio Valley Improvement Association is to convene at Portsmouth, Ohio, October 17 and 18. This association has for its object the slackwater improvement of the Ohio River from Pittsburgh to Cairo so as to maintain a depth of nine feet throughout the year. Each year shows progress in this direction as more locks and dams are brought into service, but there is still much to be done. The full value of this improvement is almost inestimable to the whole Mississippi Valley and in fact to the whole country. Of course it means more to Pittsburgh than some other places, but the whole country will have a share in the cheaper transportation of heavy freight, which the improvement will secure. Advances in prices continue in many lines. All goods made in whole or in part of copper, wood and cotton are already advanced, while heavy iron goods such as bolts are beginning to move, and it looks as though January 1st will see a higher range of prices all through the line.

Another strike among the Builders' Trades has been started, and work is at a standstill on large buildings that were being rushed to completion. Employers say they do not know what these strikes will lead to, but one thing seems evident, that it will have a tendency to stop building schemes until more settled times.

Logan-Gregg Hardware Co.

THE ST. PAUL TRADE.

The greatest annoyance we now have is to get goods promptly. Specifications on certain lines made weeks and even months ago are unfilled and when we write or wire we get such cold replies, making no promises which are definite and satisfactory, that we become discouraged and has already had the effect of our placing orders with new houses in hope that new houses will appreciate

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — NICHOLSON FILE CO., - Providence, R. I.

our orders more and will be anxious to please us. Surely prosperous times have their drawbacks. Our territory is doing a large business in every line. Business blocks and dwellings are being put up by the hundreds. St. Paul is to-day working to finish up at least two thousand houses of all kinds. The same conditinos exist all through our territory. We expect higher prices on many things about January 1st, when prices are being gone over, and we do not blame any one whose supply is not equal to the demand, when he advances prices. No clouds on the business horizon as yet and we hope will not be for sometime to come.

Hackett, Walther, Gates Hardware Co.
T. G. Walther, Vice-President.

THE MINNEAPOLIS TRADE.

Retail Hardware business in Minneapolis is excellent as to volume. Profits, however, are very unsatisfactory and likely to continue so, all builders' Hardware schedules being figured as a rule at the present factory cost.

Jobbing trade is in excellent condition, all jobbers in the Twin Cities having all they can possibly do, each month probably breaking the record.

Sorry to say that the end of the harvest and during the threshing time there was a great deal of rain and bad weather. Crop reports from one of the largest grain commission houses just issued, state that they believe that there has been a reduction of at least five per cent. from this crop. They state that it is estimated that half of the grain in South Dakota is still in shocks and that this condition is duplicated in the south and central parts of Minnesota, in South Dakota and western Minnesota, where there has been much less rain. It is estimated that 60 per cent. of the wheat has been threshed and that on account of the bad weather during August and September, the movement of crops to market will be somewhat later. They estimate that 200,000,000 bushels of wheat will be the outside figure for the wheat crop of the three States, with prices a little below the average, but with the crop of other grains, flax, dairy products, etc., without doubt the total value of the entire crop will be nearly as great as any crop that has been raised and the country tributary to the Twin Cities is in most prosperous condition.

W. K. Morison & Co.

THE SAN FRANCISCO TRADE.

The numerous new Hardware stores reported in this column two weeks ago have all "caught on," and report business very much in excess of all anticipations. Everybody, including many newcomers, are building houses and business shacks in all sections of San Francisco's hundreds of acres of ruins, and on residential garden plots and vacant lots close roundabout, and all transactions are wholly or mainly on a cash basis. So thoroughly has been the shake up of this community and so greatly scattered have the people been that in evrey center of building activity, most everybody are strangers to most everybody else, and seemingly they don't stop to think who was their Hardware merchant before the earthquake or whether he is again in business, but make a bee line for the first of the many visible Hardware signs they see and do their trading there. And when in our strolling about for trade data, we come upon the re-established old-time Hardware merchant, we see only a store full of customers, and in the pervading business activity no thought of new-comers in the trade, for there is room for all and all are doing all they can attend to. Insofar as the re-established Hardware merchants are concerned, this is what they all say. And there are no drones in the rank and file of San Francisco's present day Hardwaremen, each one being a personal exemplification of perpetual business activity in business hours, and overtime. Some, I think, are working too hard, and ought to slow down, for endurance has its limit. One, I know, of these assiduous devotees of the trade is the head of one of the very busy Hardware stores over the bay in Oakland, and I am glad something has turned up to divert his attention this month from the too much business stress I know he has been standing under since the earthquake fire, for, let it not be forgotten that for several months after the fire the Oakland Hardware stores were the supply sources for both Oakland and San Francisco and San Francisco business continues an important factor in Oakland trade. The Oakland Hardware merchant to whom this notice has reference is Frank Rittigstein, president of the Alameda County Retail Hardware Association, who will, ere the current month expires, become a husband and forthwith start on the recreation trip he so much needs—a honeymoon trip with Miss Sadie D. Lewek of Marysville, Cal., his bride.

Mayor Frank Mott of Oakland, and head of one of the big Hardware stores of his city, returned from the east last week after an absence of two months. He visited St. Louis, Chicago, Nashville, Memphis, Cincinnati, Pittsburg and New York. While the main purpose of his visit was to buy Hardware stock, he took careful notes of the civic utilities in the different cities visited, with a view to their use in his home city, whose affairs he is administering with signal success. He was particularly impressed with the street system of New York. The Mayor brings back many valuable ideas on street matters that he will lay before the Oakland aldermen.

The Montgomery-White Hardware Co. is the name of a newly established store at 375 Twelfth Street, Oakland, Cal. The new store will deal in Hardware, Sporting Goods, Stoves, Household Goods, Paints, etc.

The Palace Hardware Company will next week open a downtown store on Market Street, between Montgomery and Kearny Streets, opposite the Palace Hotel, San Francisco.

The Standard Hardware and Tool Co. has opened a new store at 909 Market Street, San Francisco.



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W. J. Donnelley has opened a new Hardware store at 11 Stockton Street, San Francisco.

The Union Hardware Company is the name of a new store opened at 736 Polk Street, San Francisco.

W. A. Etling, formerly at 110 Sixth Street, San Francisco, has built a new Hardware store at 2442 Mission Street.

Dunham, Carrigan & Hayden Company has just finished a large warehouse connecting their large store on Kansas Street, and are now about to erect a large Pipe warehouse a few feet south of their quarters. There is some talk of this firm returning to their former location on Beale Street, and putting up a permanent building. The company owns the Beal Street site.

For the benefit of Hardware men everywhere, and others who would be Hardware men, this letter is closed with the information that there is a call in San Francisco for men of a thorough knowledge of the Hardware business and also for young men with but little or no experience but are willing to learn the business.

Industrial Press Association.

THE SAN FRANCISCO TRADE.

(Continued on page 35.)

W. G. Francis as manager of the Toronto factory and business.

A. N. Marshall, of Marshall-Wells & Co., Duluth, has been visiting the Winnipeg branch, where an eight story building is being erected. Mr. Marshall spent a week duck shooting in Manitoba.

The Sayer Electric Company, Montreal, have opened a branch store in that city.

The Warrens Sporting Goods Company, Toronto, have opened a new branch store in Toronto.

Brooks-Sanford Co., Toronto, are to open a branch of their builders supply business at Hamilton.

Hallett & Noden have opened a new Hardware store at Toronto Junction.

Wythe, Orr & Wells have taken over White & Orr's Hardware business at Daysland, Alberta.

E. C. Dent and F. Tucker have opened a Hardware store at Kroneau, Sask.

The J. H. Ashdown Hardware Company, Winnipeg, are making some additions to their warehouses.

The Canadian Oil Co., Toronto, manufacturers of Sterling Paints, had their factory and warehouses burned down last month.

The Manitoba Glass Company have established a glass making plant at Beausejour, Man.

The Philip Carey Manufacturing Company, Lockland, Ohio, is preparing to build an asbestos plant at Montreal. They paid the Dominion government $15,000 in duty in 1905.

The Ontario Steelware, Limited, have taken over the Fairgrieves, Limited, business in tinware specialties. They will also take up the manufacture of high-grade enamel ware. Thos. S. Baker, formerly with B. & S. H. Thompson, New York, is the manager of the new plant.

THERE'LL BE NO PARTING THERE.

First Boy—My papa knows more than your papa does.

Second Boy—I bet he doesn't. Did you ever see my papa? His forehead reaches 'way to the back of his head.

UNREASONABLE.

"Grandma," said little Flossie, "can I have your store teeth to play with?"

"Of course not, dear," replied the old lady. "You must be reasonable in your wants."

"But, grandma," protested Flossie, "it's you that's not reasonable. Every time I want anything you want me to want something else.

❖

Jack—Miss Peachly is a silent belle.

Tom—What's the answer?

"I kissed her the other night and she never tolled."

SOME VIEWS ON FIXED RETAIL PRICES.

It is evident from a study of the situation that the classes of sporting goods upon which the manufacturers have set a fixed retail price are increasing. This is due largely, says the *Sporting Goods Dealer*, to the failure of certain manufacturers to maintain a price on their wares that would insure a reasonable profit. This failure led to a disastrous price-cutting among retailers and injured the business of all concerned. On patented goods and those sold under registered trade-mark the Government protects the manufacturer, allowing him to fix the price of the article and giving him a monopoly on it for a stated period. This at first may seem a hardship for the dealer, but in reality it is not. And if he does not feel like acceding to the conditions of the manufacturer he certainly is at liberty to refuse to handle the goods. He can generally obtain the goods of other makes, which are not sold under fixed prices and therefore do not insure a safe profit. It is no more than simple justice to allow the inventor to reap the benefits of the time, labor and thought devoted to perfecting his invention. Of course, the chief reason why the manufacturer maintains a fixed price on his goods is to make as much out of their production as possible. The same thing may be said of the sale of these goods by the dealer. Both are looking out for themselves. It must not be overlooked, though, that most manufacturers are men of broad business principles and endeavor as far as possible to help and protect the dealer in the sale of the goods. This may be ascribed by some purely to business motives, but it is also a demonstration of that fraternal interest and confidence which one business man should have for another and which is mutually beneficial.

Retail dealers are benefited by fixed prices in a great many ways. One is in regard to unfair competition with a rival dealer. In handling goods of this kind the dealer is always sure that his neighbor is going to undersell him. There is no argument necessary to convince the customer that the price quoted is the best one he can receive. He can't "go next door and get the same thing for less money." Then there is the question of quality. Manufacturers of fixed price goods strive to keep up the quality of their products by putting in them the best material and workmanship. This means satisfied customers and the building up of a good local trade on the foundation of a reputation for reliability and fair dealing. There is also the profit to be considered in connection with goods of fixed prices. These goods that always command the same price generally net a better profit than other goods and it is a consistent profit. In cases where the price is not out of proportion the consumer does not object very strongly against a fixed price. Most people will pay for an article that seems to be worth the money. There is a great deal in possessing the confidence of the buyer. For example, suppose he goes into Smith's store and prices an article of fishing tackle. Perhaps the cost is a little too much for him and he finally leaves, saying he will think it over, or is not quite ready to buy. Later he visits the store of Jones and finds that the same article may be had for fifty cents less than Smith asked. The customer naturally comes to the conclusion that Smith is exorbitant in his prices and is seeking to make an unreasonable profit, not stopping to think that possibly Jones sold the article for little or no profit in order to secure the trade. Then may be Smith gets mad and retaliates in like manner when the opportunity offers. And so ruinous price-cutting starts and both Smith and Jones suffer.

This policy of fixed prices on goods is also a mighty weapon for the dealer to wield against the encroachments of catalogue houses. These goods cannot be sold at cut rates and as they are mostly well known standard goods, a good profitable business is denied these houses. A great many manufacturers are today refusing to sell this class of trade and are doing everything in their power to prevent them from getting their goods. Needless to say the dealers are giving them unqualified support.

Mrs. Stingy—What do you want to leave us for Bridget? I'm sure we have treated you as one of the family.

Bridget—Indade, an' you hov' ma'am, an' Oi've stood it long enough.—*Life*.

WM. ELLIOT & CO., RAZORS

are made of the finest grade English steel, highly and correctly tempered, hollow ground and concaved, and finished by the most efficient German cutlers



"Elliot" razors are universally considered to be the best razors manufactured and sell strictly upon their merits. ***Write for our new catalog. The most comprehensive exclusive razor catalog published.***

ADOLPH STRAUSS & CO.,

Sole Agents for the Western Hemisphere. **412 BROADWAY, NEW YORK CITY.**

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THE GENUINE KAMPFE



THE RAZOR.

STAR
Safety Razor
Price $1.50



THE BLADE.

Three Stars for Shavers



THE CASE.



SOME things, though old, have never been improved upon. Sunlight is still the best light and The Star Safety is still the best razor.

New-fangled fad razors and cheap mitations of the Star have come and gone, but after the 30 years that the Star has been in use, it is still the best shaving instrument man has.

This is because the Star Safety razor is, first, built upon correct principles, and second, made of the very finest materials. The Star blade is hand-forged in the old-fashioned way from the finest razor steel, ground concave and tempered by a process peculiar to Kampfe Brothers. The Star process makes the kind of razors that are handed down from grandfather to father and son.

The Star Blade can be honed and stropped more easily and better than the old-fashioned razor—if our patent Star Stropper is used. A blade that cannot be honed or stropped, cannot give you the velvety shave of a Star. The Strop puts a finer edge on a blade than can be done by any sort of grinding. Naturally this fine edge is dulled by one shaving, so that a razor blade must absolutely be stropped for each shaving if the shaver is going to get the best kind of a shave.

KAMPFE BROS.

8-12 Reade Street, New York

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SUN STOVE CO.

Sun Stove Co., Detroit, Mich., manufacturers of Sun Stoves, Gasoline, Oil and Gas Stoves, Air-Tight and Hot-Blast Heaters, etc., have made and are making some extensive improvements in their entire line of goods. They are bringing out this year what they claim to be the quickest baking and best steel range that has been offered to the trade. In addition to this, they are



SUN STOVE CO.'S GAS RANGE.

coming out with a full line of Gas Ranges of the all-steel pattern, and also a full line of Gas Heaters for artificial and natural gas. They have made some noticeable improvements in their Blue-Flame Oil Stoves, and they are now prepared to offer an Oil Heater that has a smokeless device which can be regulated at any time when the heater is in use. This is the only oil heater that has ever been offered to the trade that could be regulated while it is lighted. The company mean by that that the smokeless device can be regulated. On all other oil heaters it is necessary to put out the fire, and let the apparatus cool before the smokeless device can be fixed. In addition to this, they are adding to their line numerous other articles in the way of new Torches, Toasters and Flat-iron Heaters, which they will gladly furnish catalogues of on request.

WASHINGTONIAN PHILOSOPHY.

If you want your clerks to interest themselves in your affairs you must interest yourself in their affairs. Most employers make the mistake of thinking that when they pay a man a fair salary their duty is done, but every man should remember that the human machine is not run the same as the mechanical one. If you put a certain amount of coal and a certain amount of water in an engine you will get out a certain amount of power, and while the salary of a clerk should produce from him the same amount of energy that the coal and water does from the engine, it does not, for there is one factor in the human machine that is not in the iron one and that is the *personal equation*. You start your boy in a big rush to the block above you to borrow a "sphero-cyl," for a job for which the customer is waiting. As he passes along the street he comes to a bulletin telling how the Baltimore lightweight won the championship in Goldfield in the forty-second round the night before. He stops for a glance, gets interested in the details and wastes half an hour. That half hour is the personal equation. That half hour marks th difference between a man and a machine.

Had you known that boy as you should have known him you might have avoided this trouble. Had you known how he loved the sound of the biff, smack, of stuffed gloves on the point of a lanky jaw you might have handed him the morning paper when you came in, with the remark, "Ted, I see your man Nelson got licked last night! Here's the paper; you can read it when you get through cleaning up!" Do you think that boy would waste your time as much if you showed him that sort of consideration when you came in and then later asked him to hurry? I say no! For the man that gets the good will and love of the people who work for him will get twice as much honest, earnest work out of them as the man with the sour apple countenance who pays much larger salaries. You must study the people under you. Study their likes and dislikes and their weak and strong points. There lives no human who cannot be approached from some point. I once lived on a farm, and we had there a mule that was a blooded animal; he was sired by His Satanic Majesty and damned by every man on the farm with one exception. The exception was a trifling negro, who I honestly believe held his job only because he was the only man on the place who could put a bridle on that mule. The negro died, and the mule lived on as mean mules and mean people always do. The other negroes on the place tried time and again to put a bridle on that mule and only had done to them what Maud of Comic Supplement fame does to every man who comes in contact with her. But at last we made a discovery and that was that this mule was blind in one eye, and the secret of the defunct negro's success in putting on the bridle was that he always approached from the blind side. There exists no human without his blind side, and the man who finds the blind side of each man who works for him and always approaches from that side will win in store management as surely as the man who plays poker will win with a marked deck.—*Optical Journal.*

MUST CONTROL HIS TEMPER.

There are a great many things which serve to irritate, provoke and vex the merchant. However, that is true in every walk and calling of life. A man must govern his temper. Temper is a good thing, but it is like all other forces, it must be controlled to be useful. The merchant who flies into a temper weakens himself in the eyes of his clerks, his customers and himself.

Absolute Accuracy

beautiful finish and strength of shooting is shown in the

FAMOUS

Hamilton Riflos

MODEL No. 23
Retail Price $3.00

Full length 35 in. Barrel and action 21¼ in. long, Take-down, Bolt-action Model. Stock Genuine Walnut. Barrel finely tapered and beautifully finished in blue-black gun finish. Automatic action in loading and ejecting exploded shell.

MODEL No. 19
Retail Price $2.00

Like No. 23, combines simplicity, beauty of finish, strength and shooting power. Simple loading process; improved extractor, rapid and perfect in action, convenient "take-down" features.

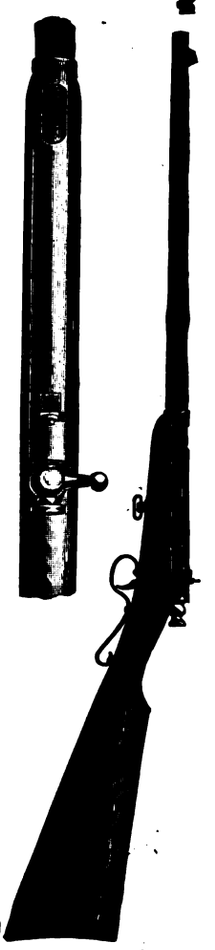
MODEL No. 15
Price $1.50

is made like No. 19, except the barrel is 4 in. shorter.

This superb line of 22 calibre Rifles, ideal for target practice or hunting small game, was never offered at the prices we quote.

Hamilton Rifle Co.

PLYMOUTH, MICH., U. S. A.



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SOME VETERINARY APPLIANCES IN HARDWARE.

The Tragle Mfg. Co., Reading, Pa., are the manufacturers of the finest and most complete line of Veterinary Files and Floats, a line that might be added specially to a Hardware stock, and attract deserved attention in cities where the absence of these goods would be seriously felt by the class of trade they appeal to. The Tragle Mfg. Co. make the special claim that they are the only exclusive manufacturers of this line of goods in America, and at all times are in a position to fill orders promptly. Realizing as they do there is only a limited sale on these goods, they assure those in the trade desirous of carrying a small assortment



I. X. L. FILE CARD AND BRUSH NO. 44.

they can make it to their interest to handle the line. We give herewith illustrations showing the important items that go to make up a stock. The I. X. L. File Card is made of the very



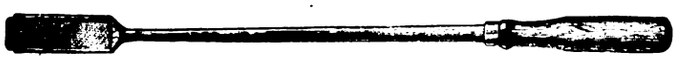
IDEAL FILE CARD NO. 45.

best material, the finest carding and therefore is one of the very best cheap file cards on the market, and is used to clean files. The Ideal File Card and Brush is also made of the very best material. One side of the card is bristle, and the other carding, and is nicely shellaced and is claimed to be the very best file card



HORSE MOUTH FLOAT NO. 20.

and brush on the American market. Both of these File Cards are packed one dozen in a box, nicely labeled. Their Horse Mouth Floats, Nos. 20, 21, 25 and 26, are all made of the very



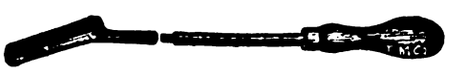
HORSE MOUTH FLOAT NO. 21.

best material, and have for years proved to be very good sellers among the Hardware, Saddlery Hardware and Surgical Instrument houses of the United States. They are all packed one in a



HORSE MOUTH FLOAT NO. 25.

box and nicely labeled. No. 20 is an adjustable, jointed, nickel-plated float, 19½ inches long; No. 21 is an adjustable, solid, nickel-plated float, 19 inches long. No. 25 is an adjustable, combina-



HORSE MOUTH FLOAT NO. 26.

tion nickel-plated float, straight and angular parts combined. No. 26 is an adjustable, jointed, nickel-plated angular float, 15½



BENT INCISOR NO. 16.

inches long. Their No. 16 Bent Incisor, 13 inches long, one-half file and one-half rasp, has given the trade very good satisfaction, and is made of the very best file steel. Their No. 17 Ideal "S"-shaped, 12 inch long All File is made of the very best file steel and has given the trade the very best of satisfaction. The



IDEAL "S" SHAPED FILE NO. 17.

Tragle Mfg. Co. publish an illustrated catalogue of their complete line, in which will be found a full description of the goods manufactured by them.

AN INSTRUCTIVE EXHIBIT.

There was recently received and placed on exhibition in the National Museum at Washington, D. C., the largest and most complete collection of small arms ever seen in this country. These specimens, of which there are more than 600, are representative of ancient and modern times and plainly illustrate the history of the development of gunmaking from the earliest times to the present. The guns are installed in 38 cases, each arranged in a manner that tells a plain story, intelligible and interesting, not only to those familiar with firearms, but to every visitor. In setting forth the arms of modern times, the best work of such inventors as Colt, Maynard, Burnside, Remington, Spencer, Sharp, Gallagher and others is represented. Following the invention of gunpowder in the year 1300 or thereabouts, the bow of the arbalist was replaced by a metal tube, fitted to the stock and charged with powder and bullets. In the matchlock, as first made, powder was first placed in the flashpan and ignited by a slow match or fuse, held in the hand of the gunner and lighted from burning coals. An improvement on this form was made by placing the fuse in a device corresponding to the hammer of the modern gun, which was operated by a trigger. The matchlocks in the museum's exhibit include many Japanese, Chinese, Persian, African and European arms, some of them decorated in artistic fashion.

Following the matchlock, which had a long period of useful service, the wheellock was invented in Germany. In the lock of this gun the simple mechanism is wound up by means of a removable handle and when the piece is fired a circular steel plate, with a notched edge, revolves rapidly in contact with a piece of iron pyrites, held in the jaws of the hammer, and sparks are thrown into the priming pan. Many interesting specimens of wheellock muskets, pistols and carbines are shown in the exhibit. The display of arms of this type is very extensive and important, embracing specimens of muskets, rifles, carbines and pistols from nearly every country. Persia, India, China, Japan, Turkey, England, France, Germany and the United States are represented. Flintlocks were first introduced by the Spaniards in 1630, and they continued in general use for more than 200 years. In some parts of the world they are still preferred to any other kind of gun. All the guns used by the United States Army up to 1840 were flintlocks, and the adoption of the percussion cap lock was strongly opposed. For a good many years the government had a standing order for the purchase, annually, of 1,000,000 flints, which cost about $3 per 1,000. An unusually fine array of the short, large caliber, bell-muzzle arms which, 200 years ago, were carried in England for the protection of stage coaches, is shown. Within the last few years American manufacturers have been furnishing a "riot gun" embodying some of the features of the old blunderbuss, and they are now used by our express companies. Besides the new specimens mentioned, the collection includes arms of various descriptions used in the United States during the Civil War and other periods. The United States Army magazine rifle, the last page of the story, is also shown and explained.—*Sporting Goods Dealer.*

A TRUTHFUL BOY.

A teacher of a class was disturbed by giggling among certain boys and called upon one of the culprits to tell him the cause.

"Please, sir," responded the lad, "Turner says he knows of a baby who was fed elephant's milk and gained ten pounds a day."

"Turner," said the teacher, sternly, "you should not tell lies."

"But it's true, sir," rejoined the pupil.

"Whose baby was it?"

"The elephant's, sir," replied the lad

ALAS! TOO LATE.

"That rich Mr. Spooner is the most provoking thong! e asked me if I was thirty-three."

"And what did you say?"

"I said, 'Mercy, no!' And he said he didn't think any woman should marry until she was thirty-three."

"Gracious! What did you do then?" "—I called after him that I was thirty-three my next birthday, but he didn't seem to hear me."

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POPULAR TALKS ON LAW

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CONTRACTS.

No. 7. Offers to the Public. Contracts of Aliens and of Corporations.

As we have learned, in order to constitute a contract there must be an offer and an acceptance. The offer need not be to any particular person, but may be made to the public in general. An instance of this is an advertisement of a reward offered. An acceptance in such a case is necessary in order to make a contract, and the acceptance must be with a knowledge of the offer. In such a case the contract is executed by the act itself. The person accepting need not notify the person making the offer. The offer is accepted by his going ahead and doing the work or performing the act.

An offer made to the public may be withdrawn before it is acted upon, and if the offer was made by advertisement, withdrawal may be so made, and the mere fact that the person performing the act did not see the advertisement withdrawing the offer does not entitle him to the reward. As a rule, an offer does not entitle him to the reward. As a rule, an offer may be withdrawn by the same means used in making it. Of course an offer may be presumed in the law to have been withdrawn by lapse of time. No withdrawal having been actually made, the offer will be presumed to stand for a reasonable time.

We now enter upon the discussion of who are competent to make contracts. Not every one may make a contract. The law books designate six classes of persons who, in general, are incompetent to make binding contracts, either wholly or in part: 1. Aliens. 2. Corporations. 3. Infants. 4. Insane persons. 5. Drunkards. 6. Married women.

In the first place, it may be understood that a man cannot make a contract with himself. In other words, there must be at least two parties to a contract. One attempts to make a contract with himself when as an agent for some one else he attempts to buy the goods of his principal; or when, as executor, he attempts to buy the goods of the testator; or when as auctioneer he tries to buy the goods he is offering for sale. The mere fact that one cannot sue himself would make the rule necessary. The same applies where one attempts to make a contract with himself and another. One cannot sue two persons one of whom is jointly interested with himself as defendant. Neither can one make a contract with a fictitious person; the person must be living.

There is no law preventing the making of contracts between persons of different nationalities, or owing allegiance to different flags. Such contracts, however, made between aliens, that is, citizens of countries at war, are declared in the law to be null and void. In the case of the Spanish-American War a contract entered into between a Spaniard and an American during the existence of the war was a nullity. Even after peace was declared, the contract could be of no effect. As to contracts made before the war, these are merely suspended during the continuance of the war. They revive when peace returns. In the same way a suit on a contract made before the war began cannot be carried on in the courts while the war continues. If brought before the war began, a suit may be brought, or the case may be revived after the war has closed.

* * *

A corporation is a child of the State. It has no inherent right to make contracts above and beyond such as are expressly given to it by the State. Any contract that it attempts to make that is not within its powers as determined by the law under which it was organized, is null and void, or, as the law books say, ultra vires. It cannot be too plainly understood that a corporation has no powers beyond what are given it by its charter, or its incorporating act. In some States the directors are personally liable as partners on contracts made ultra vires. Now, the incorporating act under which the corporation is organized may be general in its terms, specifying only in broad terms the limits of the corporation's powers and rights. It will be understood, as we will see later, that a corporation has the implied power to do any act necessary to the carrying out of the purpose of its organization as provided in its charter. So a corporation has the implied power to hold any property necessary to the carrying on of its business, unless, of course, it is expressly forbidden by law. If the property is to be used for some purpose beyond the scope of its authority, it has no right to acquire and hold it, and a contract looking to that end would be void. A bank, for instance, incorporated to carry on a banking business, loaning money on real estate and taking it on a mortgage, might enter into a valid contract for the purchase of farm implements, these being necessary to the care of the farm until such time as it could be sold and the loan repaid. But a contract by a bank to buy farm implements for the purpose of going into the farming business in general, would be null and void; and so of a bank making a contract to build a railroad; such a contract would be void unless it could be shown that it was necessarily incident to the carrying on of its business as a bank. Corporations may, unless prohibited by the law under which they are organized, make negotiable paper, appoint agents, borrow money, and mortgage their property.

In some cases the charter provides the mode of contracting. In such a case a contract made by the corporation by another mode than that stated is void; for instance, if the charter requires the signature of a particular officer, the contract is invalid without it.

Where a corporation has entered into an ultra vires contract and has had the benefit of the performance of it by the other party, the corporation cannot go into court and claim that the contract was ultra vires and that it is under no obligation to fulfill its part, at the same time retaining the fruits of its unauthorized acts. It would be held by the court liable in eqiuty generally to restore or pay for what it has received.

A single stockholder in the corporation may restrain the board of directors of the corporation from entering into an ultra vires contract, and usually it is true that the board of directors is liable to the shareholders for an ultra vires act. Then, too, the State itself, through its department of justice, may in the courts restrain an ultra vires act, or compel the corporation to forfeit its right to do business.

* * *

Contrary to the popular notion, a corporation organized in one State has no inherent right to do business in another State. The privilege it has so to do is merely by courtesy of that other State. A corporation organized under the laws of the State of New Jersey has no inherent right to do business in the State of Michigan; that it is permitted to do so is by the tacit agreement of the latter State, or by what is known as State comity or courtesy. It follows, therefore, that one State may make reasonable limitations on the right of a foreign corporation to do business within its borders. It follows, of course, that a corporation cannot do in a State other than its home State an act contrary to the law or the policy of that other State, though permitted to do so by the law under which it is organized within the boundaries of its own State.

One State may go so far as to prohibit a foreign corporation from doing business within its borders. A State may discriminate against foreign corporations by imposing taxes on them, or license fees, unless such taxes or license fees be contrary to the interstate commerce act.

Most of the States make provisions requiring foreign corporations to file reports with their secretaries of State at certain intervals. Some require that these corporations shall have offices upon whom within the State service of process may be made. Others require the payment of a certain franchise tax or license fee. Still others provide that unless certain conditions are complied with by the foreign corporation, they shall have no standing in the courts of that State, either to bring suit or defend a suit.

(To be continued.)

HUMOROUS LOGIC.

Milwaukee is no longer depending upon beer to make it famous. The fleas are now doing the work.

Great foresight was displayed when Bacon was sent to Cuba with Taft. This prevents all possibility of an embalmed beef scandal.

A Western woman has just discovered the reason for the downfall of man, in early days. Eve had no mother to guide her.

A man named Doolittle was arrested the other day for stealing a watch, and while he probably looked upon the transaction as a Doolittle time taking, it will probably end by shortening up the transaction to "Do-time."

It is unnecessary to remark that the female mosquito is the one which does the biting. What else but a female would annoy a man for half an hour before extracting its little lunch from his anatomy.

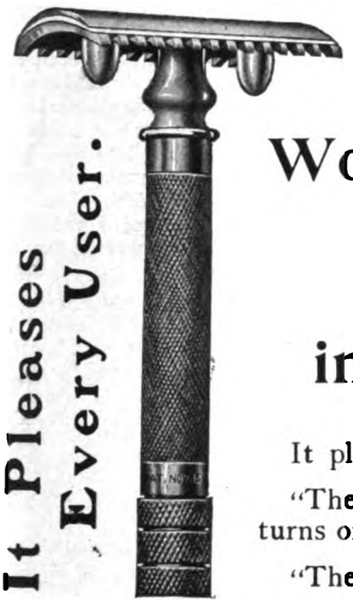
Missouri has unquestionably been struck by a moral wave. The city attorney of Kirkwood, Mo., has just introduced an ordinance to make lying a misdemeanor punishable by fine. Is this a move to cleanse the morals of the community or to make millionaires of the attorneys?

The people of Atlanta have been taking a hand in the education of the negro. Their methods show the negro that he is just as likely to be punished for the offense of another as for his own, hence he has little encouragement to keep straight.

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Gillette Safety Razor

NO STROPPING NO HONING



The Most Wonderful Selling Razor in the World



It pleases every customer, who in turn brings a new customer.

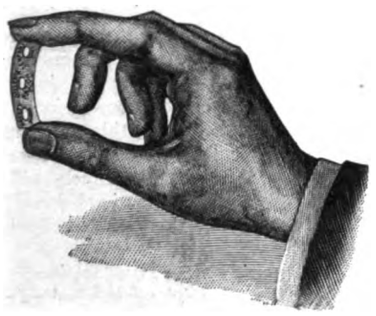
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

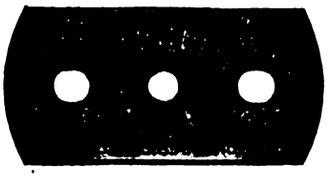
12 BLADES, 24 SHARP EDGES,

Every blade will give from 20 to 40 close, smooth, comfortable shaves.

Triple silver-plated set with 12 blades $5.00.
Quadruple gold-plated set with 12 blades $10.00.
Quadruple gold-plated set with 12 blades and monogram $12.00.
Standard combination set with shaving brush and soap in triple silver-plated holders $7.50.
Other combination sets in silver and gold, up to $50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.



Sold by Leading Drug, Cutlery and Hardware Dealers.

We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.



GILLETTE SALES COMPANY,

Times Building, - - New York City

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HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Abbeville, S. C.—The Abbeville Hardware Co, capitalizad at $11,000, has been chartered.

Augusta, Ga.—A stock company has been formed by E. M. Fuller, Burke Hatcher and James A. Anderson for the purpose of establishing a wholesale and retail Hardware store which will be incorporated under the laws of the State of Georgia and have a capital stock of $75,000. The name of the new company will be the Augusta Hardware Company.

Carney, Kans.—The Todd Hardware & Supply Co. has been incorporated with a capital stock of $25,000.

Cedar Rapids, Ia.—J. B. Jonita has engaged in the Hardware business.

Charlotte, N. C.—A charter has been issued to the Weddington Hardware Company, capital of $50,00 authorized, by J. H. Weddington, Luke Seawell, E. B. Gresham, D. A. Hurley and others.

Collinswood, O.—The Collinswood Hardware Co. has been capatilized at $10,000, by R. G. Wuertz, Gothe Kuebler, B. B. Bernhard, P. B. Sibbing and P. Bernhard.

Colville, Wash.—The Hunt Hardware Co. has been incorporated with a capital stock of $12,000, by Charles A. Hunt and others.

Cortland, N. Y.—Gallop, Sherman & Lovell Hardware Co., has been incorporated to conduct a Hardware and plumbing business, capital, $10,500. Incorporators: Frank L. Gallop, Ray W. Sherman, Donald H. Levell, Cortland, N. Y.

Cottage Grove, Ore.—Miller & Corbett has opened a new Hardware store.

Grenada, Miss.—Doak Hardware Co. has been incorporated with $20,000 capital stock.

Liberty, N. Y.—The Monroe Hardware Co. has been incorporated with a capital stock of $10,000 and the following directors: R. A. Monroe, M. C. Westbrook and J. C. Young, all residents of Liberty.

Logansport, Ind.—Rice Hardware Company has been incorporated, capital stock $19,000.

Memphis, Tenn.—An application for papers of incorporation for a Hardware company capitalized at $175,000, to be known as the Barnes & Miller Hardware Co., has been incorporated. The incorporators were: H. R. Miller, W. E. Barnes, L. L. Crofton, G F. Sproull and T. C. Thompson.

Mohall, N. D.—The Mohall Co-Operative Hardware Co. has been incorporated with a capital of $25,000. Incorporators: Peter L. Satron, J. A. Southam, E. E. Rhode, Mohall.

Nacogdoches, Tex.—Cason, Monk & Co. have been incorporated with a capital of $75,000, to do a Hardware business.

Roseburg, Ore.—F. M. Beard has opened a new Hardware store.

San Antonio, Tex.—The Western Hardware Company has been incorporated to do an exclusive wholesale business.

San Diego, Cal.—John Schonborn of Helena, Mont., and John A. Welcome have opened an uptown Hardware store at 944 Sixth Street. The new firm will carry a complete line of builders' Hardware, mechanics' tools, house furnishings, etc.

Stuart, Va.—T. L. Clark Hardware Company has been incorporated. Incorporators: M. V. Stedman, president; T. L. Clark, vice-president; J. B. Beach, secretary; W. D. Via, treasurer—all of Staurt, Va.

Tacoma, Wash.—Palace Hardware Co. has been incorporated with a capital stock of $15,000. Incorporators, John Holleque, Herman E. Anderson and Alexander O. Brenden.

Quincy, Ill.—Articles of incorporation have been filed of the Gunther Hardware Co. The capital stock of the corporation is placed at $20,000. The company will continue in the general Hardware business at 505 Hampshire street, as heretofore.

Changes and Improvements.

Batavia, Ia.—D. Y. Kennedy has sold his Hardware store to G. O. Davidson.

Burlington, Ia.—The Nichols & Rankin Co. has sold its Hardware business to Mitcheltree Bros.

Canojoharie, N. Y.—The Hardware firm known as the Klinkhart-St. John Company is in the process of dissolution. Inventory is being taken and the stock reduced prior to a change of business. The old stand will be occupied by L. M. St. John and his son, L. S. St. John under the firm name of the St. John Hardware Company.

Carlton, Neb.—F. W. Brown has purchased the Hardware store of H. L. Weimer.

Cawker City, Kans.—Frank Sparks has purchased the Hardware business of Meisenheimer & Dock.

Chariton, Ia.—Basselle & Blanchard have succeeded to the Hardware business of Basselle Bros.

Charlotte, N. C.—The Charlotte Hardware Company has sold its entire stock of goods, charter and name to a new company composed of the following well-known business men of this city: J. C. McNeely, J. H. McAden, H. W. Belk, J. H. Wearn, R. L. Erwin, J. S. Neely and R. C. Glasgow.

Conway, Mo.—Brooks & Johnson have been succeeded in the Hardware business by J. L. Brooks.

Corsicana, Tex.—M. Y. Wilson has just closed a deal with H. L. Strickler & Co., of Calvert, for their stock of Hardware.

Elwood, Ind.—Otis German has purchased the Hiatt Brothers Hardware store on Anderson Street and the invoicing is being completed as rapidly as possible.

Ewing, Neb.—I. D. McClow has sold his Hardware store to A. Dahl.

Franklinville, N. Y.—E. A. Parson has sold out his Hardware business to W. G. Bartlett and Ray Diamond of Buffalo and they will take possession at once.

Frederick, Okla.—Kelly, Harris & Co. have been succeeded in the Hardware business by Hubbard Bros.

Hinton, Ia.—B. F. Bogenriff has purchased the Hardware business of W. G. Pearson.

Kalona, Ia.—Snider & Allen have succeeded to the Hardware business of Snider Bros. & Allen.

Lakota, N. D.—W. H. Pinkerton has disposed of his entire business to Fred Ferris & Son.

Leigh, Neb.—The T. E. Rochford Hardware and furniture stock has been sold to William Wenck of Creston. This is the second time it has changed hands in the past two weeks. The first time Mr. Rochford traded it to Reed Bros. of Madison for a farm in Boone county, and they have now sold it to Mr. Wenk. The present owner is an experienced Hardware and furniture man and will operate the same.

Moline, Ill.—The Hardware firm of Ried & Witter, after twenty years existence as such, is dissolved, Colonel D. O. Ried having bought out the interest of his partner, Robert E. Witter.

Morganfield, Ky.—The Hardware firm of Walker & Scott will be succeeded by Compton & Thomas.

Mt. Auburn, Ia.—W. E. Call has been succeeded in the Hardware business by Call & Farmer.

Newton, Ia.—Early & Marshall have purchased the Hardware store of H. S. Rayburn & Co.

New Vienna, Ia.—Faugman & Wild have been succeeded in the Hardware business by Jos. L. Faugman.

Olathe, Kans.—A. Rothbeg has purchased the Hardware and furniture business of J. A. Elder.

Osceola, Ia.—The firm of Becker Bros., known as the Osceola Hardware Company, has been dissolved.

Phillipsburg, Kan.—N. R. Miller is adding Hardware to his stock of general merchandise.

Rapid City, Man.—Geo. Butchart, of Brandon, has purchased the interest of Mr. Adkin in the Hardware firm of Butchart, Adkin & Haslin. The new firm will be known as Butchart Bros. & Co.

Richmond, Va.—Kennedy Bros. & Killam, Inc., have purchased the Hardware interest of the Sitterding-Garneal-Davis Company. This is an old-established business, having been continuously operated by Carneal & Davis for over eighteen years.

Roswell, N. M.—A contract has been signed by which a $125,000 business deal is soon to be closed. By this contract the stockholders of the Roswell Hardware Co. and a few outside business men will buy the big stores of the Stringfellow-Hume Hardware Co., at Amarillo, Hereford and Canyon City, Texas.

San Antonio, Tex.—The Hardware Co., one of the oldest and largest wholesale and retail Hardware businesses in San Antonio, has completed arrangements to amend its charter and increase its capital from $90,000 to $200,000.

Shelton, Neb.—Bailey & Herring have succeeded to the Hardware and implement business of C. S. Bailey.

Sibley, Ia.—George W. Meader will again enter the Hardware business in Sibley, having purchased the stock formerly owned by Muder & Sows, from C. J. Bovee.

Vancouver, B. C.—J. A. Gray has sold his Hardware store to O. H. Fox.

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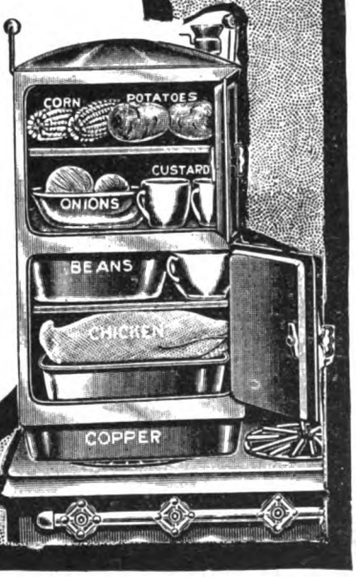
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HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Atlanta, Ga.—The Atlanta Saw Works has applied for a charter to manufacture all kinds of saws. It is to be capitalized at $15,000, and the incorporators are Jeff D. Smith, J. O. Powell and Ed. T. Williams.

Boston, Mass.—Trussell Hay Harvesting Machinery Company has been incorporated with a capital of $250,000 by Wilbert C. Trussell, Lemuel R. Howe, James A. Rice.

Brooklyn, N. Y.—The Baldinger & Kapperman Manufacturing Co. has been incorporated for the purpose of manufacturing gas and electric lamps, etc.; capital, $50,000. Incorporators: L. Baldinger, O. Kapperman, H. Bonawitz, Brooklyn.

Buffalo, N. Y.—Niagara Wire Cloth Co. has been incorporated to manufacture and sell wire cloth and wire goods; capital, $30,000. Incorporators, W. E. Richmond, J. H. Porter and J. W. Murphy, all of Buffalo.

Dover, Del.—Certificates of incorporation have been issued to the Eck Manufacturing Company, to engage in the manufacture of iron into furnaces, machinery, tools and particularly hand tools. The incorporators are of Philadelphia, and the capital stock is $100,000.

Elkhart, Ind.—An organization has been perfected with a capital of $50,000, known as the Strubler Computing Scale Company. The company will be the manufacturers of a computing scale, the patent rights of which are owned by Charles G. Strubler. Business will be commenced as soon as the organization is completed. The incorporators are Mr. Strubler and Harry Miller and Samuel Winer, both of Elkhart, while the directors are the first two named, C. B. Brodrick, Jr., Jacob Winer and John W. L. Moran. The officers have not been elected.

Gowanda, N. Y.—John Kammerer has incorporated to manufacture Hardware, etc.; capital, $15,000. Incorporators: John Kammerer, Regina Kammerer, Frank W. Kammerer, Jennie W. Kammerer, Gowanda, N. Y.

Kittery, Me.—Alcotite Lamp Co. has been incorporated; capital, $10,000. President, H. P. Knowlton, of Malden, Mass., and treasurer and clerk, J. W. Hawes, of Kittery.

Moline, Ill.—A license has been issued for the incorporation of The Reid Company, for the manufacture of sheet metal and Hardware. Capital stock, $15,000. The incorporators are David O. Reid, Geo. E. Evans and Robert F. Reid.

New York, N. Y.—Perfection Razor Co. has been incorporated for the purpose of manufacturing razors; capital, $10,000. Incorporators: John H. Woods, J. D. Turner, R. W. Cole, F. Winterbottom, Brooklyn; C. T. Roe, New York City.

New York, N. Y.—Reflecting Gas Light Co. has been incorporated for the purpose of manufacturing gas lamps, etc.; capital, $2,000. Incorporators: E. L. Barney, Dr. C. A. Hegeman, E. A. Monfort, Manhattan.

New York, N. Y.—The American Gas Fixture Co. has been incorporated to manufacture gas burners, gas and electric fixtures. The capital is $500,000. The directors are James Bauch, Harry Getsinger and M. H. Gibbons of New York.

New York, N. Y.—The Leffler & Thiele Company has been incorporated for the manufacture of enameled steel ware, with a capital stock of $150,000. The incorporators are Francis Leffler, Albert H. Thiele, Francis H. Ruhe and Walter J. Fenstever.

New York, N. Y.—The Ornamental Bronze and Plate Co. has been incorporated for the purpose of manufacturing bronze lamps, lamp shades, etc.; capital, $50,000. Incorporators: A. H. Stephens, Belleville, N. J.; G. C. Hatch, Kingston; N. B. Hatch, New York City.

Northville, Mich.—The Stimson Scale & Manufacturing Co. recently organized, has just commenced operations in the plant formerly owned by the Hall-Carr Manufacturing Co. The company's capital stock is $110,000 paid in, W. F. Stimpson being manager of the plant.

San Francisco, Cal.—The Pacific Tool & Supply Company have filed articles of incorporation. The capital stock of the company is $500,000. The directors of the company are Charles Stallman, Frank O. Stallman, Norman Reeves, William A. Folger and Royal Charles Miller.

Seymour, Ind.—The Seymour Tool Company, capitalized at $2,500, has been incorporated by Julius C. Birge, Walter W. Birge and Lynn Faulkconer. This new business will be operated in connection with the Seymour Manufacturing Co.

Southington, Conn.—The business of F. L. Ellis & Son, manufacturers of builders' Hardware and sheet metal specialties, has been incorporated in Connecticut as the Ellis Manufacturing Co., with a capital stock of $50,000.

St. Louis, Mo.—St. Louis Hardware Manufacturing Co. has been incorporated; capital stock, $10,000. Incorporators—F. Henry Koch, Edward J. Peterbusch, Emil J. Beimdiek.

St. Louis, Mo.—The Empire Paint & Color Company has incorporated with a capital stock of $10,000.

St. Mary's, W. Va.—The Sparks Hoe Company has been chartered to manufacture all kinds of garden implements. Capital, $10,000, and the incorporators are R. Bolard, Jr., J. R. McMahon, J. R. McCollom and Clyde B. Johnson of St. Mary's and Clark D. Johnson of Letart, Ohio.

Syracuse, N. Y.—Papers of incorporation of the Elbridge Motor & Tool Company have been filed. It is capitalized at $25,000 and will make tools and machinery. The directors are Reuben B. Smith, William L. Robedel and G. Edwin Delong.

Tampa, Fla.—One of the latest additions to the manufacturing concerns of Tampa will be the Yonge-Dekie Manufacturing Co., which is being formed with a capital stock of $50,000. The company will manufacture various tools of the latest pattern, for which they hold the patents.

Watertown, N. Y.—Articles of incorporation have been filed by the Spratt, Corcoran & Foley Company of this city. The company's purpose is to engage in the manufacture and sale of Hardware and its capital stock is to be $7,500. James W. Corcoran, John E. Foley and Charles B. McCormick are named as the directors.

Changes and Improvements.

Brantford, Canada.—The Ham & Nott Co., Limited, manufacturers of refrigerators, screen doors and windows, and woven wire mattresses, in Brantford, Canada, are making additions to and increasing their shop capacity to the extent of about 20 per cent.

Buffalo, N. Y.—The Buffalo Valve Company, 911 White Building, recently incorporated, has taken up an existing plant in which it will manufacture a special valve to be used in connection with wine and other liquors. The company contemplates the construction of a larger plant this Winter, to include a foundry, and when this plant is completed the company will probably go into general foundry and machine work, making a specialty of castings of aluminum composition. The president and directors are Robert Stock, president; W. W. Smith, vice-president; C. R. Wyckoff, treasurer, and E. S. Newhall, secretary.

Buffalo, N. Y.—The Niagara Cordage Co. is building a new plant in North Tonawanda, N. Y. The main factory building will be 70 by 300 feet, of cement block construction, and will be equipped with the latest type of machinery for the manufacture of rope and twines.

Columbus, Ohio.—The Columbus Bolt Works has contracted for the erection of a warehouse, 60 by 95 feet, four stories and basement. The building will be of reinforced concrete and will be strong enough to carry a load of 1,000 pounds to the square foot on each floor. No wood will be used in the construction except in window frames and sash.

Dallas, Tex.—The Harry Brothers Company, manufacturers of tanks and cisterns, will inaugurate also the manufacture of galvanized iron, eave troughs, conductor pipes, well casing, etc. This will require additional buildings, machinery and working force, all of which they are preparing to put into execution. It will require at least $25,000 additional expenditure.

Elgin, Ill.—Increasing demand for more space has made it necessary for the Elgin Tool Works, formerly located on Harding Street, to move into larger and more convenient quarters. Henceforth the company will occupy the building at 22-24 River Street. The output of the industry will be increased to a great extent. Albert A. Hasselquist is the proprietor and manager of the factory.

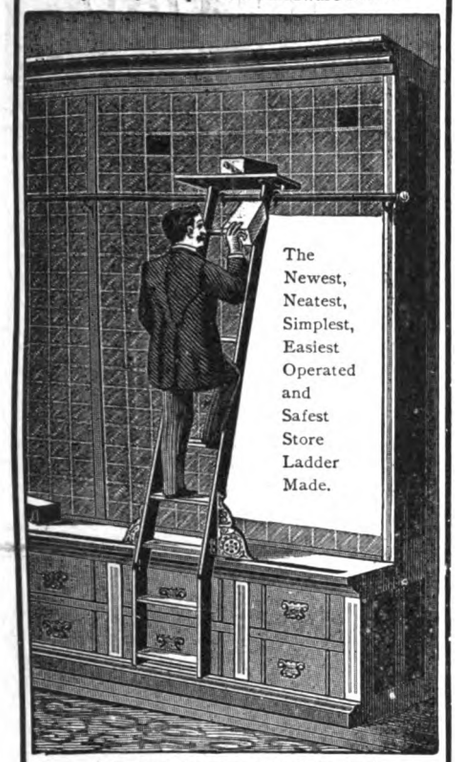
Elmira, N. Y.—Within a short time it is expected that the American Radiator plant will be in operation permanently. The plant may be still larger than was first expected, and the force of men larger in number. There is a great demand on the company at the present time, and so the force must be increased to meet the incoming orders. It is expected that the plant will be in full operation before winter.

Frankfort, N. Y.—The Continental Tool Company is enlarging its plant here in a substantial manner, erecting a sawmill and turning factory in order to manufacture its own handles, for the large line of tools it puts out. John R. Lewis of Utica is the present manager of the plant.

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The **BICYCLE STEP LADDER.**

Especially adapted for Hardware Stores.



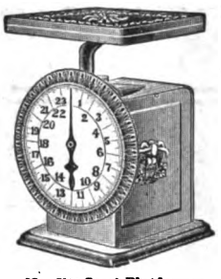
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Prudent Housekeepers Use Pelouze Family Scales

(Warranted)

They can be instantly adjusted for plate, basket or scoop.

CAPACITY—24 pounds by ounces.

The Pelouze Scales are invaluable to proper cooking; indispensable in preserving. They keep check on your purchases. Soon pay for themselves.

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These SCALES are beautifully finished in black enamel and are artistically ornamented.

Extra Large Dial with Silver center and gold border.

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Pelouze Scale & Mfg. Co.,
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No. T90 Tin Scoop No. B90 Brass Scoop





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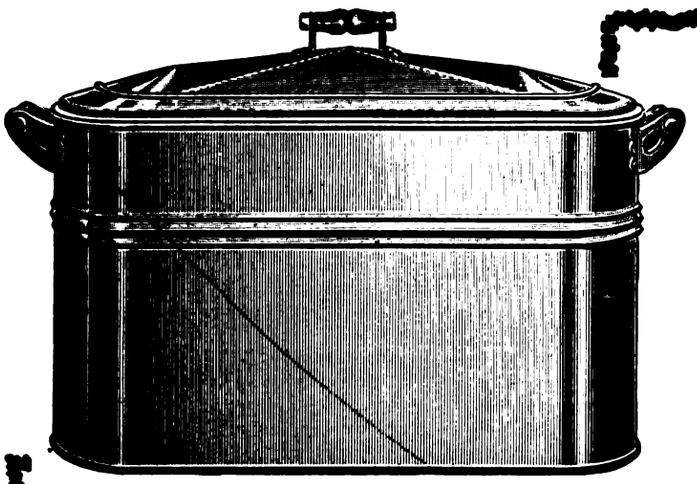
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For the Home, Mill, Factory or Warehouse—storm proof—fire proof. Insurance reduced. Specified by Leading Architects, Builders and Contractors, it pays them. See our descriptive booklet.

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Wash Boilers

TIN, COPPER and GALVANIZED IRON

Strongest and Best Made Boiler on the Market

Full Weights---Full Sizes.

We are now making a flyer of our Special Copper Boiler---write for our special prices on it. Our new Seamless Cover is a marvel of lightness and strength.

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is among the highest grade goods offered to the trade. Made from smooth Galvanized sheets. Heavy wiring and wide seams make it strong and durable. Add it to your line, it is a great seller. New catalogue now on the press. Write for it.

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185 Ames Street.

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BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Alice, Tex.—The Alice Mercantile Co. has been incorporated with a capital stock of $20,000 to handle sporting goods and Hardware.

Andalusia, Ala.—The Benson Hardware Co. has recently opened a wholesale and retail business. Their lines include sporting and athletic goods.

Buffalo, N. Y.—The Buffalo Metal Goods Company, which manufactures the Atherton Coaster brake, has been incorporated with $10,000 capital. F. C. Atherton, S. McDougall and W. F. Emerson are named as the corporators.

Buffalo, N. Y.—The Pierce Cycle Company has been incorporated with G. N. Pierce, P. P. Pierce and C. Clinton as directors.

Detroit, Mich.—The Quadricycle Co. has been incorporated under the laws of that State and purposes manufacturing a four-wheeled motorcycle. The company has an authorized capital stock of $10,000.

Eutaw, Ala.—The Cooke-Rogers Hardware Co. has lately been incorporated with a capital of $25,000. They carry a stock of sporting goods.

Kalamazoo, Mich.—Articles of incorporation have been filed by the Life-Saving Canvas Boat Co. with a capitalization fixed at $20,000. The company has formed for the purpose of manufacturing life-saving boats, fishing boats, launches, yachts, fishing tackle, camping outfits and boating supplies. The filing of articles was delayed for a time because of an infringement suit on the part of the King Folding Canvas Boat Co., which was decided in favor of the former company.

Lawton, Okla.—The Lawton Hardware Co. has been incorporated with a capital of $150,000 by T. S. Bruce, D. Dow and others. They will handle a large stock of sporting goods.

Norfolk, Va.—White Light Bicycle Co. has been incorporated. C. H. White, president; D. S. Alston, treasurer; Edward Reid, vice-president—all of Norfolk, Va. Capital, $25,000.

Ryder, N. D.—The Paterson Machine, Hardware and Sporting Goods Co. has incorporated with a capital of $50,000. T. H. Roney and L. C. Ross are the incorporators.

Springfield, Mo.—C. A. Bogardus Cartridge & Factory Co. has been incorporated with a capital of $50,000. The principal stockholder, whose name forms part of the firm title, is the world-famous rifle and shotgun marksman. It is said that the company's plant will be equipped with machines, each of which will turn out 75,000 cartridges daily.

Syracuse, N. Y.—The Chase Motor Truck Co. has been formed to manufacture commercial automobiles, including trucks, delivery wagons and business runabouts. Aurin M. Chase is the active partner. The company has leased the building at Nos. 230-232 East Water St., and will make its experimental cars there. It is expected that the first one will be running within four months, and that the cars will be on the market for the selling season of 1908.

Syracuse, N. Y.—The Cushion Wheel & Tire Co. has incorporated to manufacture wheels and tires for automobiles, trucks and friction and transmission pulleys of all kinds. Thomas H. Ward, 421 University Block, is president; Edward L. Woods, vice-president and general manager, and Edward Mitchell, secretary and treasurer.

Changes and Improvements.

Afton, Ia.—In January next the firm of Bolinger & Barnum will be succeeded by Bolinger & Nicholson, Mr. Barnum retiring from business at that time. They handle a large line of sporting goods.

Berkeley, Cal.—A. S. Cooley, for fourteen years identified with the Pacific Hardware & Steel Co., is president of the Cooley Hardware Co., 2125 Shattuck Avenue. This firm opened about Sept. 1. Sporting goods will occupy a large department of the store.

Chicago, Ill.—The Van Doren Mfg. Co. manufacturers of the "Champion" telescopic steel rods, patented, have recently reorganized and moved into extensive premises at 56 to 58 West Van Buren Street, under the management of H. B. Wilson.

Clarksburg, W. Va.—The Acme Fishing Tool Company, of Parkersburg, are moving their Salem branch to this city. The local office and warehouse will be in charge of H. E. Sloan who has been with the company for some time past.

Detroit, Mich.—Morgan & Wright are now engaged in removing from Chicago to their new home in this city. The new plant has been built and equipped specially for their needs. It covers an area of seven acres, the main building being four stories, 300x60 feet, and the equipment being in keeping with the splendid structure itself.

Fort Worth, Tex.—A. J. Anderson has now moved into the magnificent new building at Tenth and Houston Streets, and is conducting a sporting goods business upon a large scale. The building is equipped in modern style and the goods are well displayed.

Fort Worth, Tex.—The Gowin Hardware & Sporting Goods Co. have leased quarters in the new building nearing completion at Main Street and Central Avenue.

Gravette, Ark.—The People's Hardware Company have succeeded to the business of J. T. Oswalt. Sporting and athletic goods are included in their stock.

Hayes, Kans.—The business of C. W. Bell, which includes sporting and athletic goods, has been purchased by H. H. Winters.

Mitchell, Neb.—The Mitchell Mercantile Company have purchased the business of C. F. Johnson. Sporting and athletic goods form an important part of their trade.

San Diego, Cal.—Nichols' Gun Store has been moved to 933 Fourth Street, where gun repairing of all sorts is done.

St. Louis, Mo.—Frank P. Ford has been appointed manager of the sporting goods department of the Scruggs, Vandervoort and Barney Co., who have purchased the retail sporting goods department of the Simmons Hardware Co. on Broadway. Mr. Ford became the official head of the department Sept. 17, succeeding George A. Layford, resigned.

Taunton, Mass.—Ernest Mason has recently retired from the Presbrey-Mason Company, but the business continues in the same style, their sporting goods department receiving special attention.

MANUFACTURERS RECORD

(Continued.)

Kankakee, Ill.—The David Bradley Manufacturing Co., manufacturers of farming implements, with factories at Bradley, Ill., has gone into voluntary liquidation. The liabilities of the company are $790,333, with assets of $1,962,883. The management state that the object of the liquidation is to reorganize the business.

Lancaster, N. Y.—The increase of business at the Lancaster Machine & Knife Works necessitates an enlargement to the plant in order that more machinery may be placed. Two additions will be built, one 40 by 75 feet, the other 40 by 90 feet. The works now employ nearly 100 hands, and when the additions are made the number of hands will be nearly doubled.

Leavenworth, Kan.—The Victor Manufacturing Co., hitherto located at Hiawatha, Kan., has moved its plant to Leavenworth, Kan., where it will soon begin operations with an enlarged plant and other increased facilities. It manufacturers the Wonder Washing Machine.

New Haven, Conn.—The William Schollhorn Co., manufacturer of Bernard's patent pliers, cutting nippers, belt and ticket punchers and bolt clippers, is contemplating important additions to its plant and manufacturing facilities. More than 540,000 has been expended in the improvements.

New Martinsville, W. Va.—The board of directors of the Magnolia Window Glass Co., recently authorized an increase of $10,000 in the capital stock of the company. The stock has been taken by local citizens and the cashiers of three New Martinsville banks. This increases the company's capital stock to $60,000.

New York, N. Y.—Charles A. Schieben & Co. are erecting a ten-story factory building of steel construction and concrete fireproofing, adjoining the Schieren Building, covering numbers 61, 63 and 65 Cliff Street. The building will be 68 by 125 feet in size, with light on three sides, and in addition a 25 by 60 foot court on the north side, with floor levels the same as in the Schieren Building. The structure will be equipped with electric elevators, while electric power and light will be supplied tenants from power in the Schieren Building.

Wheeling, W. Va.—The Wheeling Corrugating Company intends to move a portion of its plant at Martin's Ferry, Ohio, where it has more room.

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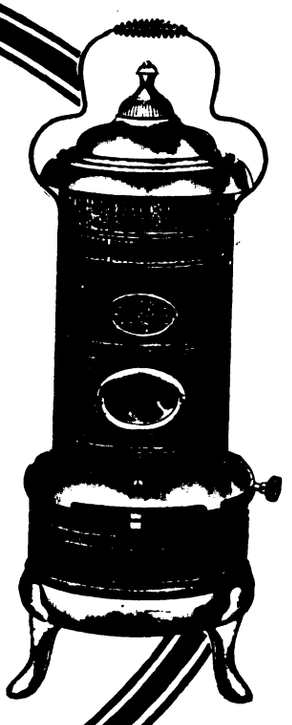
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Show your customers
1st, the solid frame spreader—no perforations to clog up.
2nd, the **three** spacious, roomy air passages extending clear through the burner.
3rd, the perfect combustion—**no smell—no smoke.**
4th, our patented Smokeless Device—on no other heater,
and then you have made a sale and a customer.

Get your order in to your jobber or to us **at once.** We will send our descriptive book. It will prove a salesman for you, a salesman without salary for it costs you nothing.

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Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

For Sale.

IN county seat, town of 7,000, in Central Southern Nebraska, sewerage, water, electric lights and gas, and paved streets. Stock invoices $8,500; sales, $30,000; employ a plumber and trimmer. Fine farming country and stock is clean and in a very attractively arranged store. Address "B," care HARDWARE.

Position Wanted.

HARDWARE salesman wants position with large Hardware firm; inside or out, having seven years experience. W. B. B., 101 Steuben Street, Brooklyn, N. Y.

A NEW YORK concern of experienced salesmen desire the sale for the East of an article of merit. If not properly represented here, write, H., c/o HARDWARE, 309 Broadway, New York.



CLOSED

WATROUS AUTOMATIC DOOR CATCH

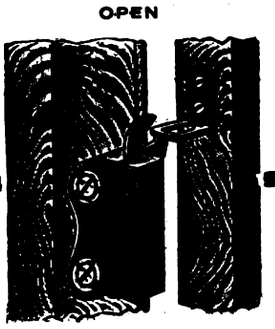
TWO-THIRDS ACTUAL SIZE.

PATENT APPLIED FOR.

For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar. Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.

The E. L. Watrous Mfg. Co.
Des Moines, Iowa.

OPEN



FRANKLIN WOVEN WIRE STRETCHER
ALSO THE CHARLES WIRE STRETCHER GATE
C. F. SMITH CO. Manufacturers, DE KALB ILLINOIS

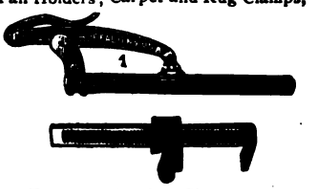
MALE HELP WANTED

SALESMEN:—Excellent openings for men familiar with Hardware specialties and other lines; preference given to those commanding trade; strictly high grade propositions; salaries, $1,000—$5,000. Write us to-day. Hapgoods, 305 Broadway, N. Y.

SALESMAN visiting Stove and Hardware trade to handle household specialty as a side line; extensively advertised in largest magazines, easy seller, immense sales, big profits. In writing state line you are selling and territory you cover. Address C. E. Swartzbaugh, 1336 West Bancroft Street, Toledo, Ohio.

HARDWARE SPECIALTIES

Pillow Sham Holders, Broom and Dust Pan Holders; Carpet and Rug Clamps;



Flask and Corebox Clamps, etc,

E. E. JOSEFF MFG. CO.,
BUFFALO, N. Y.



"Ketched"

Will be your own verdict when offering Pflueger's Luminous Flies to a customer and "landing" him.

Cloudy days, nights or sunny days --- Pflueger's Luminous Flies do the trick.

They outlast three of any other manufacture.

Our 25 years' experience enables us to offer you the best selling line of Fishing Tackle on the market.

We help you sell it—ask us about it.

Enterprise Mfg. Co.
of
AKRON,
Ohio

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The Chef and The Chief of Roasters

LISK'S SANITARY SELF-BASTING ROASTER

has taken the trade by storm, for on one day, recently, we shipped

Fifteen Carloads of Lisk Roasters

to scores of dealers who had found Lisk Roasters to be a most profitable investment.

No small wonder. The Lisk Roaster is above the ordinary—it is extraordinary. No shrinkage of the roast possible; no basting necessary. Every roast in a Lisk Roaster is "done to a turn" and perfectly roasted.

It's seamless—therefore sanitary. Made of Imperial Gray Enamel used in all Lisk Kitchen Utensils.

Wears like iron—cleans like china—"sells like hotcakes."

Try a sample lot, Mr. Dealer. Our guarantee goes with it.

Lisk Mfg. Co., Ltd., Canandaigua, N. Y.

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A Better Class of Heating—



There's no good reason why you should continue, year after year, selling ordinary hot air furnaces, and cutting all the profit off your figures.

The **Kelsey** Generator offers you a Profit Proposition.

With the **Kelsey** Warm Air Generator, you can do a better class of heating work.

You can get more money for your work—with a larger profit for yourself.

The **Kelsey** system is adapted for all classes of heating work,—from cottages to large country residences, —from district schools to large High Schools and Public Buildings.

If you live in unoccupied territory, we'll gladly mail you the **Kelsey** Proposition, and outline how you can do *more* business and make *more* money with the Exclusive agency for the **Kelsey** Generator.

30,000 Kelsey Generators in use. 800 Active Agencies.

KELSEY HEATING COMPANY, Syracuse, N. Y.

New York City:
156 Fifth Ave.

Western Sales Agents:
Cook & Van Evera Co.
38 E. Lake St., Chicago.

James Smart Mfg. Co., Brockville, Ont., Sole Makers for Canada.



The ICE **OK** CREEPER

This King of Creepers *is incomparable.* Neat in appearance—adjustable to fit several size heels—applied like a pair of skates —quickly detached—light and strong, it is the best selling Ice Creeper on the market.

Sold by many Jobbers. Ask your Jobbers for the **O. K.** If they do not keep them write the manufacturers for prices, etc.

Norlund's Safety Heel and Ball Plates

Are the Plates for Lumbermen.

They have given satisfaction for years. Can be used on rubber shoes and boots. Can be used summer and winter

Made of best quality steel, and will not ball up.

Manufactured for the jobbing trade by



Norlund & Co.
WILLIAMSPORT, PA.



Manufacturers of Hardware,

Cutlery, and House Furnishing Goods, I offer you high class representation in Western New York. Well established in similar business with Office Headquarters at Rochester, N. Y. Only first class accounts solicited. Bank and Commercial references.

Address Manufacturer,
32 St. Paul Street,
Rochester, N. Y.

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Hight's Union Combination Square

All the Combinations available all the time.

Five Tools in one: 8-inch Try Square, Bevel, Butt Gauge, Marking Gauge and Mitre

If you want to keep your stock up-to-date you must get next to this Square, for when it gets to the workmen it outsells any tool of its kind ever offered. They buy Hight's Combination Square and generally discard their other tools in this line.

The slot in the blade with the notches—to use for a gauge—is a winner.

If it's Dollars you're after this Square will catch them for you—all you have to do is to pass it along to the workman, it and he does the rest. Prices and full description sent on application.

The best tool of its kind on the market.

A. W. HIGHT, Box 39, Station B, Toledo, O.

Consult

our Catalog File, Mr. Dealer. It is yours. It contains information about the most profitable lines. Write—wire—telephone.



Illinois River Folding

DECOYS

(PATENTED)

can be placed out or picked up three at a time. Many other advantages. Price, $4.50 dozen.

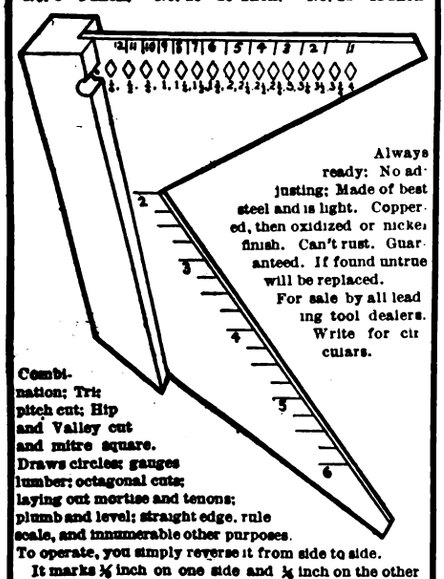
Reynolds' Double Duck Calls, entirely new. Sound at each end. Two calls in one. Price $1.00 each. Discount to dealers.

J. W. Reynolds. Mfr., 68 S. Morgan St., Chicago.

The New Universal Square

"New Style"—Made in 3 Sizes

No. 6—6 Inch. No. 10—10 Inch. No. 13—13 Inch



Always ready: No adjusting: Made of best steel and is light. Coppered, then oxidized or nickel finish. Can't rust. Guaranteed. If found untrue will be replaced.

For sale by all leading tool dealers. Write for circulars.

Combination; Tri; pitch cut; Hip and Valley cut and mitre square. Draws circles; gauges lumber; octagonal cuts; laying out mortise and tenons; plumb and level; straight edge, rule scale, and innumerable other purposes.

To operate, you simply reverse it from side to side. It marks ⅛ inch on one side and ¼ inch on the other

***The* Duby & Shinn Mfg. Co., Inc.**

Office and Works, 34 E. 29th St., N. Y. City

Rapid Transit Problems

For users of vehicles of every description in your own town can be solved by you, Mr. Dealer. Try

Snow Flake Axle Grease



If it is not the Best Grease for any axle,—good, bad or indifferent,—it will be a surprise to us and our friends.

A sample order will tell you the rest.

Snow Flake Axle Grease Co.,

Fitchburg, Mass.

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From Coast

The praises of **REED'S "Flint-** are being sounded by thousands Dealers everywhere join in the before have they handled so at such a margin of profit.



FLINTSTONE

Has earned for itself an enduring reputation. Why? Because it is light, artistic, seamless, sanitary and durable. There is nothing ordinary about **FLINTSTONE.** It is

Extraordinary

in material, which is imported from Germany and Austria in a raw state.

It won't chip—crack—scale—melt—rust.

It will sell. Proof? Within a year we have trebled the sale of

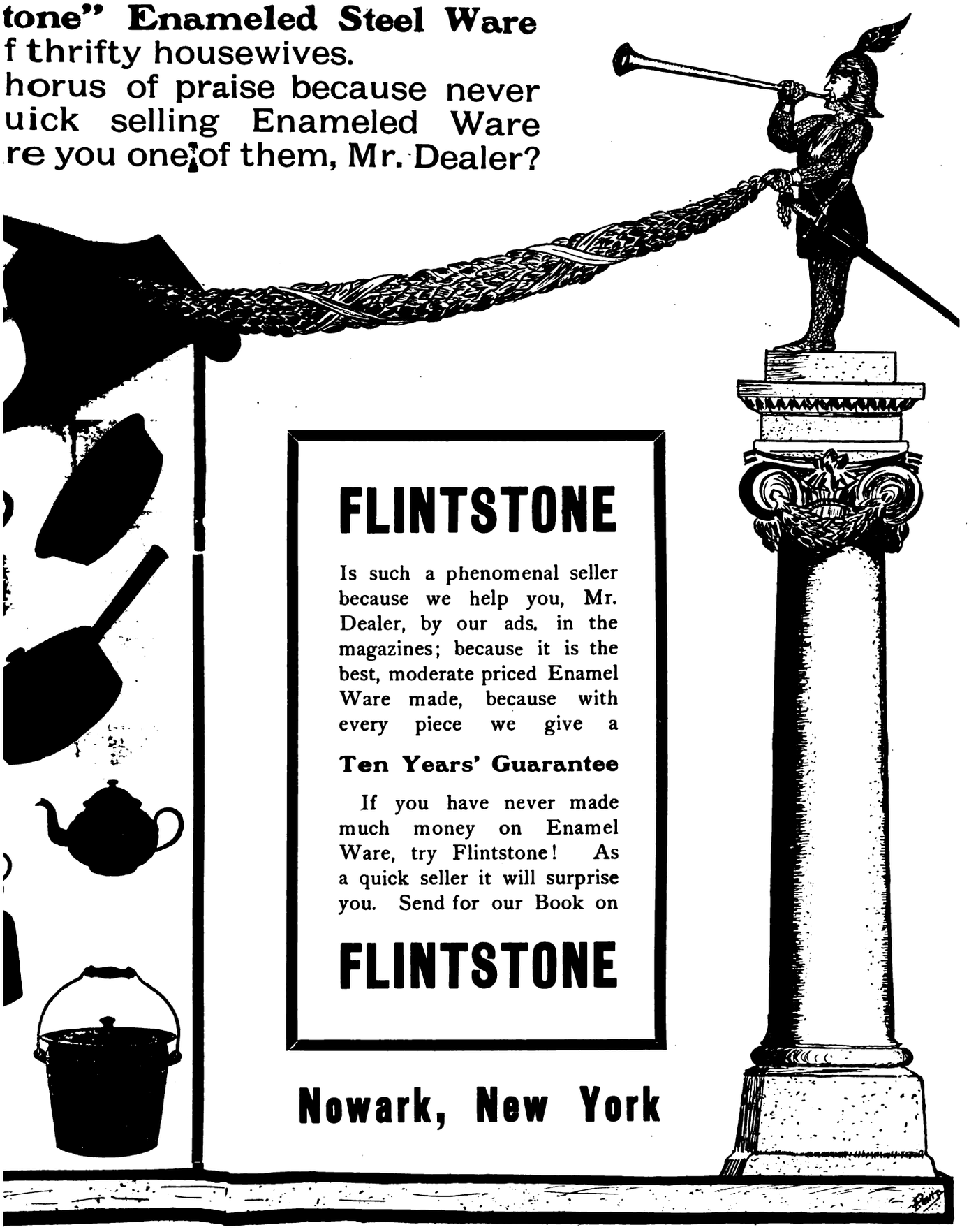
FLINTSTONE

Reed Manufacturing Co.

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To Coast

tone" Enameled Steel Ware
f thrifty housewives.
horus of praise because never
uick selling Enameled Ware
re you one of them, Mr. Dealer?



FLINTSTONE

Is such a phenomenal seller because we help you, Mr. Dealer, by our ads. in the magazines; because it is the best, moderate priced Enamel Ware made, because with every piece we give a

Ten Years' Guarantee

If you have never made much money on Enamel Ware, try Flintstone! As a quick seller it will surprise you. Send for our Book on

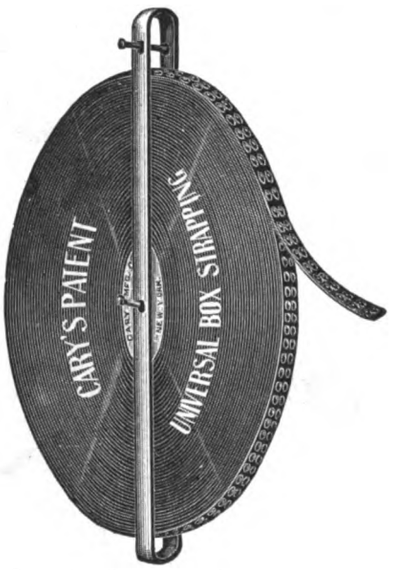
FLINTSTONE

Nowark, New York

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CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

THE SPIDER
"NEVER-BREAK"



that will not scorch or burn even the most delicate dainty, sauce or gravy.
Will not absorb grease or flavor.
Does not get smeary, dirty, unsanitary.
Always clean, sweet, hygienic. Never warps.

Name always stamped on the handle.
You should have our complete catalog.

THE AVERY STAMPING CO., Cleveland, Ohio.
Exclusive Manufacturers.

Consult

our catalog file for anything you need in the hardware line. We keep it up-to-date for your benefit.

Write --- wire or telephone us.

A Full Column in October
Ladies' Home Journal



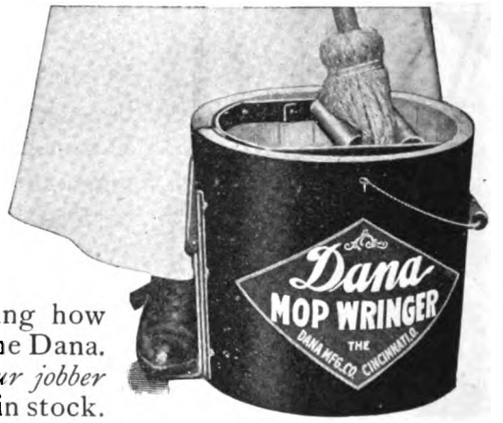
Dana Peerless

This is the freezer that sells.



Write for Dana Food Chopper Catalog.

and other strong advertisements in Delineator, Harper's Bazar, Good Housekeeping, Associated Sunday Magazine, &c., are **telling your customers about the Dana Mop Wringer** using the health argument, as well as showing how much easier and better in every particular is the Dana. Get a copy or write us for one and *ask your jobber now*, if you haven't any Dana Mop Wringers in stock.



THE DANA MFG. CO., Cincinnati. **10 Warren Street, N. Y.**



"BLACK HAWK" CORN SHELLER

Is recognized as the Standard of Excellence as a hand corn sheller.
Capacity 8 to 14 bushels ear corn per hour.
Takes off every grain—throws out every cob.
Made of Malleable Iron; will last a lifetime.
Clamps to any barrel or box.

Beware of Imitations.

A. H. PATCH
Clarksville, Tenn., U. S. A.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₩ gal	40c
Linseed, City, boiled, in bbls, " "	42c
Out of Town, on spot, ₩ gal	88c
Calcutta, raw, in barrels, ₩ gal	68c
Lard, prime city, ₩ gal	71@72c
Lard extra, No. 1	52@53c
Lard, No. 1	42@44c

Paints and Colors

Barytes, Foreign floated, ₩ ton	$17.50@19.00
Barytes, American floated, ₩ ton	$18.00@19.00
White Lead, American, dry, in bbls., ₩ lb	6¾c
White Lead, American, in oil, in lots of less than 500 lbs., ₩ lb. net	7¾c
In lots of 500 lbs. and over, ₩ lb	7¼c
White Lead Eng., in oil, ₩ lb	9½@9¾c
Zinc, American dry, ₩ lb	4¾@5c

Putty, Commercial—₩ 100 lb

In bladders	$1.85 @1.85
In bbls or tubes	1.90 @1.40
In 1 lb. to 5 lb cans	2.00 @2.90
In 12½ to 50 lb cans	@1.85 1.45

Spirits Turpentine

In regular bbls	62@62½c
In machine bbls	63½@63½c

Dry Colors

	₩ Lb
Blue, Chinese	30@35c
Blue, Prussian	20@25c
Blue, Ultramarine	14@15c
Sienna, Italian, burnt & powdered	3@3½c
Sienna, Italian, raw & powdered	2@2½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	14@15c
Green, Paris, in kegs	13½@14½c
Indian, Red, American	2@2½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Ivory, best	16@20c
Blue, Chinese	20@25c
Blue, Prussian	17@20c
Blue, Ultramarine	14½@15c
Sienna, burnt	2½@3½c
Sienna, raw	2@3½c
Umber, burnt	11½@12c
Umbe .	11½@12c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B ..... 52@55c
G. D ..... per M 34@35c
F. L ..... per M 40@42c
G. E ..... per M 48@50c
Musket ..... per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M ..... 20&5%
B.L. Caps (Sturtevant Shells) $2.00 per M 20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50 ..... 10&5%
38 C. F., $7.00 ..... 10&5%
22 cal., Rim, $1.50 ..... 10&5%
32 cal., Rim, $2.75 ..... 10&5%
B. B. Caps, Con. Ball, swgd $1.20
B. B. Caps, Round Ball $1.40
Cent. Fire 25%
Target and Sporting Rifle ..... 15&5%
Primed Shells and Bullets ..... 15&10%
Rim Fire Sporting 50%
Rim Fire Military ..... 15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all ganges ..... 60&5%
Climax, Club, Rival, 10 and 12 gge. 65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge ..... 25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 13 and 20 gauge 20%
Climax, Union, League, New Rival, 10 and 12 gauge 25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list) 20%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge 33⅓%

SHELLS, LOADED—

Black Powder 40%
Smokeless Powder, medium grade .... 40&5%
Smokeless Powder, high grade .... 40&10&10

SHOT—

Drop, up to B 25 lb bag $1.80
Drop, B and larger, per 25 lb bag 2.05
Buck, 25 lb bag 2.05
Chilled, 25 lb bag 2.05
Dust Shot, 25 lb bag 2.25

GUN WADS—₱ 1000—

B. E., 11 up ..... $ 60
B. E., 9 and 10 70
B. E., 8 80
B. E., 7 80
P. E., 11 up ..... 1.00 } 15%
P. E., 9 and 10 ..... 1.25
P. E., 8 ..... 1.50
P. E., 7 ..... 1.50
Ely's B. E., 11 and larger ..... $1.70@$175
Ely's P. E., 12 to 20 ..... $3.00@$3.25

Animal Pokes

Iowa Farming Tools. ₱ doz.
Hawkeye $3.25
Western 4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net .. $2.00
Burton's, ₱ doz. pair, Nos. 2 and 5 ..... 50c
Per doz. pair, No. 1 ..... 75c
Per doz. pair, No. 4 ..... 1.00
Kohler's: ₱ Gro.
Daisy, No. 4 ..... Net. $4.80
Perfect, No. 2 ..... Net. 6.00
Bolt Holder, No. 1 ..... Net. 8.40

Anvils

American "Horse-Shoe" 9¼c
Arm and Hammer ..... 8¼@8½c
Eagle Anvils, ₱ lb, net ..... 8¾@7c
Hay-Budden, Wrought ..... 9@9¼c
Peter Wright's 10½c
Trenton ..... 9@9¼c
Columbian, all steel, ₱ lb, net 9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill) ..... $18.00, 15&10%

Augers and Auger Bits

Bering Machine Snells 70%
Com. Auger Bits ..... 75@75&5%
Forstner Pat. Bits 25%
Ford Auger Bit Co:
Auger Bits } 40@40&5%
Car Bits }
Machine Bits }
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30 .. 40&7½&10%
Nobles Double Spur, No. 32 ..... 65&10%
No. 10, Extension Lip ..... 25&10%
Car Bits, No. 10 ..... 25&10%
Car Bits, No. 30 ..... 40&7½&10%
Ring Augers ..... 66⅔&10%
Jennings' Pattern ..... 50&10&10@60%
Snell's Auger and Car Bits:
Extra ..... 60&10&10%
No. 1 ..... 50&10&10&10%
Russell Jennings' Augers and Bits ..... 25&10&33⅓%

HOLLOW AUGERS—

Ames ..... 35&10%
Bonney's Adjustable ..... $3.50@6.00
Hibbard's Adjustable ..... Net prices
Ives ..... 35&10%
Millers Falls, Goodell ..... 15&7½&10%
Universal, each $4.50 ..... 25%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat .... 33⅓&10%
Clark's small, $18 ..... 50&10%
Clark's large, $26 ..... 50&10%
Ives' Model, ₱ doz. $60 ..... 50%

DOUBLE CUT GIMLET BITS—

Common, net ..... $3.00@$3.25
German Pattern, net ..... $4.60@5.75
Mayhew's Diamond ₱ doz. $1.25 ..... 40%
C. E. Jennings & Co ..... 45&10%
Ladds ..... 60&10%
Mayhew's ..... 40&10%
Snell's Bell Hangers 60%

TWIST DRILLS—

Bit Stock ..... 60&10@60, 10&10
Taper and Straight Shank .. 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co ..... 33⅓&5%
L'Hommedieu's 15%
Snell's ..... 40&10%
Watrous' ..... 35&5%

Awl and Auger Handles

See Handles

Awls

Per Gro.
Handled Brad ..... $2.75@3.00
Handled Scratch ..... $3.50@4.00
Patent Peg ..... 31@34c
Sewing, Com ..... 88@$1.00
Shouldered Peg ..... 65@70c
Shouldered Brad ..... 63@66c
Socket Scratch ₱ doz $1.00
Stanley Rule and Level Handled Brad 45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10 ..... 60&10%
Brad Sets:
No. 42, $10.50: No. 43, $12.50 ..... 70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $13; 3, $12; 4, $9; 5, $7 ..... 50%
Ice Awls 55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18 .... 15&10%
C. E. Jennings & Co's. Adj. Tool Hdls. 33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18 ..... 30%

Axes

Single Bit, base weights:
First Quality $5.00
Second Quality $4.50
Double Bit, base weights:
First Quality $7.50
Second Quality 6.75

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc 50%
Broad and Bbl ..... 40&10%
Boy's Axes 50%
Peck Edge Tool Co.:
Hatchets, shingling, etc 50%
Broad and Bb'l ..... 40&10%
Boy's Axes and Hatchets 50%

Axle Grease

Dixon's "Everlasting" Graphite:
1 lb cans (36 in case) ..... 15 ea.
2 " " " " ..... 25 "
10 " firkins (6 in case) ..... $1.20 "
25 " " ..... 2.75 "
50 " kegs ..... 5.00 "
100 " " ..... 9.00 "
200 " half bbls. } 8½lb
375-400 lb " }
Snow Flake:
One-quart cans, ₱ doz. . . . $ 2.00 } Discount 10%
Two-quart cans ₱ doz. . . . 3.20
One-gallon cans, ₱ doz. . . . 6.00
Five-gallon cans, ₱ doz. . . 24.00
Quarter bbls. (15 gals.), ₱ gal.. .45
One-half bbls. ₱ gal. 40
Bbls., ₱ gal. 35

Balances, Spring

Chatillon's:
Light, class A 50%
Circular Balances, class C 50%
Ice Balances, class B 50%
Straight Balances, Class A1 ..... 50%
Class A2 ..... 40%
Class D. E. F 30%
Class G 30%

Balances, Sash

Caldwell's 50%
Pullman's ..... 50&10@60

Beef Shavers

Enterprise:
Japanned, each, $3.00 ..... 25@30%
Tinned, each, $10.50 ..... 25@30%

Bells

HAND—

Hand Bells, polished brass ..... 60@60&10%
Pure bell metal 60%
Silver chime ..... 33⅓@35%
White metal 60%

DOOR—

Trip, Gem ..... 50&10%
Gong, Abbe's 45%
Gong, Yankee 55%
New Departure:
Rotary ..... 30@10%
Push 30%

COW—

Common wrought ..... 75%@75&10%
Kentucky ..... 70@70&10%
Kentucky, Sargent's list 70%
Texas Star 50%
Western, Sargent's list ..... 70@70&10%

Bellows

Blacksmiths' ..... 65&10@70%
Hand ..... 25&10%
Moulders' ..... 25&10%

Belting Rubber

Boston Belting Co:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
New Jersey Car Spring & Rubber Co:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Seymour Smith & Sons ..... 25&10%
Miller's Falls ..... 15&10%
Weston's 40

Binder Twine

Per Pound
Sisal 10c
Standard 10c
Standard Manila 11c
Manila 12c
Pure Manila 13c

Bit Holders.

Angular 45%
Extension:
Barber's, ₱ doz. $15.00 ..... 45@50%
Ives' ₱ doz. $20.00 ..... 60&10%

Blind Adjusters

Columbian 33⅓%
Domestic, ₱ doz. $3.00 ..... 33⅓&5%
Excelsior, ₱ doz. $10.00 ..... 50&10&2%
North's 10%
Zimmerman's ..... 50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr $9.00
Zimmerman's ..... 50@50&10%

Blocks, Tackle

Eddy's ..... 50&10@60%
Hartz' Steel ..... 40&10@50&5%
Iron Strapped, Japanned Sheaves .. 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japanned Sheaves .. 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 30%
Pat. Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block ..... 50&10%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel ..... 80@80&10%
Wrought Barrel Bolts, Griffin's ..... 75&10%
Wrought Square ..... 70@70&10%
Wrt Shutter, St'nrd list .. 50&10%@50&10&5%
Wrought Spring, Sargent's ..... 70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller 75%
Larger and longer ..... 65&5%
Phila. Eagle, $3.00 list May 24, '99 ..... 80%
Bolt ends, list Feb. 14, '96 ..... 65&10%
Bolt ends, with C and T nuts ..... 65&5%
Machine, ⅝x4 and smaller 75%
Machine, larger and longer ..... 65&10%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99 ..... 80%
Bay State, fluted 80%
Eagle Phila 82½%
Norway, Phila 80%
Common ..... 75&10@80%
Norway, Phila 80%
Portchester, Norway 80%
Phila 82½%

STOVE AND PLOW—

Plow ..... 65&10%
Stove ..... 87½&10%

MISCELLANEOUS—

Sink 80%

Bone Mills

Enterprise ..... 25@30%
Stearns 40%

Borers, Tap

Enterprise ..... 20@25%
Each $1.25, $1.75, $2.50
Nos 1 2 3
C. E. Jennings & Co.:
No. 6 ..... 30&10%
No. 10 ..... 25&10%
Common ring ..... 20&10%
Ives ..... 25&10%

Boring Machines

WITHOUT AUGERS—

Upright. Angular.
Jennings' ..... 35&5%
Miller's Falls ..... $7.50, 15&10%
Snell's, Rice's Pat .. $2.50, $2.75
Ajax 40%
Phillips ..... $4.00 net

Bow-Pins

Hotchkiss ..... 60&10%

Boxes, Mail

Heller's ..... 40&5%

Box Hooks

Humason & Beckley's ..... 60&10&10%

Box Openers

Humason's ..... ₱ doz. net $5.00
Bemis & Call's 65%

Box Scrapers

Bradley's 20%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal" ..... 25&20%
Standard Metal Strap Co's.:
Ellipse ..... 20&10&10&5%

Braces

Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
Ives':
Barbers' ..... 60&5%
Barbers' Ratchet ..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet ..... 60&10%
Spofford ..... 60&5%
C. E. Jennings & Co.:
No. 106@114½ ..... 50&5&10%
No. 208½@214½ ..... 50&5&10%
Lancaster Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets

Griffin's Folding ..... 70&10%
Griffin's Pressed Steel ..... 80@80&10%
Bradley's Pat., full cases. 80&10@80&10&10%
Bradley's, in broken cases ..... 80&10%
Baine's Adjustable 25%

Bracket Saw Frames

Miller's Falls Co ..... 25&10%

Bracket Sets

Miller's Falls Co ..... 33⅓&10%

Bright Wire Goods

Standard list, June 24, 1908 ..... 90&25

Bull Rings

Humason, Beckley & Co's 80%
Rea's 2½ in. net, ₱ doz $1.50
Sargent's 80%
Seymour Smith & Sons 60%

Bull Punches

Humason & Beckley's, ₱ doz. net $3.05

Butchers' Cleavers

New List, Feb. 1, 1906:
Foster Bros., flat heads 30%
Foster Bros., round heads 30%
Lancaster Mach. & Knife Works .... 33⅓&10%
L. & I. J. White 30%
Plumb's 33⅓%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star ..... 15@15&10%
C. E. Jennings & Co ..... 30&10%

Butter and Cheese Triers

Ordinary Black Handle 25%
Humason & Beckley's 40%

Butt and Rabbet Gauges

Stanley's ..... 25&10%

Butts

BRASS—

Wrought Brass, list September, 1898 .... 15%

CAST IRON—

Fast Joint, broad ..... 40&10@50%
Fast Joint, narrow ..... 40&10@50%
Loose Joint ..... 70&5@75%
Loose Joint, Japanned ..... 70&5@75%
Loose Joint, Jap. with Acorns .... 70&5@75%
Loose Pin ..... 70&5@75%
Mayer's Hinges ..... 70@70&5%
Parliament Butts ..... 70@70&5%

WROUGHT STEEL—

Discount.
Reversible and Broad ..... 75&5% } Extra, 10&10%
Light reversible, Light Narrow .. 75&10% }
Loose Joint, Narrow L'ht, Inside Blind, etc ..... 75% }
Back Flaps, Table Chest ..... 70&10% }

Calipers

Bemis & Call:
Wing 60%
Double 65%
Inside and outside 65%
Straight leg 65%
Call's Pattern, inside 55%

Can Openers

American ..... ₱ gross, $1.75@$2.00
Goodell's Acme ..... ₱ gross, 6.00
Hopper's ..... ₱ gross, 15.00
No. 5, iron handle ..... ₱ gross, $2.00
Sardine Scissors $1.75
Sardine Scissors, forged steel .. ₱ doz., $3.00
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50 ..... 30%@30&10%

Cartridges

See Ammunition.

Casters

Bed ..... 70@70&10%
French or Philadelphia Iron wheel ..... 75 @75&10
Plate ..... 60@60&10
Payson's Furniture ..... 70&10&10
Payson's Truck ..... 70&10
Standard, Ball Bearing 45

Cattle Leaders

Humason, Beckley & Co's 70%
Sargent's ..... 70&10%
Welton's ..... 70&10%

Chain

American Coil, Straight Link:
Inch ₱ 100 Lbs.
5-16 ..... $5.80
⅜ 5.20
7-16 ..... 4.85
½ 4.10
9-16 ..... 3.85
⅝ 3.85
11-16 ..... 3.80
¾ 3.75
13-16 ..... 3.60
⅞ 3.60
⅞ to 1 ..... 3.50
1⅛ to 1¼ 75
Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain .....

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Chains

Galvanized Pump chain, ₱ lb.....4½@4¾c
Ger. coil, list July 24, '97..60&10@60&10&10%
Ger. Haller chain, list July 24, '97 60&10&10%
Jack chain, Iron.....60&10@60&10&10%
Jack chain, Brass.....60&10@60&10&10%
Oneida Wire Dog chains.....45@50&5%
Trace Wagon and Fancy Chains:
New list.....60@60&10%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....80%
COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....45%
Sisal.....33⅓%

Chain Guards

Aluminum S. & N. Co.....50%

Carpet Stretchers

Montross' "Excelsior," ₱ doz., $6.00.....20%
Bullard's.....33⅓%
Cast iron, Steel points, ₱ doz.....80c
ockets, ₱ doz.....$1.75

Carpet Sweepers

Sterling Carpet Sweepers:
Model A, Nickel trimmings..... 25.00
" B, Japd. " 21.00
" " Nickel " 23.00
" C " " 21.50
" D, Japd. " 19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise.....25%@30%
Goodell's Family, net ₱ doz.....$5.00
Rellman's, net., ₱ doz.....6.00

Chisels

SOCKET FRAMING & FIRMER—
Standard Makes.....75@75&10%
L. & I. J. White.....30@30&5%
C. E. Jennings & Co., No. 70.....25&10%
Jennings & Griffin Mfg. Co.....65&2&10%
TANGED & MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels.....25&10%
Tanged Gouges.....25&10%
Tanged Firmers.....33⅓&10%
Tanged Gouges.....33⅓%
L. & I. J. White.....25&5%
COLD CHISELS—
Good quality, ₱ lb.....15&16c
Snell's best C. S.....40&5%
Cronk's.....50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—
Chicago Flexible Shaft Co's.:

	Each.
Lightning Belt Clipping Mach.	$15.00
New '98, Chicago	8.75
1902 Chicago	10.75
Twentieth Century	5.00

20%

Coach Oil

Snow Flake.

One-pint cans, ₱ doz.	$ 3.00
One-quart cans, ₱ doz.	4.80
One-gallon cans, ₱ doz.	15.00
Five-gallon cans, ₱ doz.	66.00

33⅓&10%

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills

Box and Side.....50&10@60%
Enterprise Mfg. Co.....20@25%
Lane Bros. Co.....80%

Compasses, Dividers, &c

Atmol Calipers and Dividers.....40%
Bemis & Call Co's.:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers...75@75&10%

Coopers' Tools

Barton's.....20@20&3%
L. & I. J. White.....20@20&5
Sandusky Tool Co.....20@20&10%

Corkscrews

Detroit Cork Screw Co.....33⅓%
Humason & Beckley Mfg. Co.....50&10%
Samson, ₱ doz.....$10.00

Corn Hooks

	₱ Dos.
Kretzinger Cut-Easy	net $3.00

Corn Knives and Cutters

Bradley's.....net
Wadsworth's.....60%

Countersinks

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50%

Cow Ties

See Chains.

Crayons

Sargent's List.....20%
Dixon's:

	₱ Gro.
Eclipse.....7 in., $3.75; 9 in.,	$4.88
Emerald	5.00
Oriole	5.0
Rainbow	8.12
Solid	7.50
Tailor black, $5.63; red and blue....	9.00

Curry Combs

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co's.....25&10%

Cutlery

Foster's Pocket.....30%
Carriers' Pocket.....50%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hd'wre Co., new list.....50@50&10%

Door Checks

Bardsley's.....40@45%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10%
Pullman's Screen, ₱ doz. net.....$4.50

Door Holders

Empire.....50%
Superior.....33⅓%

Door Springs

Columbian Steel.....20%
" Faultless.....50%
Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....25%
Pullman Coil.....25%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 39 in., ₱ doz. net..$1.10@$1.25
" " 48 in., " " " 3.50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners

Iwan's Adjustable.....55%
Iwan's Stationary.....40&5%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list..75&10%
Sargent's list.....60

Drawing Knives

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Jennings & Griffin.....60%
Stearns' bench.....16⅔&10%
Watrous.....20&5@25%
L. & I. J. White.....

Drills and Drill Stocks

Automatic Boring Tools, Goodell's.....40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Miller's Falls, each $3.00....15&10%
Stearns' bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00.....33⅓%
TWIST DRILLS—
See Augers and Bits.

Egg Beaters

	₱ Doz.	₱ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz.	$6.60 1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.80
No. 2, Tinned, hotel size	2.00	24.00

Emery Wheel Dressers.

Sterling.....35%

Escutcheons

Wood.....25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Iron Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key.....50%
"Victor," Metal Key.....50&10
"Duplex," Metal Key.....60%
"I. X. L." Corked Lined.....50%
"Reliable," Cork Lined.....50&10%
"O. K." Cork Lined.....50%
"Chicago," Cork Lined.....60%
"Perfection," Cedar.....40%
"No Brand," Cedar.....50%
SELF MEASURING—
Enterprise ₱ doz. $36.00.....40&10%
Lane's.....$40.10&2%

Files

DOMESTIC—
New list, Nov. 1, 1899:
American.....75&10@75&10&10%
Arcade.....75&10@75&10&10%
J. Barton Smith.....75&10@75&10&10%
Disston's.....75%
Disston's Superfine.....
Eagle.....75&10@75&10&10%
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan.....75&10@75&10&10%
Nicholson.....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal.....80@80&10%
IMPORTED—
Stub's.....Stub's list, 30@33⅓%

Filters

Acorn.....50%
Fulper's Natural Stone.....$3.50@$15.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

Bishop's.	₱ Doz
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Freezers, Ice Cream

"Alaska":	1	2	3	4	6
Qts.					
Net	$1.15	$1.35	$1.60	$1.95	$2.60
"North Star:"					
Net	$1.25	$1.45	$1.75	$2.25	

Fruit, Wine & Jelly Presses

Enterprise.....20@25%

Fry Pans

Standard list.....75&10%

No.	1	2	3	4
₱ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$6.00	$7.00	$8.00	$9.00

Kitchen Specialty Co.: Net ₱ Gro.

Size AA	$8.10
" A	8.70
" B	9.30
" C	9.90

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking Mortise, etc.....60%
Stanley's.....35%
Starrett's Surface, Center and Scratch, 25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....33⅓%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bite

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graphite, Lubricating

Dixon's Pure Flake:

632— 1 lb. cans	20c. ea
633— 5 lb. screw top tin cans	85c. ea
634— 10 lb. screw top tin cans	$1.60 ea
644— 25 lb. boxes	15c. lb
645— 50 lb. boxes	14½c. lb
646—100 lb. kegs	14c. lb
647—350 lb. barrels	12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30&30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75.....50%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&10%
Riveting and Tinners'.....40&2½%
HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb.....30&5%
3 to 5 lb 40c lb.....30&5%
Over 5 lb 30c lb.....30&10&5%
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Handles

WOOD—
Auger, assorted, ₱ gro.....$2.75
Auger, large, ₱ gro.....3.25
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32½.....40%
Axe, Pick, etc.....60&5%@60&10%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron..... 25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. $2.25@$2.75
Hammer, Hatchet.....60&10%
Hoe Rake and Fork.....45@50
Rollis Hdw. Co. Hafts, $9.00.....40&10%
"Simplicity" File Hdls, ₱ gro....$ .90@1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Handle.....40%
Shovel and Spade, Long Handles..40&5@50%
CROSS-CUT SAW HANDLES—
Atkins.....40&5%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....66⅔@70
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&25%
Hinge Pattern, net.....$6.08 ₱ doz.
Standard.....60&5%
Special, No. 25.....$3.50
" " 30.....3.90
" " 40.....5.00
" " 20.....6.25
Track for same, ₱ 100 ft. net.....3.75
Cronk's:
Nos. 1, 1½, 2 and 3.....60&5%
Nos. 11, 12.....70&10%
No. 50, net.....$3.60
No. 44, net.....4.00
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr..60&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....50&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $3.20
Ball Bearing..... " 4.15
No. 105..... " 2.35
New Model..... " 2.35
New Champion..... " 2.25

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 438, 40 drawers, no partitions, run. ft., $3.50; net each.....$30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.25; net each..... 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.50; net each..... 54.28
OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each..... 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each..... 18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each.... 22.92
NAIL BIN BASES—
No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each..... 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each..... 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.63; net each..... 30.68

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought.....90@90&10%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track..$7.00
Myers Unloader, wood track..... 7.00
Comb. Car, Double steel T..... 7.00
Comb. Car, wood track..... 7.00
Rev. Car, Double steel track..... 7.00
Rev. Car, wood track..... 7.00
Myers Unloader, cable..... 7.00
Myers Unloader, single rail..... 7.00
Sure Grip Sling Car, steel or wood track..... 12.02
Dbl. Rail steel track, complete, ₱ ft.. —
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each..... 1.80
Nellis Fork, each..... 3.00
Double Grapple Fork, each..... 7.00
Sprouts, Shear Fork, each..... 1.50
Walker Fork, each..... 2.50
Common 6 in. wood sheave pulley, Fig. 438, ₱ doz..... 3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz..... 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 435, ₱ doz..... 3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz..... 4.80
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz..... 4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz..... 3.50
Floor pulley, wood sheave, Fig. 466, ₱ doz..... 4.50
Hanging Hooks for double steel track, ₱ doz..... 1.40
Hanging Hooks for single steel track, ₱ doz..... 1.40
Hanging Hooks for wood track, 10 in., ₱ doz..... 1.00
16 in., ₱ doz..... 1.20
Floor Hooks, ¾ in., ₱ doz..... 1.40
Malleable Rafter brackets, ₱ doz..... .70
Wrought Rafter brackets, ₱ doz..... .70
Rope Hitch, ₱ doz..... 3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.00
Iwan's Hay, imp. serrated, ₱ doz., net. 9.50
Kohler's Hay, sickle edge, ₱ doz., net. 9.40
Auburn Straw.....40&10%
Weymouth, pat., ₱ doz., net.....$6.00
Wadsworth's.....40&10%

Hedge Trimmers

Wadsworth's:
No. 1.....10%
No. 2.....10%

Hinges

WROUGHT IRON HINGES—
Screw Hook and Strap { 6 to 12 in., ₱ lb.....3½c; 14 to 20 in., ₱ lb.....3¼c; 22 to 36 in., ₱ lb.....3¼c
STRAP AND T HINGES—
(New Prices)
List December 20, 1904:
Light Strap Hinges.....65%
Heavy Strap Hinges.....75%
Light T Hinges.....60%
Heavy T Hinges.....55%
Extra Heavy T Hinges.....70%
Hinge Hasps.....45%
Corrugated Heavy Strap.....75%
Corrugated Ex. Heavy T.....70&10%
Extra 10&10%

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SPRING HINGES—

Bommer Brothers:
- Bommer Spring Hinges 40%
- Bommer B. B. Floor Hinges 40%

Bardsley's Patent Checking 15%

Chicago Spring Butt Co.:
- Chicago Spring Butts 25%
- Triple End Spring Butts 50%
- Chicago Ball Bearing Floor Hinge 50%
- Garden City Fire Engine House Hinge 25%
- Chicago Saloon Door Hinge 25%

Columbian:
- Steel Hinges 60%
- Floor Hinges 60%
- American ..... 30&5%
- Gem ..... 30&5%
- Oxford ..... 30&5%
- Acme, Steel 35%
- " Brass 25%

Niles Mfg. Co ..... 30&5%

Superior:
- Floor Hinges 33%

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... 50&10@60&10%
N. E., ₱ doz., $7.50 ..... 60%
N. E., Reversible, ₱ doz., $5.50 ..... 60%
N. Y. State, ₱ doz., $4.20 ..... 60%
Western, ₱ doz., $4.20 ..... 60%

BLIND HINGES—

Parker ..... 70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13 ..... 75%
W. H. Co's., No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.30 ₱ doz. sets ..... 30&10%

Hitching Cords

Covert Mfg. Co 45%
Hitchers Stall ..... 30&2%

Hollow Ware

ENAMELED—

Agate Nickel Steel Ware 60%
"Never Break" Steel:
- Spiders, Griddles, &c ..... 65&10%
- Maslin Kettles, &c 60%
- " " Porcelained 50%

STOVE HOLLOW WARE—

Blacklock:
- Ground ..... 55@60&10%
- Plain or Unground ..... 60@65%
- Country Ware ₱ 100 lbs. net ..... $2.75@$3.00
- Enameled Ware ..... 50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled 50%

GLUE POTS—

Tinned 35%
Enameled 40%

Hooks

BUSH—

Jennings & Griffin's ..... 33⅓&5%
Wadsworths ..... 55&10%

CAST IRON—

Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60@10%
Clothes Line, Sargent's list ..... 50&10&10%
Coat and Hat, Sargent's list ..... 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60&10%
Picture ..... 50&10%
Screw Hat ..... 60&10@70%
Wardrobe ..... 69&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%

WIRE—

Atlas, new list, single cases 85%
Atlas, Metal Clasp 75%
Wire Coat and Hat, Acme ..... 80&10%
Wire Coat and Hat, Gem ..... 70&10%
Wire Ceiling, Gem ..... 70&10%

MISCELLANEOUS—

Belt ..... 80&10%
Covert Mfg. Co.:
- Safety Gate and Scuttle Hooks ..... 85&5%

Grass, Wadsworth's 60%
Cronk's, Grass, ₱ doz $2.75
Hooks and Eyes, Brass ..... 60&10&10%
Hooks and Eyes, Mal. Iron ..... 70&10%
Cotton, box and hay ..... 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	28c	23c	21c	21c	40&5%

American, all sizes, net 9¾c

Nos.	6	7	8	9	10	
Anchor and New Haven	12c. net for all sizes 5 to 10.					

Nos.	6	7	8	9	10	
Auable	28c	26c	25c	24c	23c	50&10%
C. B. K.	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	15c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%

Lyra, all sizes, net 9¾c

Nos.	6	7	8	9	10	
Livingston						10%&10%
Mand S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb						12c
Northwestern	25c	25c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western						40&10%

Horse Shoes

F. O. B. Pittsburgh:
- Horse and mule, Iron, ₱ keg $4.00
- Steel, ₱ keg 3.75

Horse Ties

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Sisal 33⅓%
- Jute 45%

Hose, Rubber

Boston Belting Co.:
- "Boston" 50%
- Niagara 60%

N. J. Car Spring & Rubber Co.:
- Extra Para ..... 40&10%
- Reliable ..... 50&10%
- Staple ..... 60&10%
- Standard ..... 70&10%

Hose Bands

Star Hydrant ..... 80&80%
Steam 70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross ..... $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, ... No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain ..... 20@25%

Knives

Kimball's:
- Bread Knives, ₱ doz. $1.50 ..... 20%
- Butcher Knives 25%
- Shoe Knives 25%

Cronk's Chopping, net ₱ doz $1.50
Foster Bros., butcher, &c 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw

Wadsworth ..... 40&10%

Knife Sharpeners

Pike's: 40%
- Nat. Grit Carving Knife Hones ₱ doz $3.00
- Solid Stone Carving Knife Hones ₱ doz $2.50
- Quick Edge Pocket Knife Hones ₱ doz $3.00
- Mounted Kitchen Sandstone ₱ doz $1.50

Knobs

Bardsley's wood, door, shutter and base ..... 10@15%
Base, rubber tip, 2½ in bead, ₱ gro ..... $1.15@$1.25
Door Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75
Door Por. Nickel ..... $2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D ..... 40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion ..... 75&10%
Clipper Improved ..... 50&10&5%
Enterprise ..... 40&10%
Genuine Philadelphia Mowers:
- Styles M, S, C, K, T ..... 70&10%
- Style A (all steel) ..... 60&10%
- Style E, low wheel ..... 60&10%
- Style E, high wheel ..... 70&10&5%
- Drexel, low list 50%
- Gold Coins, low list 50%

New Departure, high wheel ..... 70&10%
New Departure, low wheel 75%
Pennsylvania ..... 60&10

Lawn Sprinklers

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
- Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
- Daisy, net, ₱ doz $7.50
- Mystic 6.00
- Rainmaker 4.80
- Dew Drop 1.20

Leads

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Jute 45%
- Sisal 33⅓%

Lemon Squeezers

Berger Bros., ₱ doz. 8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz $9.60
Little Giant ..... 50@50&5%
Porc. lined, Iron, ₱ doz $1.75
Porc. lined, Wood, ₱ doz $1.25
Wood, common, ₱ gro. ..... No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
- Hexagon ..... 25&10%
- Iron Bench, new design ..... 25&10%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 20%
Samson Cot., Nos. 4, $2.90; 4½, $2.75 ..... 20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50 ..... 20%

Wire Clothes:

	18	19	20
1000 feet	$2.25	$2.00	$1.75
75 feet	1.80	1.65	1.10

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 40%
Reading Hardware Co 40%
Sargent & Co 40%

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 ..... 40%
Ames Sword Co ..... 40&45%
Brown's brass 25%
Brown's chain 25%
Champion 40%
Eagle 40%
Smith & Egge bicycle 50%
Wrought iron ..... 75&10@80%
Yale Lock Co 60%

TRUNK—

Corbin's ..... 25&10%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory ..... 45@5&50%
Lignumvitæ ..... 45@5&50%
Bliss:
- Carpenters, Tinners, Box, Carvers 33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden, net ₱ doz $4.00
Regular Goods ..... 70&10%@75%

Meat and Food Cutters

American 30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz ..... 30&10@40&10%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise ..... 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant ..... 40@50%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz ..... 40@50%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Juice Extractors

Enterprise ..... 25&20%

Metals, Anti-Friction

Magnolia Metal Co.:	₱ Lb
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00 ..... 40%
Sargent's ..... 60@60&10%

Mitre Boxes

C. E. Jennings & Co ..... 30&10%
Seavey's, ₱ doz., $30 ..... 40%
Stanley Rule and Level Co.:
- Nos. 340 to 460 ..... 30%
- Nos. 50 and 60 ..... 35%

Mop Wringers

	₱ Doz.
No. 1 Reliance	$12.00
No. 2 Reliance	16.00

Motors

COFFEE MILL—

Specialty Novelty Co., each $5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899 ..... 85@85&10%

PICTURE—

Niles' Patent 40%
Porcelain head, combination list ..... 60&10%
Porcelain head, Sargent's list 60%

Nail Nippers

"Gem," ¼ gross lots, ₱ gross $21.00
" less quantity, ₱ dozen 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net $7.50
Black Hawk, ₱ dozen 9.00
Cyclops ..... 50&10%@50%
Cronk's, ₱ dozen, net $12.00
Eureka, No. 74, ₱ doz., net $8.50
Eureka, No. 75, ₱ doz., net $8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00 ..... 30&5%
Lightning, ₱ doz., $18.00 ..... 20%
Morris No. 1, list $20.00 ..... 50%
National, ₱ doz., $24.00 ..... 10%
Pelican, ₱ doz., $ 9.00 ..... 40@40&10%
Kollis Hardware Co., No. 1, $18.00 ..... 50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	.55
Corrugated	.65
Knurled	60@70%

Nippers

Acme 50%
Nettleton Mfg. Co.:
- Reversible Cutting 40%

Smith's cutting 50%
Todd's cutting 50%

Nut Crackers

	₱ Gro
Acme, Japanned, $20.00	40%
Acme, Nickel Plated, $3.00	30%

Nuts

Cold Punched:
- Mfrs. or U. S. Standard. ..... Off List
- Square, blank $5.00
- Hexagon, blank 5.45
- Square, blank, C. T. & R 5.30
- Hexagon, blank, C. T. & R 6.05

Hot Pressed:
- Mfrs. U. S. or Nar. Guage Standard Square, blank 5.20
- Hexagon, blank 5.20
- Square, tapped 5.20
- Hexagon, tapped 5.70

Oils

Linseed, city, boiled, in barrels
Linseed, city, raw, in barrels
Out of town on spot
Calcutta, raw, in barrels
} See "Review of Markets"

Lard, prime city, ₱ gal ..... 63@64c
Lard, Extra, No. 1 ..... 49@52c
Lard, No. 2 ..... 38@40%

Oilers

Brass and copper ..... 50&10
Tin or steel ..... 65@10&70%
Cushman & Denison's: ₱ Doz
- Gem ..... $ .50
- Leader ..... .80
- Perfect oilers 1.50
- Star pocket oilers ..... .75

"Paragon," brass ..... 50&10%
"Paragon," zinc ..... 65&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust ..... 70@70&10%
Zinc and tin ..... 65@65&10%
American Tube & Stamping Co.:
- Spring bottom cans ..... 70@70&10%
- Railroad oilers, etc ..... 60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes': 40%
- Hindostan, large axe ..... 8c ₱ lb
- " small " ..... 10c " "
- Queer Creek Axe ..... 20c " "

OIL STONES—

Pikes': 33⅓%
- Lily White Washita ..... 60c ₱ lb
- Rosy Red " ..... 60c " "
- Extra " ..... 50c " "
- No. 1 " ..... 40c " "
- No. 2 " ..... 30c " "
- Lily White " round edge slips ..... 90c " "
- No. 1 Washita, round edge slips ..... 70c " "
- Washita Pen Knife pieces ..... 70c " "
- No. 1 Hard Arkansas stone 3 to 5¼ in. long ..... $2.80 " "
- No. 1 Hard Arkansas stone 5¼ to 8 in. long ..... $3.50 " "
- No. 1 Soft Arkansas stone 3 to 5¼ in. long ..... $1.50 " "
- No. 1 Soft Arkansas stone 5¼ to 8 in. long ..... $1.70 " "
- Soft Arkansas, round edge slips ..... $2.50 " "
- Hard Arkansas, round edge slips ..... $4.00 " "
- Hard Arkansas Pocket Knife pieces ..... $4.00 " "

Pikes':
- Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes 40%
- India Oilstones, all grades and sizes 33⅓%
- Queer Creek Oilstones ..... 20c ₱ lb
- Chocolate Oilstones ..... 50c " "
- Regular Hindostan ..... 8c " "
- Small Hindostan ..... 10c " "

} 40%

Pike's Selling Assortments:

Assortment No. 1	$20.00	net
" " 2	12.00	"
" " 3	15.00	"

Packing, Steam

RUBBER—

Boston Belting Co.:
- Phoenix, net ₱ lb 50c
- Plumbago 50%

Pure Packing, "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₱ Lb

American Packing ..... 8c@10c
Cotton Packing ..... 16c@25c
Italian Packing ..... 9½c@13c
Jute ..... 4½c@5c
Russian Packing ..... 8½c@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₱ doz	$ 4.00
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	10.00
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	"	30.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 73	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '96	" "	6.00
White Mountain	" "	5.00

POTATO— ₱ Doz

Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's: ₱ Gro
- Carpenter's ..... $2.17@3.75
- Carpenter's, blue or red lead ..... 4.00@7.50
- Office ..... 1.87@7.50
- Lumber 6.87
- Colored lumber 9.00
- Black artists 9.37
- Colored ..... 4.38@7.50
- Assortment boxes ..... 1.31@3.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899 ..... 70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire 50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.) 40%
Bench, first quality ..... 40&10%
Bench, second quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding ..... 33⅓&5%

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Butcher's....$5.00@5.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....30&5@29%

Pliers
Button....75&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$8.25
" 40....75&10%
" 50....30%
" 65....40&10%
" 70....50%
" 80....50&10%
" 85....50%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts
See Bolts.

Plumb Bobs
Keuffel & Esser Co....33⅓%

Plumbs and Levels
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels
Stanley's....45%
Duplex....35%

Poachers
See Egg Poachers.

Police Goods
Tower & Lyons....25%

Polish Metal
Prestoline Liquid, new list....40%
Prestoline Paste....40%
U. S. Metal Polish Paste, 3 oz boxes,
₱ doz....$ .50
₱ gross....4.50
¼ pound boxes, ₱ dozen....1.25
1 pound boxes, ₱ dozen....2.25
U. S. Liquid, 3 oz cans, ₱ dozen....1.25
₱ gross....12.00
Barkeeper's Friend Metal Polish
₱ dozen....1.75
₱ gross....18.00

Polish, Stove
Black Eagle benzine paste, 5 lb cans,
₱ lb....10c
Black Eagle, liquid, 10 oz. cans,
₱ doz....75c
Black Jack paste, ¼ lb cans, ₱ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₱ gross, $10.00....50%
Joseph Dixon's, ₱ gross, $6.75....10%
Dixon's Plumbago, ₱ lb....8c
Fireside, ₱ gross....2.50
Gem, ₱ gross, $4.50....10%
Japanese, ₱ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₱ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ¼ lb. box, ₱ doz....1.00
Black silk, 5 oz box, ₱ doz....75c
Black silk, ¼ pint liquid, ₱ doz....1.00

Poppers, Corn
Square.	₱ Doz	₱ Gro
1 qt.		$ 9.00
1½ qt.		11.00
2 qt.		13.50

Post Hole Diggers
Avery's....60%
Disston's Samson Digger, ₱ doz. $34....25%
Kohler's:
Little Giant....₱ doz., net $12.00
Hercules...." " " 9.50
Invincible...." " " 9.00
Pioneer...." " " 7.20
Universal...." " " 13.00
New Champion...." " " 5.00
Rival...." " " 5.00
Ryan's,....₱ doz., $20.00....25%
Iwan's:
Split handle....net $2.75@7.00....₱ Doz
Perfection...." 7.25@75.0
Rockford Tack & Nail Co.:
Rockford brand....₱ doz.," 6.50
Atlas pattern...." " " 7.50

Post Hole Augers
Iwan's Patent improved....40&5%
Vaughan's, 4 to 9 in....." " 6.00

Potato Hooks, Etc
Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder
See Ammunition.

Presses
See Fruit and Jelly Presses.

Primers
See Ammunition.

Pruning Hooks and Shears
Cronk's Pruning Shears, all styles....33⅓
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....30%
Disston's Pruning Hook, ₱ doz., $12.00..30%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys
Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Ox all steel....0
Grand Rapids," all steel....5
Hay Fork, swivel eye., ₱ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₱ doz., $6.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps
Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75@80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Dairy, net ₱ doz....$ 7.50
Mechanical, net ₱ doz....7.50
F. E. Myer's & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump....13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump....15.00
No. 6¼, Fig. 307, 3¼ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 32, Fig. 523, 3 in. Deep Well Pump....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 332, 3¼ in. Shallow Well Pump....17.00
No. 70, Fig. 333, 2¼ in. Deep Well Pump....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3¼ in. Lift Pump..11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3¼ in. Lift Pump..8.50
No. 225, Fig. 389, Windmill Pump...12.50
No. 235, Fig. 406, Windmill Pump...16.00
No. 240, Fig. 406, Regulator Pump..28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 512, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches
Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60&65%
Snells' Tinners'....40&5%

Rail
Barn Door, Light, Inches...	¼	⅜	½
₱ 100 feet	$1.40	1.95	2.80

Barn Door, "None Better" No. 1, ₱ ft...3¾c
Barn Door, "None Better" No. 2, ₱ ft....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 5c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's:
O. N. T. style, No. 13....₱ Ft
Double braced, No. 10....2¾c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ₱ 100 ft....3.50
" 1¼ " " " 3.98
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₱ ft....6¼c
Sliding Door, Steel, Brass Plated, ₱ ft..5½c
Sliding Door, Wrought brass, 1¼ in ₱ lb. 25c....25@30%
Victor Track Rail, 7c ₱ ft....60&10&2½%

Rakes, Etc
Cronk's:
Malleable....70&10%
New Champion....$3.75, 4.00, 4.25 net
Victor....$3.00, 3.25, 3.50 net
Anti-Clog Lawn....$4.00 net
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:....Net
Lawn Queen, 20....$3.15
" " 24....3.25
Jumbo Lawn, 26....5.4c
Paragon (wood head)....2.50
Steel Garden, 10th....2.00
" " 12th....2.10
" " 14th....2.25
" " 16th....2.40

Rasps, Horse
Disston's....75%
New Nicholson Horse Rasp...70&10@75&5%
See also Files.

Razors
Electric....List Net
Boracic....60%
Fox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones
Pike Mfg. Co.:
Belgian German and Swaty, all sizes...50%
Pike's Selling Assortments:
Assortment No. 1....$18.00 net
" No. 2....10.00 net

Registers and Ventilators
HOT AIR—
New list, July 1, 1906:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70@70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops
Iwans' Volcano....55%

Rifle Cleaners
Bishops':
Small Bore Rifle Cleaner, ₱ doz....$3.00

Rings
See Bull and Hog Rings.

Rivets and Burrs
COPPER—
Belt with Burrs....45@45&5%
Hose with Burrs....45@45&5%
IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75@75&5%
Miscellaneous....70@70&5

Rivet Sets
Regular list....70%

Rollers, Stay
Cronk's:

Nos.	50	55	56	60	65
₱ Dozen	.90c	.80c	.75c	.75c	.75c

Rope
Cotton Rope:....₱ Lb
Best ¼ in. and larger....16⅔c
Medium....14⅔c
¼ in. and larger....—
Common....10⅓c
Jute Rope:
A grade....6½c
C grade....5½c
Manilla Pure:
7-16 in. and larger....12½c
⅜ in....12c
7/16 and 5-16....13⅓c
Sisal, Pure:
7-16 in. and larger....10c
⅜ in....10½c
¼ and 5-16 in....11c

Root Cutters
Lane's....25%

Rules
Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons
DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs....3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs....3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel....70&10&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances
Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain
Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener
Ives....40%

Sash Cord
Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia, ₱ lb....15c
Common India, ₱ lb....10@10½c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12½@18c
Silver Lake:
A Quality, drab, ₱ lb....40c
A Quality, white, ₱ lb....35c
B Quality, drab, ₱ lb....35c
B Quality, white, ₱ lb....30c

Sash Fasteners
Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....62%

Sash Locks
Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½
Crescent....50&10,
Iron....62½
Window ventilating....60%
Robinson pat. ventilating sash lock...40%
Wrought bronze and brass....55%
Wrought steel....55%
Paysons Signal....30%
Pullman patent ventilating....25%

Sash Weights
Ton lots at factory (Eastern)..$27.50@$28.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws
Atkins:
Band to 14 in. wide....60%
Band ½ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 8 in. to 16 in. wide....60%
Band ½ in. to 1¾ in....30%
Cross cuts....45%
Narrow cross cuts....50%
Mulay, mill and drag....50%
Framed wood saws....40%
Wood saw blades....40
Wood saw rods....25%
Hand saws, Nos. 12, 99, 9, 16, D100, D85, 120, 76, 77, 8....30%
Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 00, combination....35%
Compass, keyhole, pruning, dovetail, &c....30%
Butcher saws and blades....40%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..30&3½&10%
Pease:
Cross cuts....35%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines..10%
Sterling Saw Machines....10%
Sterling hack and saw blades....35%
Sterling hack saw frames....25%
Disston's:
Concave blades....30%
Keystone flex. back and mach. blades.40%
Hack saw frames....50%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....15&10%

Saw Filer
Disston's D8 Clamp and Guide, $30.00
₱ doz....30%

Saw Frames
C. E. Jennings & Co....30%
Richardson's Wood....net
Sterling....25%

Saw Sets
Atkins,
Criterion saw sets, ₱ doz....$6.00
Excelsior saw tools No. 1, ₱ doz....4.80
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$7.50
"Royal," ₱ doz. net....4.50
Morrill's:
Nos. 1, $15.00; 10, $15.53; 11, $15.53....50%
Cross cuts, Nos. 3 & 4, $20.53; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz....1.00
Taintor's Positive, $18.00 ₱ doz....60%

Scales
Chatillon's:
Eureka....20%
Favorite....40%
Grocers' triple scales....40%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.30@$3.00
Striped....$3.00@$3.30
Pelouze....50%

Scale Beams
Chatillon's No. 1....25%
Chatillon's No. 2....25%

Scrapers, &c
Adj. Box scrapers (S. R. & L. Co.) $6.00...45%
Box, 1 handle, ₱ doz....$2.00
Box, 2 handle, ₱ doz....$3.00@$4.00
Foot....55&5@60&5%
Ship, Common, ₱ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz....$3.00

Screw Drivers
Brace Screw drivers....35&10&5%
Buck Bros....30%
Screw Driver Bits....27½
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 8, $12.00....50%
C. E. Jennings & Co., No. 265....40&10%
Jennings & Griffin....36⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....33⅓%
Screw Driver bits (Snell's) ₱ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 66....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75&5%
No. 10....75&10&10%
Nos. 20 and 30....60&10&10%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws
WOOD SCREWS—
List July 22, 1908.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50@50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@7½%
Lag screws, list Oct. 1, 1880....75&15%
Cone Point....75&15%

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BENCH, HAND, ETC—

Bench, iron, ₱ doz.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....80@80&5%
Hand, wood.....80@80&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....40&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

₱ Doz
Cronk's.....$8.00
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush.....40%

Scythe Rifles

2-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones

₱ Gro
Pike's Selling Assortments:
Assortment "A".....$4.75 net
" "B".....$5.75 net
No. 1, Indian Pond.....$ 7.00 } 40%
No. 2, " " ..... 4.50 }
White Mountain..... 9.00 }
Black Diamond..... 12.00 }
Lamoille..... 11.00 }
Green Mountains..... 6.00 }
Leader Red End..... 4.50 }
Willoughby Lake..... 9.00 }
Extra Quinnebog..... 7.00 }
Pike's Corundum..... 18.00 }
" Quick Cut Emery.....10.00 }

Seeders

Raisin, Enterprise.....25@30%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks
Nickel Plated.....70&10%
Japanned.....70&10%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....40%

Shears, Hedge

Wm. Wilkinson & Sons.....50%

Sheaves

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Skate Sharpeners

Eureka.....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools

Plumbs.....80%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....40%
Kraut cutters, 24x7, 26x8, 30x9.....55%
Kraut cutters, 36x12, 40x13.....40%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.00@20.00
2 knives, ₱ gro.....$22.50@30.00
Kraut cutters.....40%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers

Vegetable, Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps....80&2%
Breast strap protector.....45%
Double for bike or trace carrier.....45%
Trojan snaps.....45
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....80&2%
Rope snaps.....40%
Yankee snaps.....80&2%

Scythe Snaths

National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓

Spoons and Forks

Atlas Spoons:
Tea, ₱ gro. net.....45%
Table, ₱ gro. net.....90%
Boardman's:
Nickel silver, catalogue "D".....net list

SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10&10%
German silver, unplated.....60@60&5%

KNIVES AND FORKS, NO. 12—
₱ Doz. Net
"1847".....$8.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....2.75

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels, new list..70%
Try square and T bevel.....60&10&5@70%
Winterbottom's Try and Mitre:
Iron Handle.....40%
Wood Handle.....50%
Nickel-pl'ted, new list, Jan. 5, '00.75&10&80%
Steel and iron.....75&10&80%

Staples

Barbed blind, ¼, ⅜, & ½ in., ₱ lb...6@6½c
Poultry Netting.....8½@3½c

FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₱ doz.....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels

Chatillon's "Dicks".....80%

Stocks and Dies

BICYCLE—
Holroyd & Co.....40&10%

BLACKSMITH'S—
Butterfield's.....35&40%
Gardner.....35&10%
Holroyd & Co.....50&10&5%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%

PIPE MAKERS—
Holroyd & Co.....80&10%@80&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Swing Chairs, Steel

Haggard & Marcusson Co., "Comfort" per doz.....

Tackle Blocks

See Blocks.

Tacks, Finishing Nails, &c

New List, May 1, 1905.
American Carpet Tacks.....90&87½&10%
American Cut Tacks.....90&87½&10%
Swedes Cut Tacks.....90&87½&10%
Swedes Upholsterers'.....90&50&10%
Gimp Tacks.....90&50&10%
Lace Tacks.....90&50&10%
Trimmers' Tacks.....90&40&10%
Looking Glass Tacks.....65&5%
Rill Posters' & Railroad Tacks...90&50&10%
Hungarian Nails.....85%
Finishing Nails.....70&10%
Trunk and Clout Nails.....80&10%
NOTE.—The above prices are for Standard Weights. An extra 5% is given on on Medium Weights, and an extra 10&5% is given on light weights.

MISCELLANEOUS—
Double Point, in dozens.....90&8tens
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring

Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trace Holders

Fernald's, ₱ doz. pairs.....net $1.25

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$38.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—
Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50

GAME—
Enterprise Mole..:.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10@70&10&5%

MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₱ doz.....$13.25
No. 2, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72.. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick.....80%
Disston's:
Brick and Pointing.....80%
Plastering.....25%
"Standard Brand" and Garden.....25%
C. E. Jennings & Co.:
Brick.....80%
Plastering.....25%
Pointing.....80%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$4.80
" " Tinned, ₱ gross, net..... 6.00
Wood Hdl., ₱ gross, net..... 4.80
Disston's.....25%
Avery's, net ₱ gro.....$6.00

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....60%
Solid box.....80%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....45%
Coachmakers'.....45%
Armstrong's:
Combination.....50%
Plain and Hinge.....50%
Bonney's Champion.....60&10

Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&2½%
Lowell Hand.....33⅓%
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-working.....15@20%
Planer.....15@20%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS
Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....80&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....80&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Water Motors

Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching

Covert Mfg. Co.....40&2%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40
Besley's Pearless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....35&10%
Phœnix.....30%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....15%
Bright Wire Goods:
New list June 24, 1903.....20&25%
Cast steel wire.....50%
Copper wire.....20@25%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60@60&10%
Market Wire, Bright or Annealed:
Nos. 0 to 9.....75&5%
Nos. 10 to 18.....75&10%
Nos. 19 to 26.....80%
Nos. 27 to 36.....80%
Galvanized:
Nos. 15 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....70%
Cast steel.....50%
Charcoal iron.....30%
Gun screw.....25%
Picture wire, list of Oct. 2, 1900.....
.....85&10@85&10&10%
Stub's steel wire.....$6.00 to$ 33⅓%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....80&5@60&10%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.00@$1.10

Wire Rope

Bright.....45&2½%
Iron, galvanized.....37½&2½%

Wire Rope Clips

Crosby.....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.50

Wrenches

Agricultural.....75&10@75&10&10%
Alligator.....70%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50&10@60%
Bemis & Call's:
Briggs pattern.....40%
Improved Pipe, bright.....60%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....30&10%
Acme.....60@60&10%
Bull Dog.....70
Hercules.....

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes
National Cutlery Co., Detroit, Mich.

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

"Atlantic" Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Automat'c Door Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Automatic Knife and Scissors Grinders
Colonial Supply Co., Wellsville, N. Y.

Automat'c Shears and Scissors
Davies Automatic Shear Co., New York.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Sundries
Geo. W. Nock Co., Philadelphia, Pa.

Awnings
Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Axes
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Bank Locks
The Yale & Towne Mfg. Co., New York.

Barbers' Supplies
Krant & Dohnal, Chicago, Ill.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co.. Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N.J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Geo. W. Nock Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York

Box Straps
Cary Mfg. Co., New York

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Brackets, Shelf
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"
Atlantic Stamping Co., Rochester, N. Y.

Brick Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.
The Yale & Towne Mfg. Co., New York

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Machinery
Cleveland Butchers' Supply Co., Cleveland, O.

Butchers' Scales
John Chatillon & Sons, New York

Butchers' Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinet Hardware
The Yale & Towne Mfg. Co., New York.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Camping Outfits
Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbach & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Myers & Bro., Ashland, Ohio

Casters
Faultless Caster Co., Nebraska City, Neb

Casters (Furniture)
Geo. P. Clark Co., Windsor Locks, Conn.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chain Blocks
The Yale & Towne Mfg. Co., New York.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N.Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Chute, Coal, Wood, Vegetable
Chappell Furnace Co., Morenci, M ch.

Cigar Makers' Cutting Tools
Kraut & Dohnal, Chicago, Ill.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers
Coates Clipper Mfg. Co., Worcester, Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coasters
S. L. Allen & Co., Philadelphia, Pa.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Combination Squares
A. W. Hight, Toledo, O.

Conductor Pipe
American Steel Roofing Co., Middletown, Ohio.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Copper Ware
Atlantic Stamping Co., Rochester, N. Y.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Shellers
A. H. Patch, Clarksville, Tenn.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Creamery Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery
Davies Automatic Shear Co., New York
Kraut & Dohnal, Chicago, Ill.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Diamond Tools
The Tanite Co., Stroudsburg, Pa.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill

Door Check and Spring (Blount)
The Yale & Towne Mfg. Co., New York.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Keuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.

Drawing Knives
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dry Goods Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Dye House Trucks
Geo. P. Clark Co., Windsor Locks' Conn.

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Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Electric Supplies
Geo. W. Nock Co., Philadelphia, Pa.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa

Emery
The Tanite Co., Stroudsburg, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Glue
The Tanite Co., Stroudsburg, Pa.

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.

Enamel Ware (Ten Cent)
Baltimore Stamping Co., Baltimore, Md.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co. Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Fences (Steel Picket)
Glen Mfg. Co., Ellwood City, Pa.

Fences (Wire)
Glen Mfg. Co., Ellwood City, Pa.

Fences, Wire and Iron
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fireless Cookstoves
Caloric Fireless Cookstove Co., Grand Rapids, Mich.

Fishing Reels
A. F. Meiselbach & Bro., Newark, N. J.

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")
Avery Stamping Co., Cleveland, Ohio.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y.

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Schooley Novelty Co., Homestead, Pa.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
C. E. Jennings & Co., New York.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grinding Machines
The Tanite Co., Stroudsburg, Pa.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saw Frames
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Cheney Hammer Co., Little Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand and Foot Power Grinders
Royal Mfg. Co., Lancaster, Pa.

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Franklin Specialty Co., Reading, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co. Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn
Standard Horse Nail Co., New Brighton, Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City N. J.

Hot Pan Lifters
E. L. Watrous Mfg. Co., Des Moines, Ia.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
Dana Mfg. Co., Cincinnati, O.
John H. Graham & Co., New York
North Bros. Mfg. Co., Philadelphia

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.

Inclinometers
Bradford Union Mfg. Co., Bradford, Pa.

Ironing Boards
Tyrone Ironing Board Co., Tyrone, Pa.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Job Lots
Chas. Weiland, New York, N. Y.

Keys and Blanks
Geo. W. Nock Co., Philadelphia, Pa.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.

Ladders (Rolling)
Bicycle Step Ladder Co., Chicago,

Lamps, Bicycle
John H. Graham & Co., New York

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Landing Nets, Ring, Staff
A. F. Meiselbach & Bro., Newark, N. J.

Lawn Fences
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
Ward Fence Co., Portland, Ind.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Globe Lawn Mower Mfg. Co., Reading, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Worcester Lawn Mower Co., Worcester, Mass.

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.
John H. Graham & Co., New York

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Bradford Union Mfg. Co., Bradford, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels, Semi-Circular
Bradford Union Mfg. Co., Bradford, Pa.

Lifting Jacks
Barth Mfg. Co., Milwaukee, Wis.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks
Geo. W. Nock Co., Philadelphia, Pa.
Yale & Towne Mfg. Co., New York.

Locks and Knobs
John H. Graham & Co., New York

Locksmiths' Supplies
Geo. W. Nock Co., Philadelphia, Pa.

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Rochester, N. Y.

Machinists' Supplies
Diamond Saw & Stamping Works, Buffalo, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mallets
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Mills, Coffee and Spice
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mops
Bay State Mop Co., Woburn, Mass.

Mop Wringers
Dana Mfg. Co., Cincinnati, O.
Lee Chair Co., Oneida, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
Nettleton Mfg. Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans
Atlantic Stamping Co., Rochester, N. Y.
A. F. Meisselbach & Bro., Newark, N. J.

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Veorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
The Yale & Towne Mfg. Co., New York.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Clips
Cushman & Denison, New York

Paper Fasteners
Schooley Novelty Co., Homestead, Pa.

Patents
Davis & Davis, New York
O. J. Haegler, Philadelphia, Pa.

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plated Ware
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Plate Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishing Pastes
The Tanite Co., Stroudsburg, Pa.

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York

Post Office Lock Boxes
The Yale & Towne Mfg. Co., New York.

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Printers' Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pulleys (Norris)
Frank B. Sloan & Co., Baltimore, Md.

Pulleys (Sash)
Frank B. Sloan & Co., Baltimore, Md.

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railroad Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and Sheffield, England
Adolph Strauss & Co., New York.

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razors, Safety
Gem Cutlery Co., New York
Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York

Reamers
C. E. Jennings & Co., New York

Reels, Rope
Udell Works, Indianapolis, Ind.

Registers, Warm Air
Berger Bros. Co. Philadelphia
Standard Register Co., Cleveland, Ohio.

Reversible Nippers
The Nettleton Mfg. Co., Middletown, Conn.

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

Rifles
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets
Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co.: Jersey City, N. J.

Rubber and Iron Wheels
Geo. P. Clark Co., Windsor Locks, Conn

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Hangers
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Lifts
Champion Safety Lock Co., Geneva, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Pulleys (Norris)
Frank B. Sloan & Co., Baltimore, Md.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Diamond Saw & Stamping Works, Buffalo, N. Y.
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co. New York

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago.

Scissors, Automatic
Davies Automatic Shear Co., New York

Screen Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Screen Doors
A. J. Phillips Co., Fenton, Mich.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screwless Shears and Scissors
Davies Automatic Shear Co., New York

Screws
Robert Murray, New York

Screw Drivers
The Ducharmes Co., Shelburne Falls, Mass.
John H. Graham & Co., New York
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.

Screw Wrenches
Bemis & Call, Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
American Fork & Hoe Co., Cleveland. O
Geneva Tool Co., Geneva, O.

Scythe Stones
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Seed Sowers
Cyclone Seeder Co., Urbana, Ind.

Self-Lighting Burners
Oakman Mfg. Co., New York.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington-Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels
A. J. Phillips Co., Fenton, Mich.
Geneva Tool Co., Geneva, O.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Chisels
Geneva Tool Co., Geneva, O.
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners
Geneva Tool Co., Geneva, O.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Scrapers
Geneva Tool Co., Geneva, O.

Sidewalk Shovels
Geneva Tool Co., Geneva, O.

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Skewers
John Chatillon & Sons, New York

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York

Sleds
S. L. Allen & Co., Philadelphia, Pa.

Snow Shovels ("Alaska")
Avery Stamping Co., Cleveland, Ohio.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Special Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
Geo. W. Nock Co., Philadelphia, Pa.
Superior Spring Hinge Co., Chicago, Ill.

Springset Shears and Scissors
Davies Automatic Shear Co., New York,

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
Henry Disston & Sons, Inc., Phila., Pa.
L. S. Starrett Co., Athol, Mass.

Squares (Universal)
The Duby & Shinn Mfg. Co., New York, N. Y.

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

Steel Dies
E. L. Watrous Mfg. Co., Des Moines, Ia.

Steel Door Buttons
E. L. Watrous Mfg. Co., Des Moines, Ia.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel, Hoop and Band
Harold McCalla, Philadelphia, Pa.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Step Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill.

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York

Stone Hooks
Geneva Tool Co., Geneva, O.

Stove Trimmings
Fanner Mfg. Co., Cleveland, O.

Strapping Belts
Ames Sword Co., Chicopee, Mass.

Street Hoes
Geneva Tool Co., Geneva, O.

Strops, Razor
Alfred Field & Co., New York
Gem Cutlery Co., New York, N. Y.
Kampfe Bros., New York, N. Y.

Sugar Beet Tools
Geneva Tool Co., Geneva, O.

Tables, Folding
Udell Works, Indianapolis, Ind.

Tack Pullers
F. E. Ellis & Son, Milldale, Conn.
John H. Graham & Co., New York

Tackle Blocks
Boston & Lockport Block Co., Boston, Mass.

Tailors' Shears
R. Heinisch's Sons Co., Newark, N. J.

Ten Cent Specialties
Franklin Specialty Co., Reading, Pa.

Tents
Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Thistle and Dock Diggers
Geneva Tool Co., Geneva, O.

Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Tinners' and Roofers' Supplies
Berger Bros. Co., Philadelphia

Tinners' Snips
R. Heinisch's Sons Co., Newark, N. J.

Toe Calks
Always Sharp Calk Mfg. Co., Jersey City, N. J.

Toilet Ware
Atlantic Stamping Co., Rochester, N. Y.

Tool Chests and Cabinets
Am. Tool Chest Co., New York, N. Y.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York

Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.
L. & I. J. White Co., Buffalo, N. Y.

Toys, Iron
Arcade Mfg. Co., Freeport, Ills.

Tool Sharpeners
Royal Mfg. Co., Lancaster, Pa.

Transom Chains
Smith & Egge Mfg. Co., Bridgeport, Conn

Traps, Rat and Mouse
Smith & Egge Mfg. Co., Bridgeport, Conn

Trouser and Skirt Hanger
Caldwell Mfg. Co., Rochester, N. Y.

Trowels
Henry Disston & Sons, Philadelphia
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Geo. W. Nock Co., Philadelphia, Pa.

Trucks, Store
John Chatillon & Sons, New York
John H. Graham & Co., New York

Trunk and Suit Case Locks
The Yale & Towne Mfg. Co., New York.

Tube Expanders
Ajax Mfg. Co., Pittsburgh, Pa

Tubes, Seamless Drawn
American Tube & Stamping Co., Bridgeport, Conn.

Tubing
American Tube & Stamping Co., Bridgeport, Conn.

Turnbuckles
Columbus Bolt Works, Columbus, O.

Twist Drills
C. E. Jennings & Co., New York

Valves, Pump
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio

Varnishes
Adams & Elting Co., Chicago, Ills.
E. E. Nice, Philadelphia, Pa.

Ventilating Sash Locks
Champion Safety Lock Co., Geneva, O.

Ventilators
Berger Bros. Co., Philadelphia

Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
John H. Graham & Co., New York
Walworth Mfg. Co., Boston, Mass.

Wagon Jacks
Covert Mfg. Co., Troy, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.

Warehouse Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Washers, Iron and Steel
Columbus Bolt Works, Columbus, O.

Washing Machines
Blackstone Mfg. Co., Jamestown, N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
White Lily Washer Co., Davenport, Ia.

Wash Boilers
Atlantic Stamping Co., Rochester, N. Y.

Wash Tubs
Atlantic Stamping Co., Rochester, N. Y.

Water Coolers
Buffalo Mfg. Co., Buffalo, N. Y.
Rose Mfg. Co., New York.

Water Filters
Fulper Pottery Co., Flemington, N. J.

Water Motors
The A. Rosenberg Co., Baltimore, Md.

Well Augers
Iwan Bros., Streator, Ill.

Wheelbarrows
American Fork & Hoe Co., Cleveland, O.
Bryan Mfg. Co., Bryan, Ohio

Whetstones
The Tanite Co., Stroudsburg, Pa.

Window Screens and Doors
John H. Graham & Co., New York
A. J. Phillips Co., Fenton, Mich.

Window Stop Adjusters
H. B. Ives Co., New Haven, Conn.

Wire, Coiled Spring
John Chatillon & Sons, New York

Wire Cloth
Buffalo Wire Works Co., Buffalo, N. Y.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire Gates, Fences and Fencing
Enterprise Foundry & Fence Co., Indianapolis, Ind.

Wire Goods
Buffalo Wire Works Co., Buffalo, N. Y.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire Lathing
New Jersey Wire Cloth Co., Trenton and New York

Wire, Market
Berger Bros. Co., Philadelphia
Fuller Bros., New York
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire, Music
Alfred Field & Co., New York

Wire Nails
Fuller Bros. & Co., New York

Wire Springs
John Chatillon & Sons, New York

Wire Straighteners
Chandler & Farquhar, Boston

Wire Stretcher Gates
C. F. Smith Co., DeKalb, Ill.

Wood Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.

Wood Factory Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Wood Fillers
E. E. Nice, Philadelphia, Pa.

Wood Hardware Specialties.
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New Britain Conn.

Woven Wire Fences and Gates
Cyclone Woven Wire Fence Co., Waukegan, Ill.

Woven Wire Stretchers
C. F. Smith Co., DeKalb, Ill.

Wrenches
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Wrought Butts
Bommer Bros., Brooklyn, New York
McKinney Mfg. Co., Allegheny

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ALPHABETICAL INDEX TO ADVERTISERS

A

Adams & Elting Co., The 17
Ajax Mfg. Co 2
Allen (S. L.) & Co 14
Always Sharp Calk Mfg. Co ..... *
American Fork & Hoe Co 7
American Shearer Mfg. Co 68
American Tool Chest Co 14
American Tube & Stamping Co 18
Ames Sword Co 67
Arcade Mfg. Co 17
Armstrong Mfg. Co 11
Atlantic Stamping Co 47
Avery Stamping Co 56

B

Baeder, Adamson & Co 10
Baltimore Stamping Co 68
Barth Mfg. Co 16
Barnett (G. & H.) Co 68
Barrett, W. L 49
Bay State Mop Co 14
Bemis & Call Hardware & Tool Co. 67
Berger Bros. Co 67
Bicycle Step Ladder Co 47
Blackstone Mfg. Co 4
Bommer Bros 68
Boston & Lockport Block Co 4
Bradford Union Mfg. Co ..... *
Brammer (H. F.) Mfg. Co 6
Bryan Mfg. Co 16
Buffalo Mfg. Co 3
Buffalo Wire Works Co 50

C

Caldwell Mfg. Co ..... *
Caloric Fireless Cook Stove Co 4
Capewell Horse Nail Co 68
Cary Mfg. Co 56
Champion Safety Lock Co 11
Chandler & Farquhar Co 14
Chappell Furnace Co., The 4
Chatillon (John) & Sons 5
Cheney Hammer Co., Henry ..... *
Clark (George P.) Co 7
Clark, Horrocks Co ..... *
Cleveland Butcher Supply Co. 14
Coates Clipper Co ..... *
Coes Wrench Co 13
Coldwell Lawn Mower Co 11
Colonial Supply Co 9
Columbus Bolt Works 68
Covert Mfg. Co 1
Cronk & Carrier Mfg. Co 15
Cushman & Denison Mfg. Co 49
Cyclone Seeder Co 8
Cyclone Woven Wire Fence Co 9

D

Dana Mfg. Co 56
Davies Automatic Shear Co 34
Davis & Davis 14
Diamond Saw & Stamping W'ks 68
Disston (Henry) & Sons, Inc 17
Dixon (Jos.) Crucible Co 10
Duby & Shinn Mfg. Co 53
Ducharmes & Co., The 8

E

Ellis (F. E.) & Son 67
Enterprise Fdy. & Fence Co 67
Enterprise Mfg. Co., of Ohio 50
Enterprise Mfg. Co. of Pa 9
Erie Specialty Co 2
Eureka Chair Seat Co 3

F

Fanner Mfg. Co 14
Faultless Caster Co 12
Field (Alfred) & Co 6,10
Fond du Lac Awning and Tent Co. 11
Foster Bros 5
Franklin Specialty Co., The 6
Fuller Bros. & Co 2

G

Gem Cutlery Co 1
Geneva Tool Co 1
Georgetown Chemical Works 45
Gillette Sales Co 43
Glen Mfg. Co 8
Globe Lawn Mower Co 4
Graham (John H.) & Co 15

H

Haegler, O. J 6
Hamilton Rifle Co 40
Hardwaremen's Exchange 50
Harrington & Richardson Arms Co. 49
Heinisch's (R.) Sons Co 4
Hight, A. W 53
Hoffmann, Geo. W 68
Holt-Lyon Co ..... *

I

Iowa Farming Tool Co 7
Ives (H. B.) Co 1

J

Jennings (C. E.) & Co 1
Josef Mfg. Co. (E. E.) 50

K

Kampfe Bros 39
Kelsey Heating Co 52
Keuffel & Esser Co 3
Kimball Bros. Co 4
Kraut & Dohnal ..... *

L

Lane Brothers Co 2
Lee Chair Co. (The) ..... *
Lisk Mfg. Co 51

M

Magnolia Metal Co 1
McCalla, Harold 4
McKinney Mfg. Co 67
Meisselbach (A. F.) & Bro 67
Miller (Frank) Co 10
Montross Metal Shingle Co., ... 47
Montross, Richard W 6
Munn & Co 14
Murray, Robert 4
Myers & Bro., F. E 2, 14

N

National Cutlery Co 16
Nettleton Mfg. Co 18
New Jersey Wire Cloth Co 12
Nice, Eugene E 68
Nicholson File Co 37
Nickel Plate Stove Polish Co 67
Niles Mfg Co 2
Nock (Geo. W.) Co. The 8
Norlund & Co 52
North Bros. Mfg. Co 10
Novelty Mfg Co 49

O

Oakman Mfg. Co ..... *
Oneida Community 1

P

Patch (A. H.) 56
Pelouze Scale & Mfg. Co 47
Philadelphia Lawn Mower Co 2
Phillips (A. J.) Co 4
Pike Mfg. Co 1
Pitkin (George W.) Co ..... *
Piqua Bracket Co 3
Prentiss Clock Improvement Co ..... *

R

Reed Mfg. Co 54, 55
Reynolds, J. W 53
Roberts & Mander Stove Co 2
Rochester Lunch Box Mfg. Co 16
Rodgers (Joseph) & Sons 6
Rose Mfg. Co ..... *
Rosenberg Motor & Mfg. Co. (The A.) 1
Royal Mfg. Co 11

S

Schooley Novelty Co 50
Schwerdtle Stamp Co 2, 9, 49
Sholes (The Charles E.) Co. 45
Sloan (Frank B.) & Co 1
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Snowflake Axle Grease Co 53
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Starrett (L. S.) Co 18
Stevens (J) Arms & Tool Co 1
Stowell Mfg. Co 6, 8, 11
Strauss (Adolph) & Co 38
Sun Stove Co ..... *
Superior Spring Hinge Co 14

T

Taft (David P.) 49
Tanite Co. (The) 1
Taylor & Boggis Foundry Co 12
Toledo Cooker Co 45
Townsend, C. C. & E. P 4
Tyrone Ironing Board Co ..... *

U

Udell Works 12

V

Van Dorn Iron Works 67
Voorhees Rubber Mfg. Co 8

W

Walworth Mfg. Co 1
Watrous (E. L.) Mfg. Co 8, 9, 50
Weiland, Chas 1
West Haven Mfg. Co 1, 68
White (L. & I. J.) Co 8
White Lily Washer Co 6
Wilkinson (A. J.) & Co 1
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Worcester Lawn Mower Co 67

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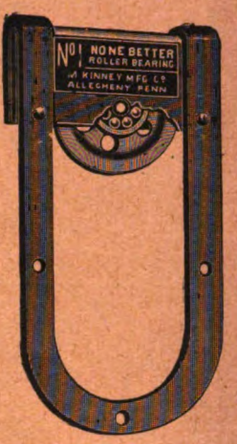
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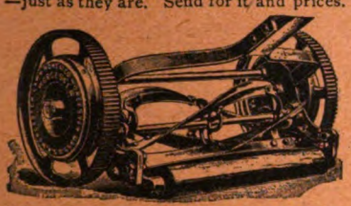
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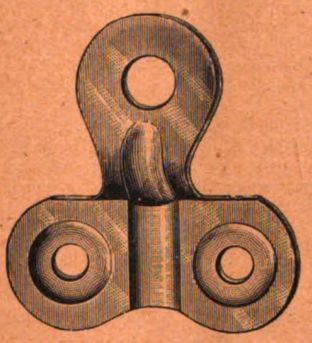
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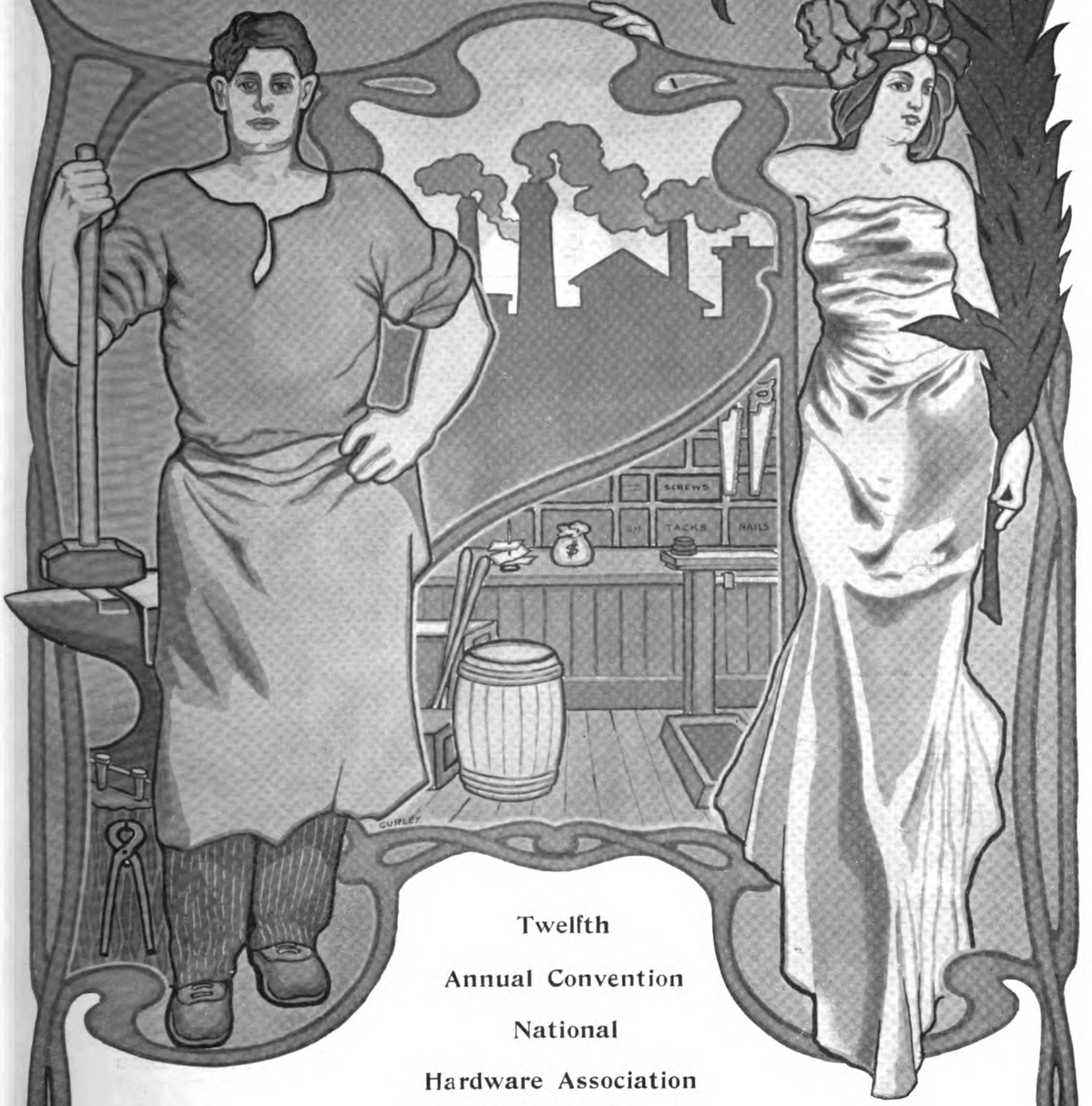
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HARDWARE



Twelfth

Annual Convention

National

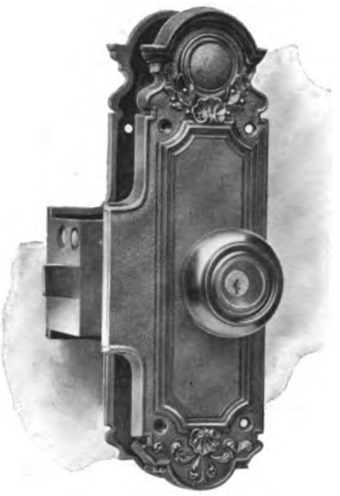
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Eleventh Convention

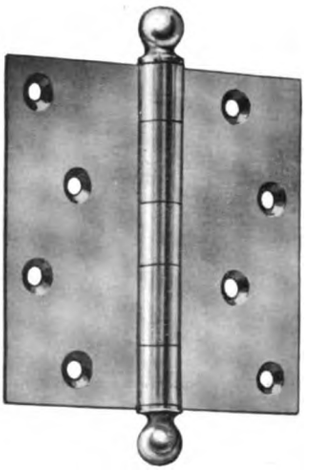
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Atlantic City, 1906

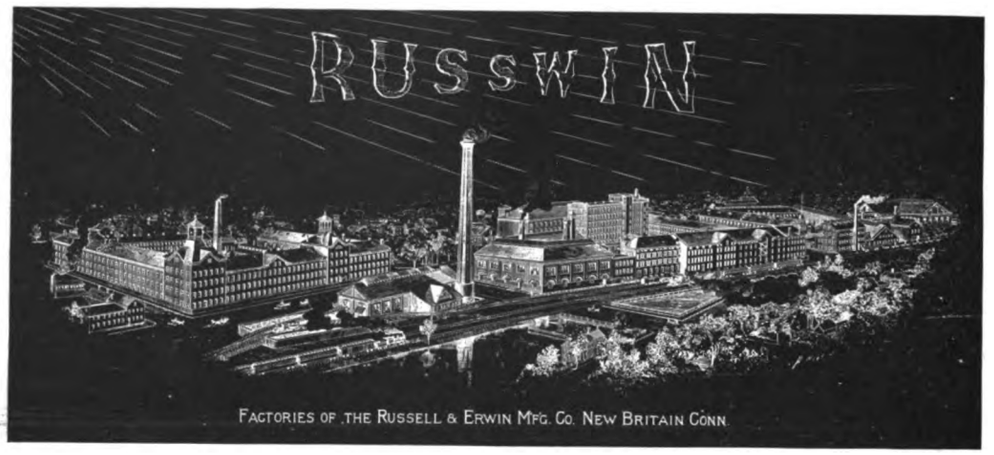
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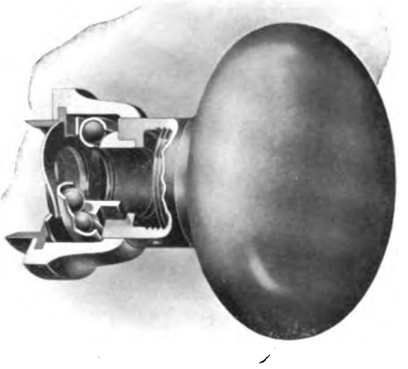


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VOL. XXXIV
NO. 2

HARDWARE

NEW YORK
OCT. 25
1906

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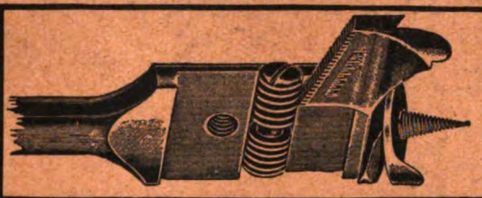
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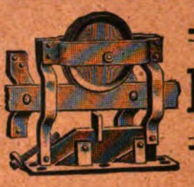
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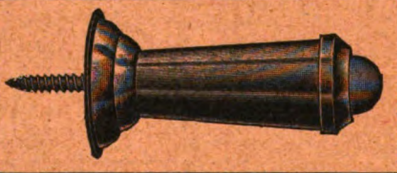
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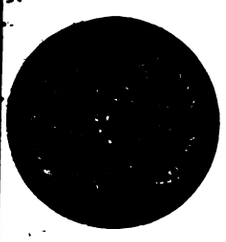
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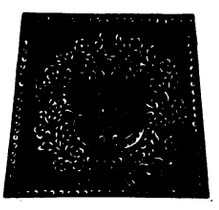
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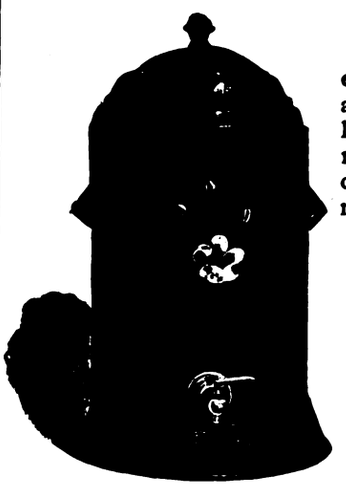


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HENRY DISSTON & SONS., Inc.
Established 1840.
PHILADELPHIA, PA.

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WORLD-WIDE

The Sun Never sets on



GENUINE

Philadelphia Lawn Mowers

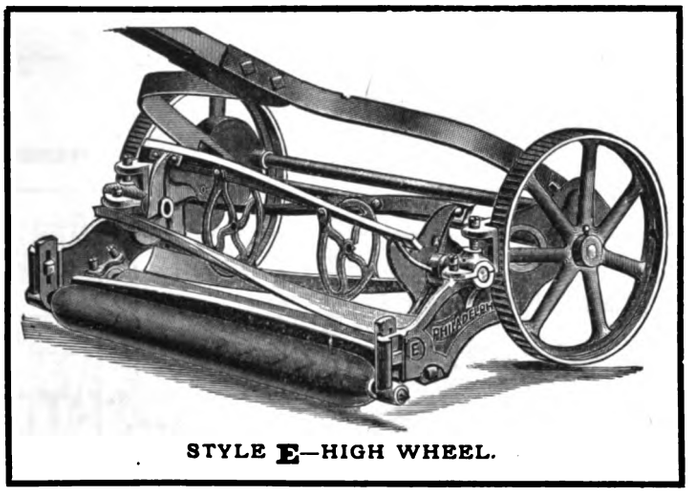
We are the largest makers of High Grade Lawn Mowers in the world.

Philadelphia on a Lawn Mower is like Sterling on Silver.

We've been at it since 1869—and for 37 years the Genuine Philadelphia Lawn Mowers have led the way in the improvement of Hand and Horse Mowers.

Cylinder with four Blades

Height of Drive Wheel 10 inches



STYLE E—HIGH WHEEL.

Diameter of Cylinder 6 1-2 inches

Train of 3 Gears and Double Ratchet

The Genuine Philadelphia Lawn Mowers have many new and up-to-date features which make them the most profitable sellers on the market to-day.

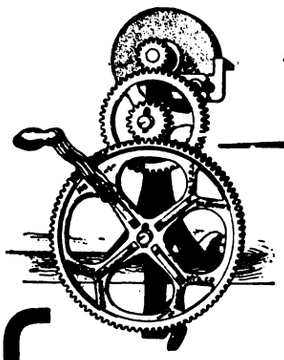
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The Philadelphia Lawn Mower Company

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London Store: 14-16 Scrutton St., Finsbury.

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Ten to One

Is the ratio at which our

HAND and FOOT

Power Grinders

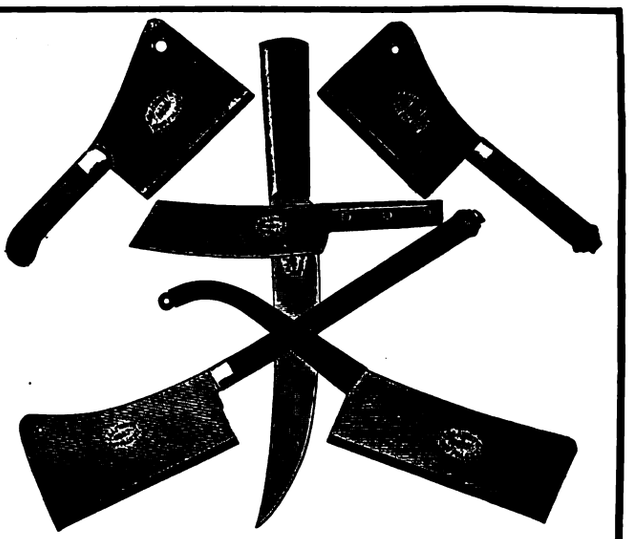
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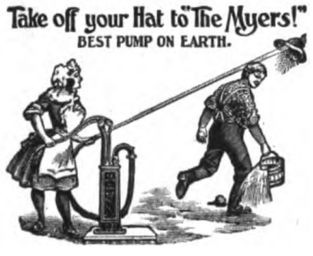
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HAY UNLOADING TOOLS
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Myers Hay Unloader.



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Aluminum Finish.



O. K. Stay-on Door Hanger.



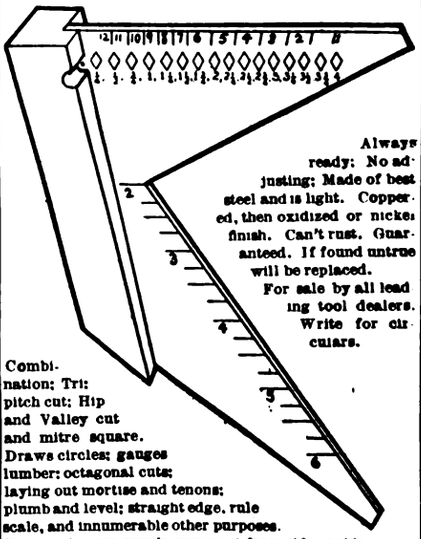
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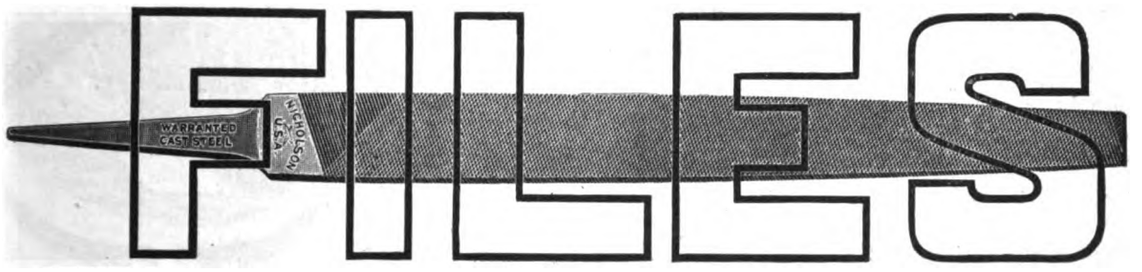
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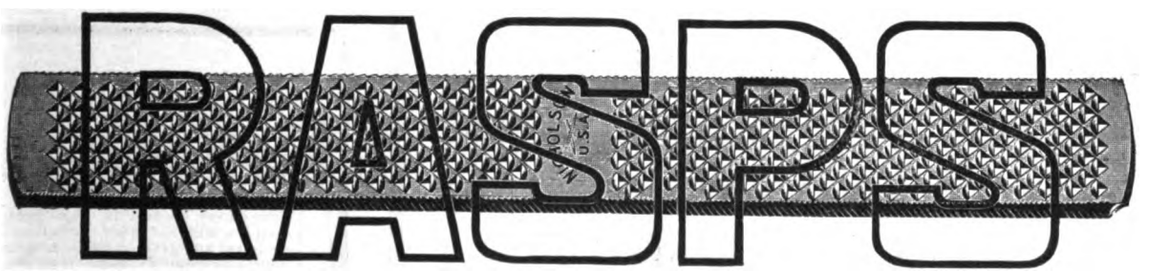


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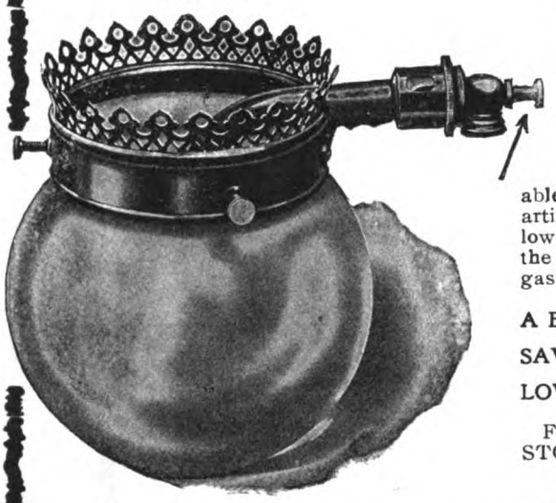
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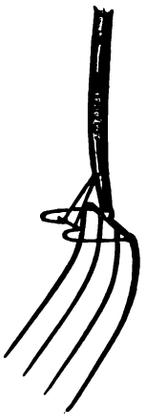
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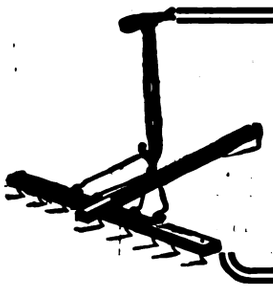
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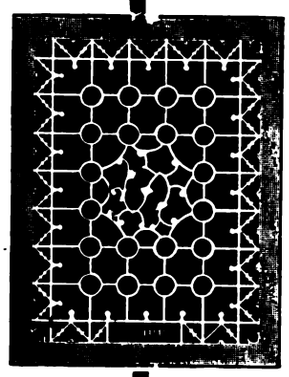


"A Happy Combination"

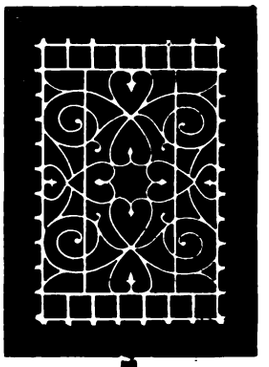
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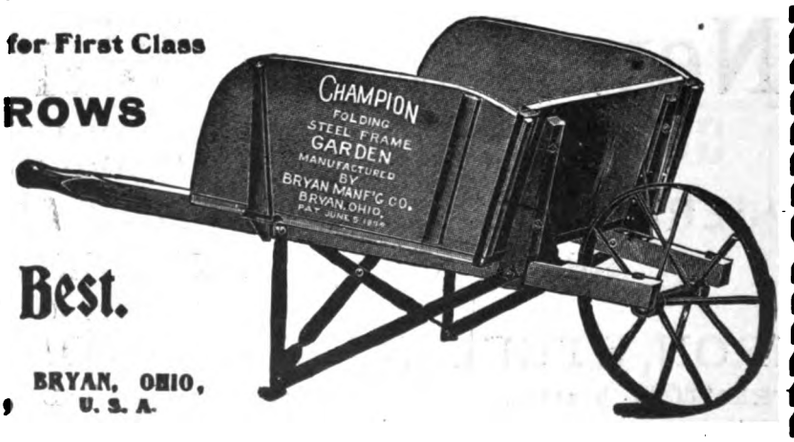
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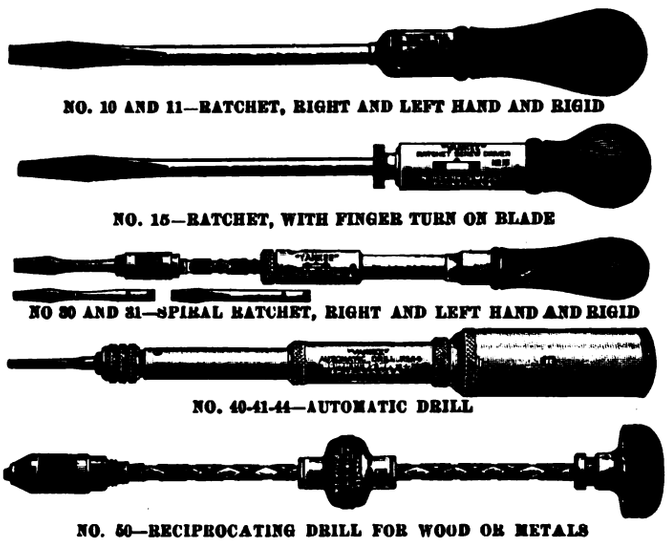
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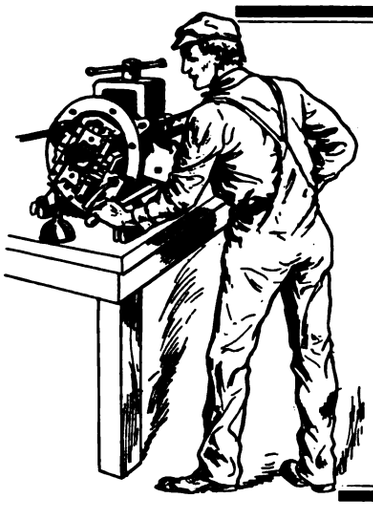
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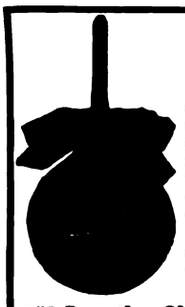
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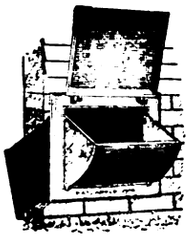
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Also 60 Day, Calendar, Program, Electric and Synchronized clocks.

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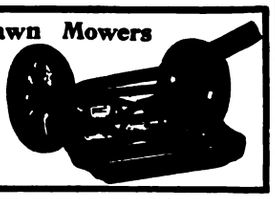
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The TAINTOR POSITIVE SAW SET
should be in every Hardware Store. Give your customers a chance to get the best tools.

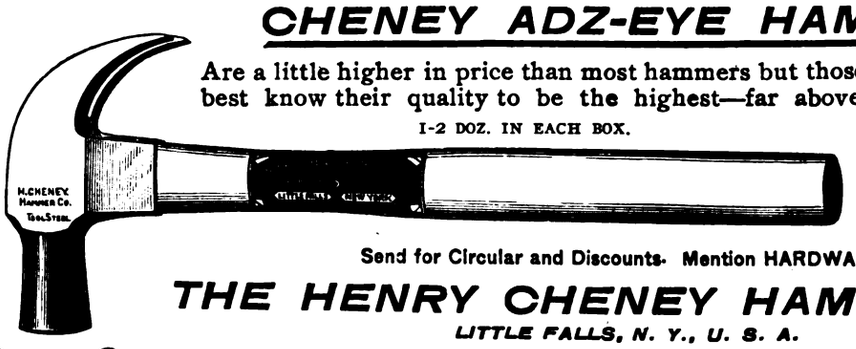
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stitched Belting is strictly high grade. It is seamless—the best for most severe service.

No dealer would want better insurance against loss of profits in belting of any kind.

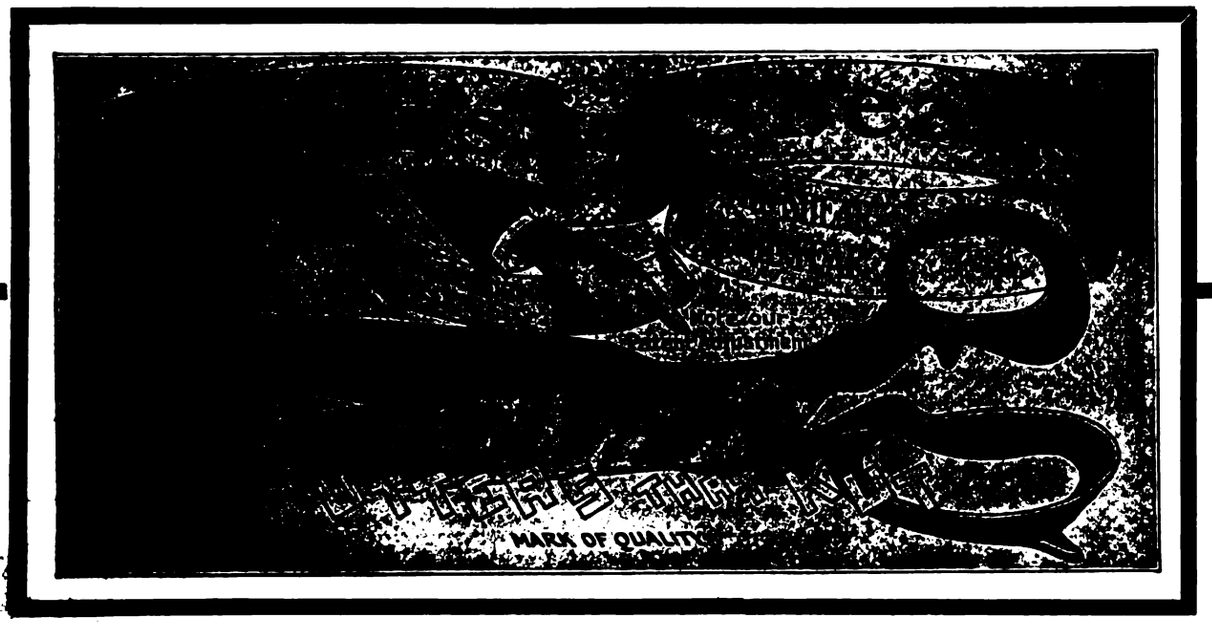
Get our Catalogue. It shows the most complete line.



VOORHEES RUBBER MFG. CO.

JERSEY CITY, N. J.

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The Shear of The Year

Not How Cheap--But Quality and Durability.

You don't want the Cheapest, but **The Best.** We claim in our **Patent Adjustment Shear** to give you a Shear that has the advantage over other makes of **Quicker Adjustment** and **Longer Service,** combined with **Quality** and **Workmanship.** Requires grinding 1 to 10, that is, other Shears require grinding ten times where ours are ground once. It is not the cutting, but the bearing which dulls the shears.

The **Perfect Feature** of construction of our Shear is the method of drawing the Shear blades together **Without the use of a Screwdriver.** A turn of the milled nut tightens or loosens the blades by forcing the **Forked Head** under the head of the pin which passes through both blades. By a few turns of the milled nut the blades can be taken apart, which eliminates **All Use of the Screwdriver** for taking apart, or taking up lost motion.

Send for Circular and Trade Prices.

Kraut & Dohnal, **168 So. Clark St., Chicago, Ill.**



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The ICE O K CREEPER

This King of Creepers *is incomparable.* Neat in appearance—adjustable to fit several size heels—applied like a pair of skates—quickly detached—light and strong, it is the best selling Ice Creeper on the market.

Sold by many Jobbers. Ask your Jobbers for the **O. K.** If they do not keep them write the manufacturers for prices, etc.

Norlund's Safety Heel and Ball Plates

Are the Plates for Lumbermen.

They have given satisfaction for years. Can be used on rubber shoes and boots. Can be used summer and winter

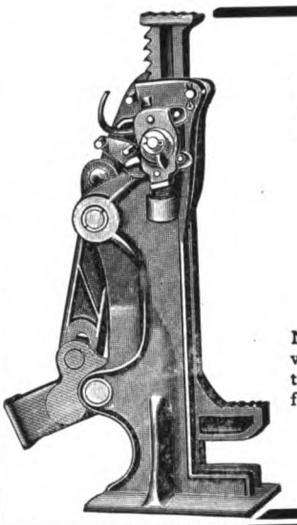
Made of best quality steel, and will not ball up.

Manufactured for the jobbing trade by



Norlund & Co.
WILLIAMSPORT, PA.





JUST LIKE FINDING MONEY

The profits you can make selling the

BARTH-WEILER Lifting Jack

Now is a good time to start. You will be surprised at the number that can be sold. Write at once for particulars.

J. BARTH MFG. CO.
Milwaukee, Wis.



"BLACK HAWK" CORN SHELLER

Is recognized as the Standard of Excellence as a hand corn sheller.

Capacity 8 to 14 bushels ear corn per hour.

Takes off every grain—throws out every cob.

Made of Malleable Iron; will last a lifetime.

Clamps to any barrel or box.

Beware of Imitations.

A. H. PATCH
Clarksville, Tenn., U. S. A.



GET BUSY

That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.



The Gem Mop Head.

THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

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Tho Homo of Blackstono Rotary Washors

We are the Oldest and Largest Manufacturers of Washing Machines in the United States

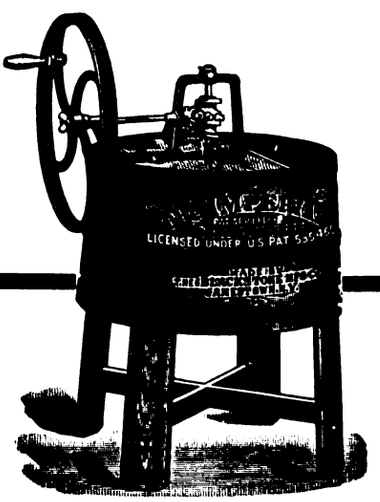
Our thirty-two years experience in their manufacture puts our Washers at the head of the list for quality, fine finish, durability and fine work.

See for yourself. Get a copy of our latest catalog with prices.

The Imperial Rotary Washer

Our latest and best is still breaking all records as a quick seller and profit-bringer.

Has Sliding Cylinder on square post. It insures greatest strength of any Rotary



It's all steel Roller Bearings give it speed, noiselessness and ease in running

BLACKSTONE MFG. CO.

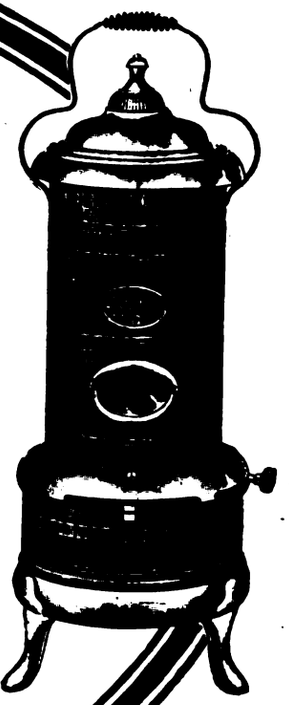
JAMESTOWN, N. Y.

Digitized by Google

A Message of Profit to the Dealer

Aluminum Oil Heater





Spells "*Profit*" for you, means quicker sales, more sales, pleased customers, no dead stock on hand.

The "why" of it contained in one comprehensive word—Quality.

The Aluminum Oil Heater never gets out of order, never gives poor service, is so simple that a child can operate it.

In f ct, a heater that *never* smokes, *never* smells, cannot possibly explode, has perfect combustion, radiates heat from sides and bottom as well as the top, cannot but give *full* measure of satisfaction.

That description fits the Aluminum Heater to a "T."

Our Grand Safety Burner holds the attention and interest of purchasers *at once*. It is so good, so safe, so *practical* that they cannot get away from it.

The exterior is in no way behind the interior. It is handsome and showy.

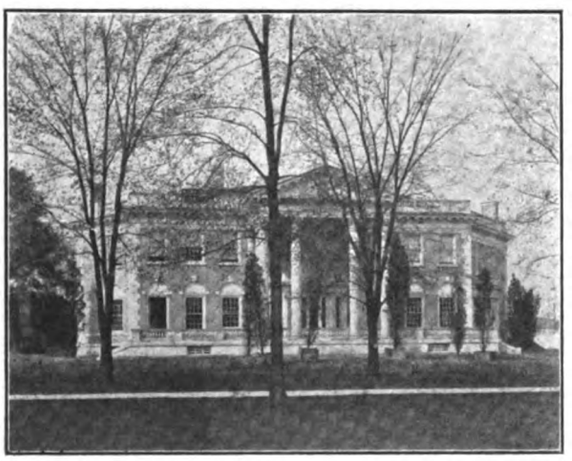
Try a sample order from your jobber or from us. Let us send you our helpful booklet.

Novelty Mfg. Co.

Jackson, Mich., U. S. A.

Dept. W.

There's a Future for YOU!



KELSEY HEATED HOUSE, BUFFALO, N. Y.

Don't waste the best years of your life trying to be the low bidder on heating contracts!

Instead, try to improve your conditions,—build up a heating business that, in a few years, will give you an independent income.

It has been done. It can be done again.

You can do it.

There's a bright future for you if you take the Exclusive Agency for the KELSEY Warm Air Generator in your locality.

You can go after the best class of heating work—and, because you will not be in hot competition, you can get your own prices for the work, with a good profit for yourself.

If you want to go after a better class of Heating Work and make more money, send for our Exclusive Agency Proposition.

We'll gladly point out a way where you can increase your business and increase your profits.

Get our proposition now.

30,000 KELSEY Generators sold. 800 Active Agencies.

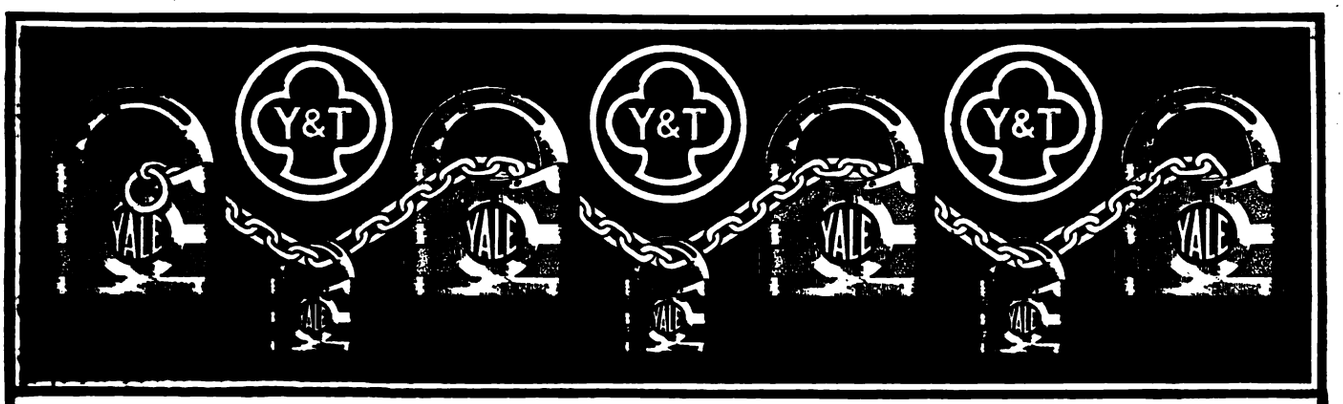
KELSEY HEATING COMPANY, Syracuse, N. Y.

New York City:
156 Fifth Ave.

Western Sales Agents: Cook & Van Evera Co., 38 E. Lake St., Chicago.

James Smart Mfg. Co., Brockville, Ont., Sole Makers for Canada.

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What We Do for You

When you handle Yale & Towne Padlocks

WE furnish you, *free of all cost*, a service which comprehends a Supply Department and personal advertising advice on all matters connected with our Padlocks.

The Supply Department

A "Book About Padlocks" illustrated and showing 53 places in which padlocks are of use.
A book that really *sells* padlocks.
A Catalogue showing the Yale & Towne Padlocks you carry.
Envelopes for your use.
"The Little Black Box"—an interesting story, splendidly illustrated, two colors.
Tags for your use.
Package Labels for your use.
Rubber Stamp for your use.
Leaflets, two colors, illustrated.
Street Car Cards.
Display Signs.
Newspaper Advertisements.
Newspaper Reading Notices.
Cuts (electrotypes or half tones) for newspapers and circulars.

Each of the above bears your Name and Address in a conspicuous place

Write to us about our Sample Board showing twelve *actual* Yale & Towne Padlocks. ¶ Send for 32-page, 2-color, Illustrated Booklet, "SUGGESTIONS FOR SELLING YALE PADLOCKS."

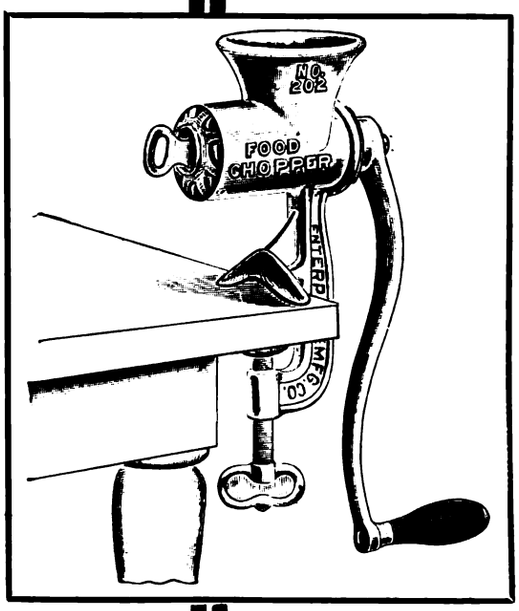
Advertising Department

The Yale & Towne Mfg. Co.

9 Murray Street, New York City

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ENTER

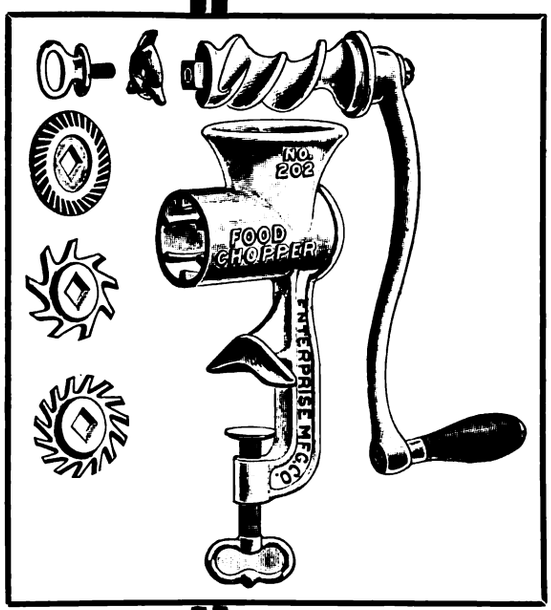


Surprising, how many people have it on their minds to buy an **Enterprise Food Chopper.**

They've seen the advertising in the magazines, in their mail and in cook books and booklets.

They want an **Enterprise Food Chopper,** have decided to buy one, and they will buy at the first opportunity--*of the dealer who reminds them of it.*

This is your opportunity. Show the goods. Hang up our metal lithographed display. Treat your customers to our book of famous old recipes, "The Enterprising Housekeeper" and the business-bringing booklet, "The Cook, Her Critic and . . . ." *Advertising at our expense.*



Order from your jobber the new number, No. 202. Thoroughly tinned, has four knives for cutting everything from nut butter to hash; phosphor-bronze bearings.

Write us direct for advertising matter.

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA.

NEW YORK OFFICE: 10 WARREN ST.

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PRISE

Just glance through the 1906 edition of the Enterprise catalogue and see if you are doing all the business you should with **Meat and Food Choppers.**

From the small family size, at $2.00, up to a fifteen horse-power electrically-driven Chopper, we can furnish a "knife and plate" Chopper for every possible use.

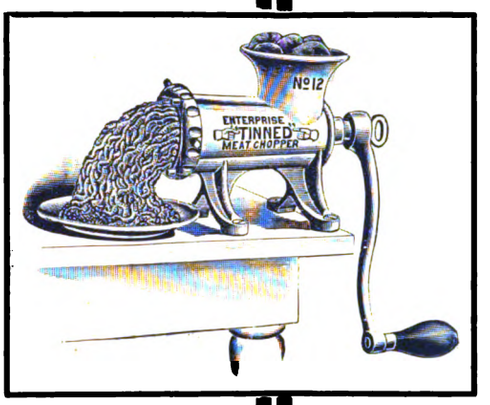
These are the choppers that first introduced a perfect method of chopping and they have remained for years without serious competition.

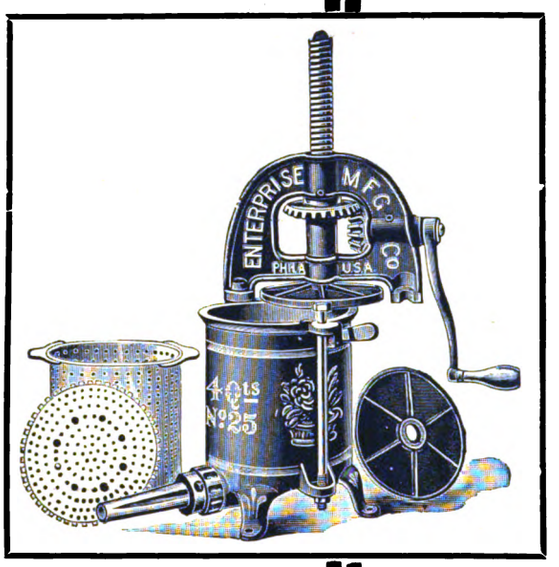
They are the only choppers that cut perfectly every tendon and piece of gristle.

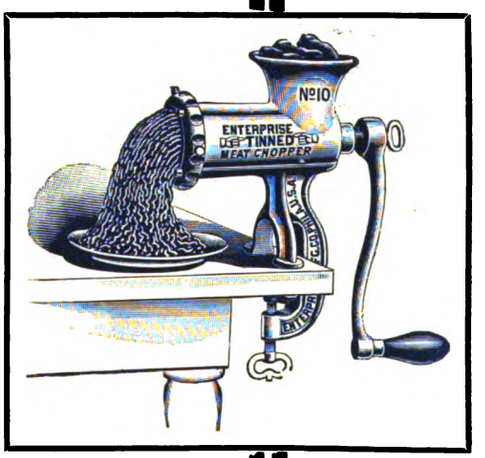
The popular sizes, Nos. 5, 10 and 20, have a wonderfully quick sale to families, boarding houses, hotels and institutions.

The Enterprise Sausage Stuffer, Lard and Fruit Press is bristling with good points and patented features that make it the quickest selling and most satisfactory machine on the market. Are you posted on it, stocked, and prepared with advertising matter to push it?

If you haven't the catalogue, write







The Enterprise Mfg. Co. of Pa.

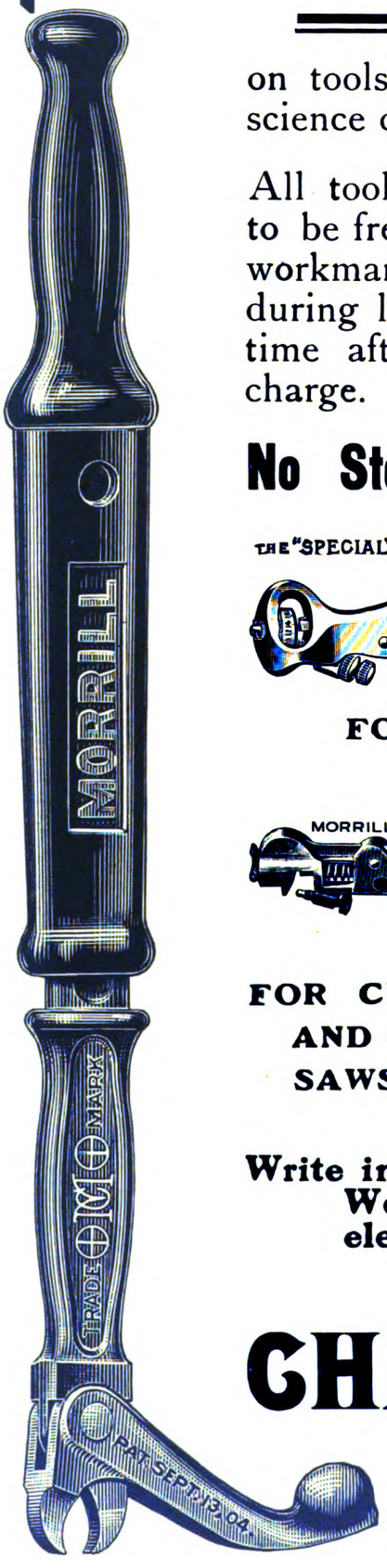
PHILADELPHIA.

SAN FRANCISCO OFFICE: 318 MARKET STREET.

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OUR TRADE MARK

"MORRILL"



on tools means that they are the very best that science can devise and money produce.

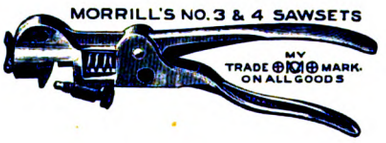
All tools of our manufacture are fully warranted to be free from all imperfections of material and workmanship, and any part proving defective during legitimate usage and within a reasonable time after being bought will be replaced---no charge.

No Stock Is Complete Without Thom

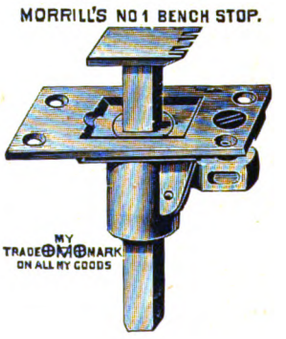




FOR HAND SAWS OF EVERY KIND USE THE "SPECIAL."



FOR CROSS CUT AND CIRCULAR SAWS.

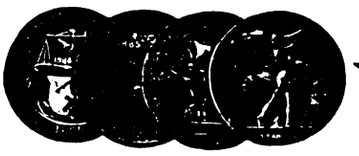


Write in for copy of our complete catalogue. We furnish advertising matter and electros. No charge.

CHAS. MORRILL

277 Broadway, New York

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Thirty Years' Test

In this country and in all parts of the world has placed the "Star" Safety Razor in a class by itself.

The Star Blade the Secret



of the Star Razor's Success

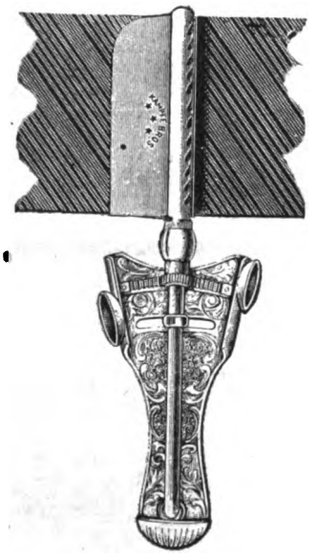
The Star Safety Razor



Is the only mechanically perfect Safety Razor on the market to-day.

Its reputation for quality and superiority—for giving the quickest, easiest and safest shave of any razor on the market—is unrivalled.

If you want the finest assortment of Safeties for Christmas Trade, we have them.



Mail Your Holiday Orders Early

Don't delay. "Star" Safeties are put up in handsome cases and sell from $1.50 up. They are all quick sellers.



Write to-day for illustrated catalog of "Star" Safety Specialties and prices.

Kampfe Bros.

Manufacturers

8-12 Reade St.

New York

U. S. A.

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Klip-Klip
Manicure Specialties
For The Holidays



Write us to-day—and let us put you next the most profitable and quick selling line of Holiday Money Makers you ever handled.

Here they are:

Klip-Klip Duo for smokers. Has separate cigar cutter.
Klip-Klip Premo, a new Nail Clipper; dainty, neat, highly finished, ladies prefer it.
Klip-Klip Original, trims, cleans, files the nails. Made of Solid German Silver, can't rust.
Klip-Klip Junior, made of steel, nickel plated; strong, neat, compact.
Klip-Klip Key Ring with cigar cutter attachment. A useful gift for men.
Klip-Klip Corn Shaver, can't cut you—but shaves the corn perfectly.
Klip-Klip Manicures, their excellence for Holiday Trade stands unquestioned.

Ask your Jobber about **"The Klip-Klip Family."** If he doesn't handle them write us direct.

Klip-Klip Company,

572 Clinton Avenue, S.,
ROCHESTER, N. Y.



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All Around Excellence

In quality, workmanship and finish is the distinguishing feature of the Forsyth Line of Bath Room Accessories, Household and Hardware Specialties and Moulding Hooks. We call this

THE WISE BUYER'S LINE

Simply because every number is a profitable seller, not because we say so---no---but because every one of our customers has found them as represented: Low in Price---High in Quality---Quick Sellers.

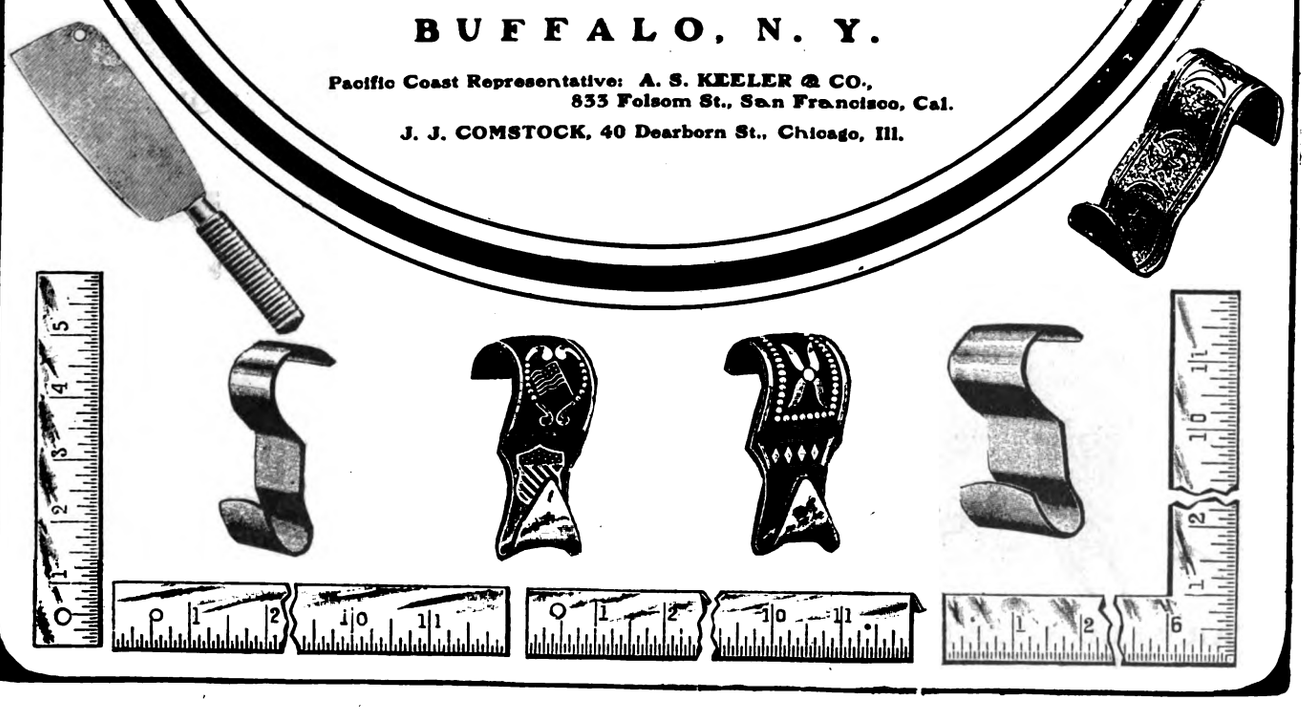
We manufacture a large line of exclusive designs.

FORSYTH MFG. CO.

BUFFALO, N. Y.

Pacific Coast Representative: A. S. KEELER & CO., 833 Folsom St., San Francisco, Cal.

J. J. COMSTOCK, 40 Dearborn St., Chicago, Ill.

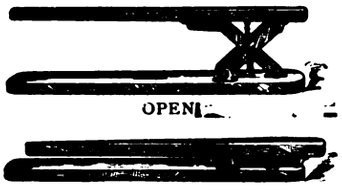


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McKINNEY
Reversible Ironing Board

Has proved itself to be a dividend earner for hustling dealers everywhere. It sells on sight because it is the most attractive board ever offered.

Best for Ironing Shirt Waists, Children's Clothing, etc.

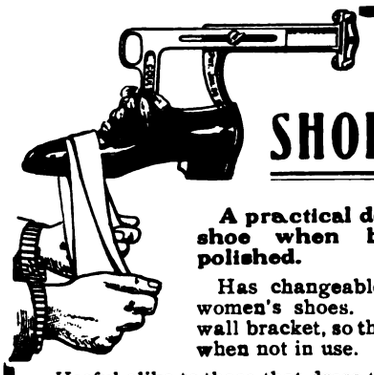


Place it where it is easily seen and watch it sell!

Send for Prices and Trade Discounts. Mention HARDWARE.

Tyrone Ironing Board Company

TYRONE, PA.



COULTER JR. SHOE HOLDER

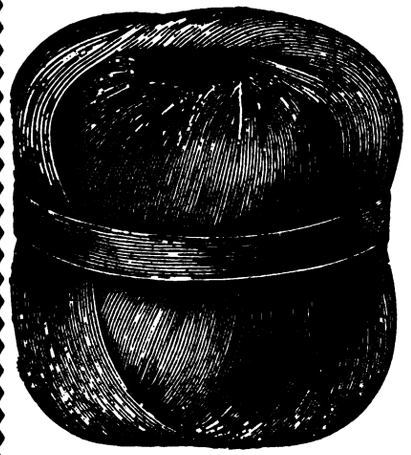
A practical device for holding the shoe when being cleaned and polished.

Has changeable lasts for men's and women's shoes. Made with detachable wall bracket, so that holder can be removed when not in use.

Useful alike to those that dress their own shoes or have others attend to it for them. For high and low shoes and for dressing applied by brush, sponge or cloth. **Retails for $1.00.**

Write for Booklet and Prices.

COULTER MFG. CO., 325 Arch Street, PHILADELPHIA, PA.



HENRY C. KELLEY & CO.,

109 & 111 Leonard Street, NEW YORK.

Warehouse, 2 & 3 Benson Street.

Manufacturers of and Dealers in

Twines and Ropes

For WRAPPING, SEWING and BALING PURPOSES.

MADE FROM

COTTON, JUTE, HEMP, MANILA & SISAL.

Domestic and Export Trade Solicited.

JOHN PRITZLAFF HARDWARE CO.

MILWAUKEE, WISCONSIN

Jobbers of

Shelf and Heavy Hardware

IRON, STEEL, OTSEGO FARMING TOOLS, LAWN MOWERS

TRADE EVERKEEN MARK Cutlery and Edge Tools

FISHING TACKLE, "PRITZLAFF QUALITY" GUNS, AMMUNITION, ETC.

Mail Orders Have Our Prompt Attention.

IT'S THE REAL THING

WILL LAST 100 YEARS



FARWELL, OZMUN, KIRK & CO.

WHOLESALE DISTRIBUTERS

ST. PAUL, MINN.

HACKETT, WALTHER, GATES HARDWARE CO.

ST. PAUL, MINN.

H. B. GATES, President

T. G. WALTHER, Vice-President

J. C. HENRY, Secretary

C. C. UPHAM, Treasurer

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There's Nothing to Fear From the Elements

when your roof is covered with

MF

ROOFING TIN

In case of fire from without it does not ignite; from within, it soon smothers the flames; wind cannot get under; rain cannot beat through; a snow load—the worst of all pressures—creates no damage, while freezing and hail will not crack or destroy this superior commodity.

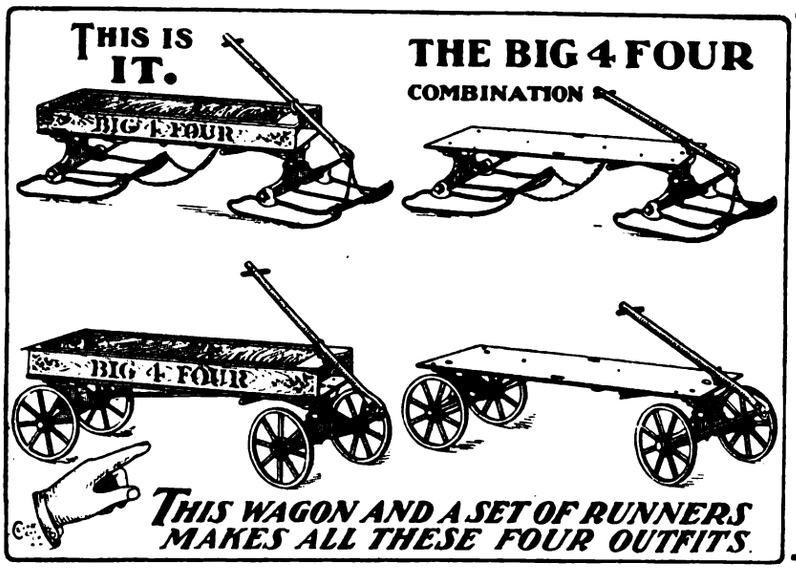
Think over all other roof coverings and see if such claims can be truthfully made for any of them, then take into consideration the moderate cost and long life of MF Tin, and decide for yourself which is the most practical material for you to use.

Our booklet "From Underfoot to Overhead" tells how "MF" is made. We want you to have a copy and will gladly send it if you will write us.

AMERICAN SHEET & TIN PLATE COMPANY

FRICK BUILDING, PITTSBURGH, PA.

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A Summer Express
A Winter Express
A Summer Coaster
A Winter Coaster

Big 4

Handier than a wheelbarrow for most purposes round anybody's house, store, farm or factory, besides furnishing great sport for the youngsters. These *best boys' outfits, built in America*, are being sold by over 2,000 dealers in the United States and Canada, and they are the up-to-date progressive sort too. It's a credit to any dealer to handle goods having the character and quality of this line; we make several different styles and sizes; they sell well the whole year through, but are especially great for the holiday season. There is nothing built for money that will give a boy so much real healthy pleasure all the year around. They are unequalled for strength and durability; wagons that we sold over five years ago are still doing good service. Carefully packed for shipment to any part of the world. Catalogues on request.

WHITE WAGON WORKS,
Sheboygan Falls, Wis.



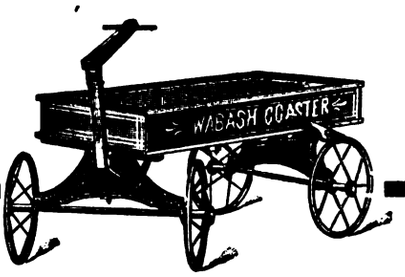
WARNING!

To whom it may concern:-

We have been advised that the Automatic door closi g device made by the American Hardware Mfg. Co., of Ottawa, Ill., and put on the market under the name of the American door catch, is an infringement on our rights under our letters patent, No. 652,828, dated July 3, 19 0. We have accordingly brought suit for infringement against the American Hardware Mfg. Co. in the United States Court. All persons are hereby warned against making, selling or using the device known as the American Door Catch, as we shall vigorously protect our rights.

THE E. L. WATROUS MFG. CO.,
Des Moines, Iowa.

FUN FOR ALL ALL THE YEAR



THE WABASH COASTER WAGON

sells readily at a good margin of profit. Guaranteed to give satisfactory service.

THE WABASH COASTER WAGON is a substantial, general purpose wagon, 34 inches long, 16 inches wide; large, roomy box of hard wood, removable. Well balanced to prevent tipping. Turns easily on narrow walk. All wheels (our exclusive Wabash patent) are 11 inches in diameter—of wide tread, on steel axles, no bumping or pounding. A nobby, solid wagon in which any youngster will have pride and pleasure.

GET READY FOR THE HOLIDAY RUSH

WABASH COASTER WAGONS will be in demand; they're advertised

The people know about them

Order now through your jobber or direct from us; we have nine shipping stations as follows:

PHILADELPHIA, PA. PITTSBURG, PA. LOUISVILLE, KY. MILWAUKEE, WIS.
ST. PAUL, MINN. KANSAS CITY, MO. SEATTLE, WASH. PORTLAND, ORE. WABASH, IND.

Send for our catalogue illustrating Wabash Farm Wagons, Hand Cars and Steel Sleds.

Direct all mail to Wabash office.

Wabash Manufacturing Co., Wabash, Ind.

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STEEL KEGS
make the best
PAINT POTS



STEEL LEAD KEGS

ARE NON-ABSORBING, AIR-TIGHT AND NON-INFLAMMABLE

Lead Makers & Grinders

increases your margin of profit by decreasing your claims for caked lead and kegs damaged in transit.

The modern method of doing this is to pack all lead in non-absorbing, air-tight, non-collapsible steel kegs.

Lead in steel kegs is always soft when the keg is opened, because there is absolutely no oozing out of oil or penetration of air, to dry the lead.

Steel kegs need no coopering. They are therefore more quickly and economically filled than wooden kegs.

Remember also, that

The Paint Dealer

through whom you market your product prefers to handle lead packed in steel kegs because they are much cleaner, and his fire hazard is greatly reduced.

Steel kegs being non-absorbent, oil-soaked kegs and floors are eliminated, and with them the unclean conditions which are invariably found in the stock room.

Fire insurance should consequently cost less than where oil-soaked, inflammable wooden kegs are a part of the stock.

The Master Painter

prefers steel kegs because they eliminate two channels of loss. Steel kegs being air-tight and non-absorbent every ounce of lead he pays for is soft and usable.

The friction-top cover eliminates the soaking of lead-laden cover splinters in turps in the effort to reclaim several pounds of adhering lead.

Steel kegs make the best paint pots. Old paint is quickly removed with a torch or turpentine. Why let the painter keep paying 25c. each for tin pots, when, through buying your lead in steel kegs he gets a Steel Paint Pot as a bonus.

Made only by the

AMERICAN CAN COMPANY

NEW YORK CHICAGO SAN FRANCISCO



SPECIFY STEEL KEGS

Made in Four Sizes

12½ lb.
25 lb.
50 lb.
100 lb.

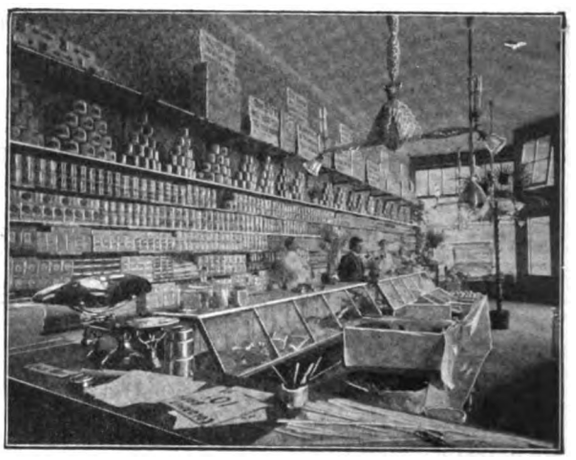


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"Everything In Apple-Pie Order"

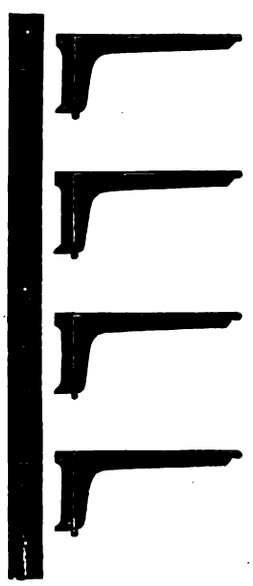
Is the "order of the day" in every down-to-date store in the land—hardware stores included.





PIQUA SHELF BRACKETS

Not only make an orderly arrangement of your goods possible so that your customers can see them and be attracted by them, and you, Mr. Dealer, can get them more easily : : : : : : : : : :



But---

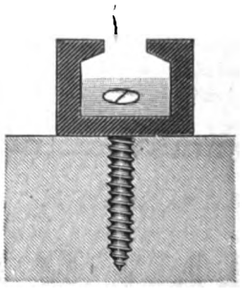
Piqua Brackets, Adjustable or Fixed give at least

30% More Room

If crowded for room—don't build a larger store—don't move—try Piqua Brackets first.

Piqua Brackets are the best and cheapest Adjustable Brackets on the market, and we can prove it.

Nothing attracts so many women customers as a neat, orderly and attractively arranged store. Look well to these women customers. You can win and keep their trade by displaying the goods for the household on Piqua Brackets. 'Twill pay you twice over.



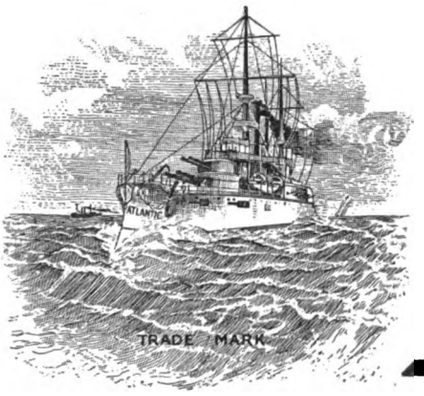


Catalog H for Hardwaremen tells of number of brackets required: how to install them, etc. Send for it to-day.

THE PIQUA BRACKET CO., Piqua, Ohio.

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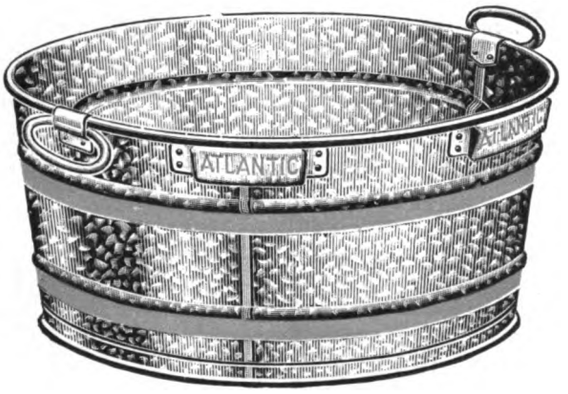
ATLANTIC GALVANIZED IRON



HIGH-GRADE AND TIN WARE.

IF you have never investigated the superior quality, attractive style and durable finish of **"ATLANTIC"** Ware, send us your order for a sample line. Each article bearing the **"ATLANTIC"** Trade Mark is thoroughly tested and inspected; is made of first class material and sells at prices both reasonable and profitable to the Dealer.







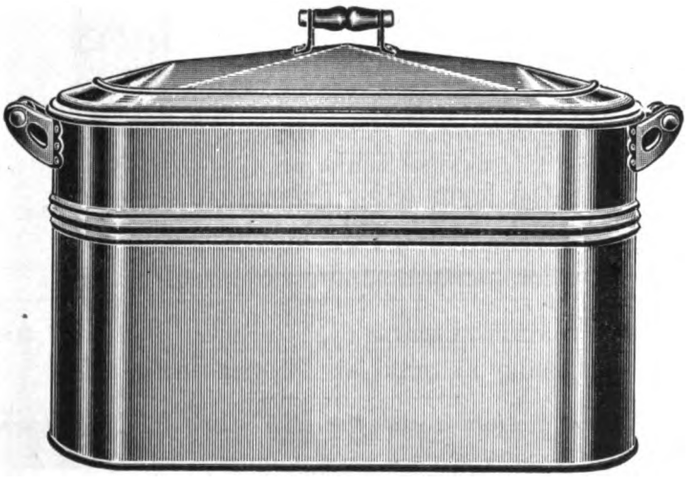
OUR Galvanized Striped Ware has taken the Trade by storm because it is made from the smooth galvanized sheets,—is heavily wired around top,—doubly re-enforced—has double-seamed, raised bottom, wide seams, etc. Workmanship guaranteed to be of the highest class.

Wash-Boilers

Tin, Copper and Galvanized Iron.

Our new one-piece cover is light, strong and a perfect fit.

Handsomest cover on market.



We Make

a full line of household and dairy tin ware.

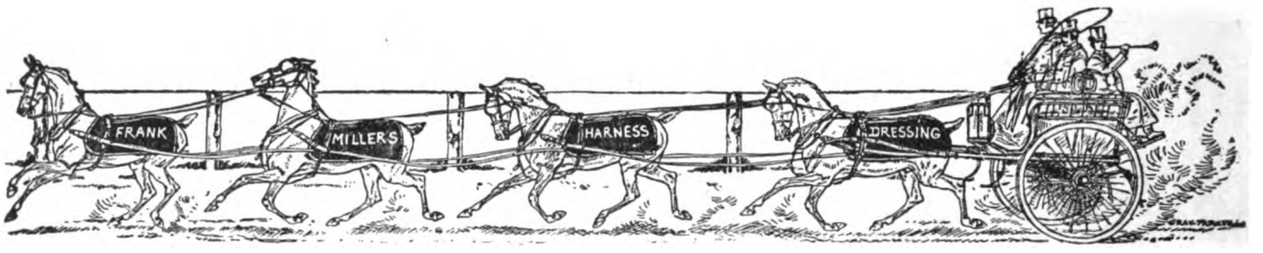
Send for our new catalogue.

Write for information.

Atlantic Stamping Co., Rochester, N. Y.

185 Ames Street

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OLDEST. ESTABLISHED 1838. LARGEST.

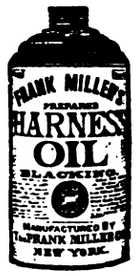
THE PREPARATIONS FOR USE ON HARNESS KNOWN AS

"THE STANDARD OF THE WORLD."

OUR PREPARATIONS ARE UNIFORM IN QUALITY, AND THE QUALITY THE BEST.

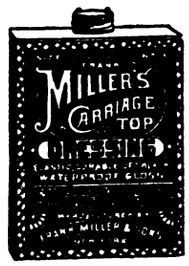
IT PAYS EVERY DEALER TO HANDLE AND EVERY CONSUMER TO USE OUR GOODS.

HIGHEST AWARDS
CENTENNIAL, 1876.



HARNESS OIL.

Preserves and softens the Leather, consequently adds life. Compounded with pure Neatsfoot Oil.



CARRIAGE TOP DRESSING.

Gives an Elastic, Durable, Waterproof Gloss, and is positively safe to use on finest stock.

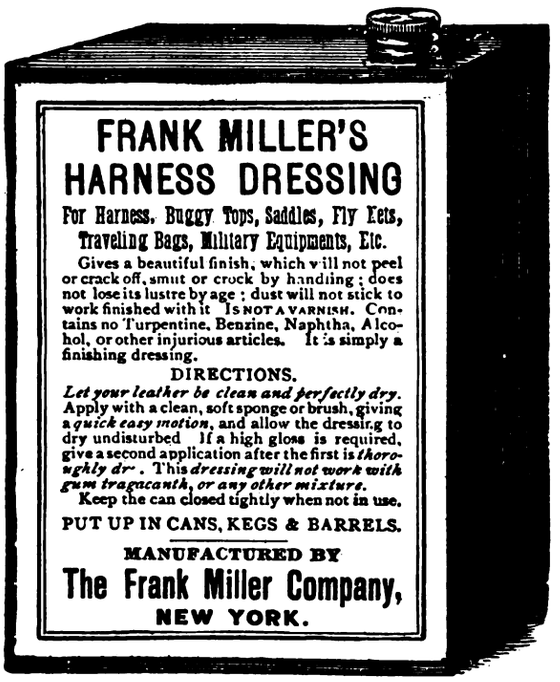


HARNESS COMPOSITION.

Cleans, Oils, Finishes.

FRANK MILLER'S HARNESS DRESSING.

The very best article of its kind. Unequalled for use by both manufacturer and owner of harness. Is used by nearly all Harness Manufacturers in the World.



Beware of imitations and all articles that are sold as being as good as "Frank Miller's."

Supply your Customer with the BEST, and hold his trade

HIGHEST AWARDS
WORLD'S FAIR, 1893.



IXL HARNESS OIL.

Second in Quality only to our Frank Miller's Harness Oil. Superior to all others.



AXLE OIL.

Superior to Castor Oil, lasts longer, and will not gum.



HARNESS SOAP.

Unrivalled for cleaning, softening and blacking Harness. Imparts a fine finish, which will not soil the hands or gloves.

Manufactured By

The FRANK MILLER COMPANY.

EUROPEAN OFFICE:
Tower Chambers. Moorgate.
LONDON, E. C.

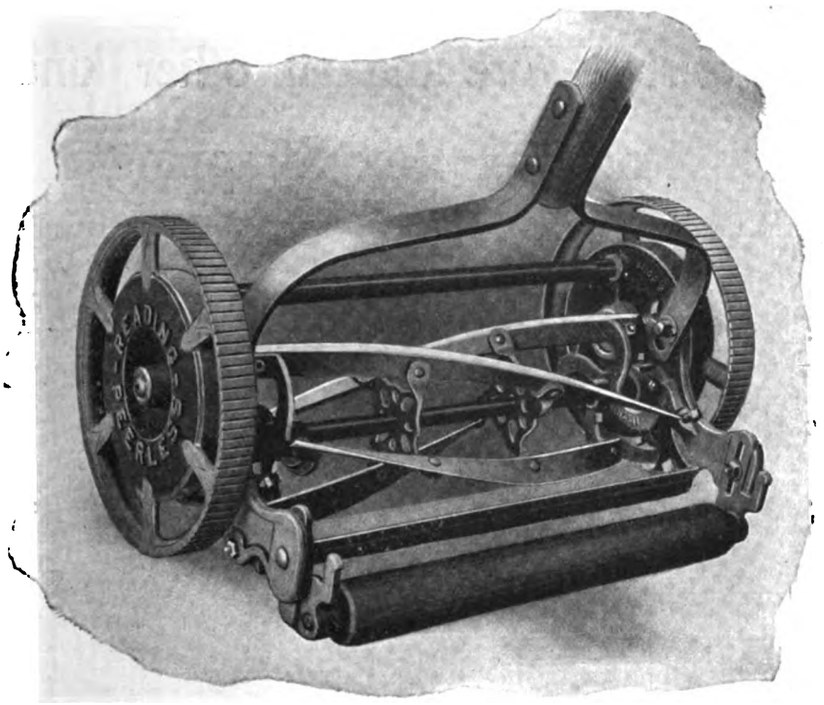
OFFICE AND FACTORY:
349 and 351 West 26th St..
NEW YORK, U. S. A.

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READING HARDWARE CO'S.

NEW LINE OF

LAWN MOWERS



Reading Peerless Lawn Mower.

14 STYLES

New Plant
New Patterns
New Machinery

Finest line of Mowers ever placed on the market.

Styles, sizes and prices to suit everybody.

Following is a List of STYLES and SIZES:

"Reading Peerless,"	10	inch	Wheel,	4	Blades,	14	to 20	inch.
"Reading National,"	10	"	"	4	"	12	to 20	"
"Reading Monarch,"	10	"	"	3	"	12	to 20	"
"Reading Quality,"	9	"	"	4	"	12	to 20	"
"Reading Sterling,"	9	"	"	3	"	12	to 20	"
"Reading Keystone,"	8	"	"	4	"	12	to 18	"
"Reading Junior,"	8	"	"	3	"	12	to 18	"

All the above are made with Ball-Bearings and also with Parallel Bearings.

Catalogue giving full descriptions and prices sent on request.

Reading Hardware Co.,

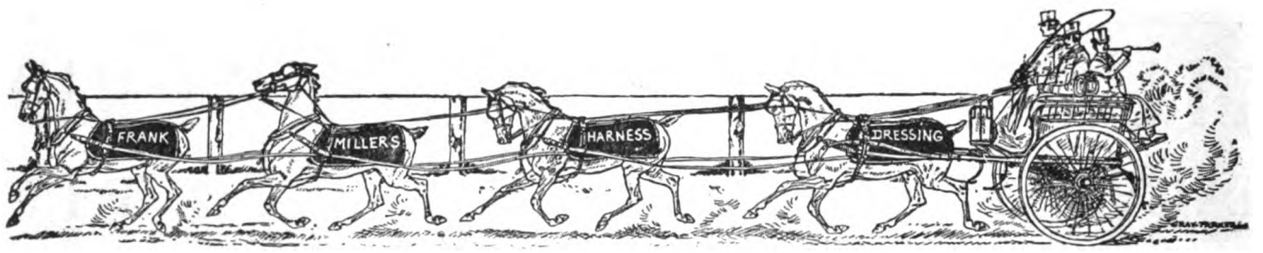
READING, PA.

New York,
96-98 Reade Street.

Philadelphia,
617 Market Street.

Chicago,
105 Lake Street.

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OLDEST. ESTABLISHED 1838. LARGEST.

THE PREPARATIONS FOR USE ON HARNESS KNOWN AS

"THE STANDARD OF THE WORLD."

OUR PREPARATIONS ARE UNIFORM IN QUALITY, AND THE QUALITY THE BEST.

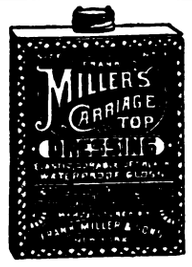
IT PAYS EVERY DEALER TO HANDLE AND EVERY CONSUMER TO USE OUR GOODS.

HIGHEST AWARDS
CENTENNIAL, 1876.



HARNESS OIL.

Preserves and softens the Leather, consequently adds life. Compounded with pure Neatsfoot Oil.



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Gives an Elastic, Durable, Waterproof Gloss, and is positively safe to use on finest stock.



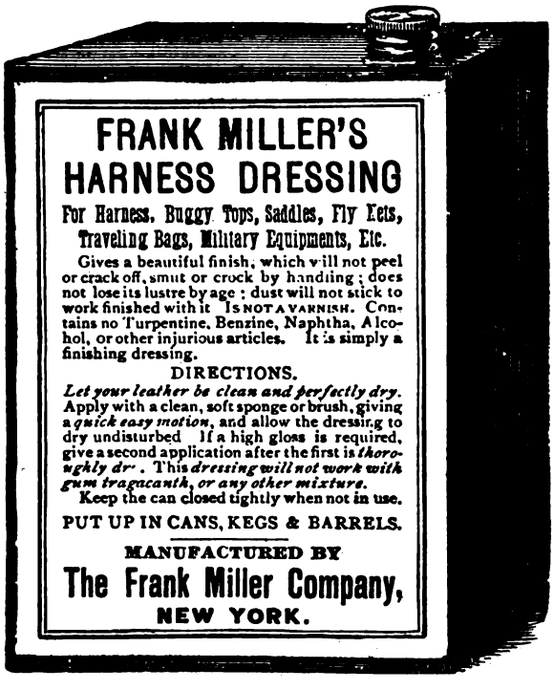
HARNESS COMPOSITION.

Cleans, Oils, Finishes.

FRANK MILLER'S

HARNESS DRESSING.

The very best article of its kind. Unequalled for use by both manufacturer and owner of harness. Is used by nearly all Harness Manufacturers in the World.



Beware of imitations and all articles that are sold as being as good as "Frank Miller's."

Supply your Customer with the BEST, and hold his trade

HIGHEST AWARDS
WORLD'S FAIR, 1893.



IXL HARNESS OIL.

Second in Quality only to our Frank Miller's Harness Oil. Superior to all others.



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Superior to Castor Oil, lasts longer, and will not gum.



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Unrivalled for cleaning, softening and blacking Harness. Imparts a fine finish, which will not soil the hands or gloves.

Manufactured By

The FRANK MILLER COMPANY.

EUROPEAN OFFICE:
Tower Chambers. Moorgate.
LONDON, E. C.

OFFICE AND FACTORY:
349 and 351 West 26th St..
NEW YORK, U. S. A.

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PENNSYLVANIA

SUPPLEE HARDWARE COMPANY

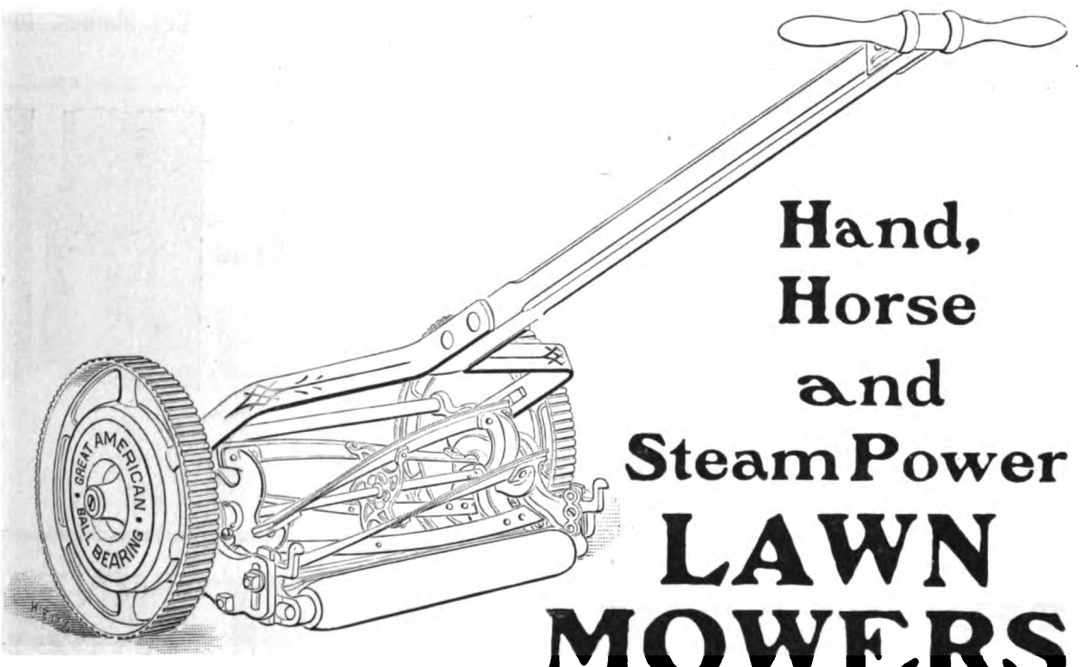
PENNSYLVANIA LAWN MOWERS

Have cut for themselves an enduring reputation for "Pennsylvania Quality" on lawn and link and in the Parks of the largest cities throughout the world.

Thirty Years' Test

Under conditions the most exacting has proved
The Superiority of

PENNSYLVANIA



Hand,
Horse
and
Steam Power
LAWN
MOWERS

Reasons? Plenty of 'em. The use of crucible steel hardened and tempered knives. Our own high grade castings--Train of Gears --Ball Bearings,--Self Sharpening,--make them work easier and better, last longer, and cost less for repairs.

That's Why They Sell. **Send for Catalog.**

SUPPLEE HARDWARE COMPANY

PHILADELPHIA

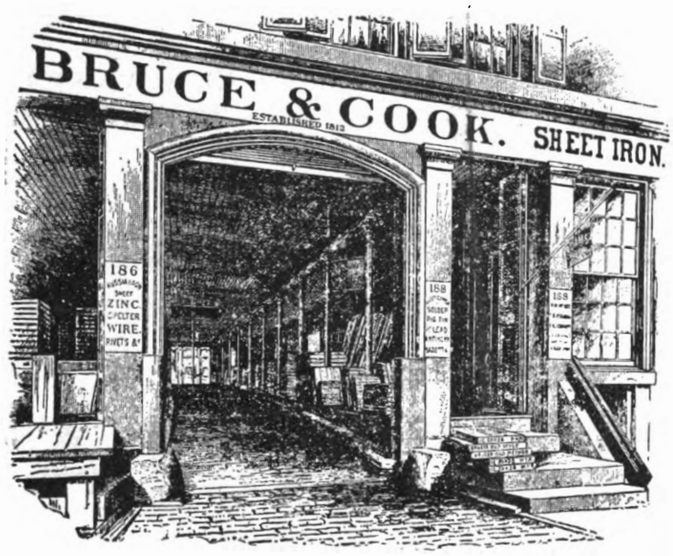
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BRUCE & COOK,

TIN PLATES AND METALS,

185, 188 and 190 WATER STREET,
240 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.	Gem Gasoline Furnaces	Roofing Seamers.	Taggers Iron.
Babbit Metal.	Gutter, Wide Roof.	Resin.	Taggers Tin.
Boiler Rods.	Gutter Strainers.	Sheathing Paper.	Terne Plates.
Burritt's D'ble Seamer.	Hard Metal.	Sheet Iron--Char. Cl'd.	Tin--Bar and Pig.
Copper Bottoms.	Kettle Ears.	Sheet Iron--Cold Rol'd.	Tin Plates.
Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Ears.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
Corrugated Leader.	Metal Lath.	Sheet Iron--Russia.	Wall Hooks.
Cor. Elbows and Shoes.	Metallic Paint.	Solder.	Water Cut-offs.
Dampers.	Nails--Roofing Tinned.	Soldering Coppers.	Wire--Annealed.
Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
Eave Trough Mitres.	Pail Woods.	Squaring Shears.	Wire--Galvanized.
Eave Trough Irons.	Perforated Tin.	Stove Boards.	Wire Tinned.
Elbows--Stove Pipe.	Ribbed Leader.	Stove Pipe.	Zinc for Etching.
Elbows--Adjustable.	Rivets.	Stove Pipe Collars.	Zinc Sheets.
Fire Pots.	Roofing Tin Plates.	Strainer Wire Cloth.	Cycle Cont'n'sRoofing



CLOSED

WATROUS AUTOMATIC DOOR CATCH

TWO-THIRDS ACTUAL SIZE.

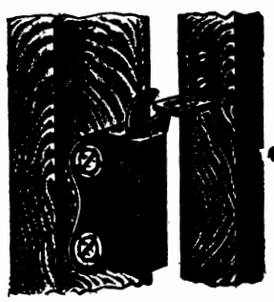
PATENT APPLIED FOR.

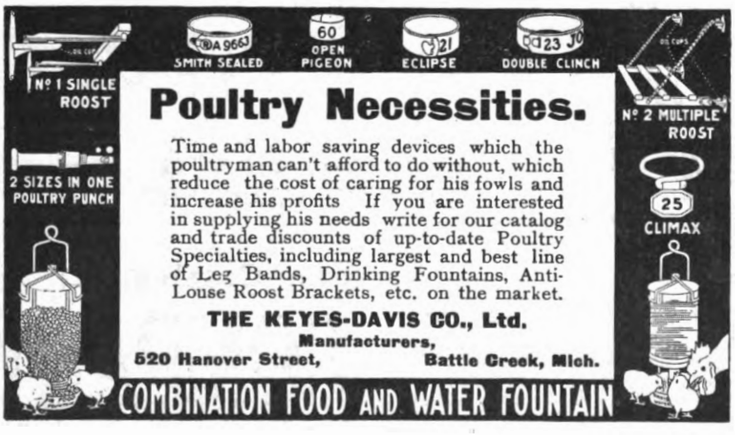
For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar.

Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.

The
E. L. Watrous Mfg. Co.
Des Moines, Iowa.

OPEN





TURNER TORCHES



No. 12 Old Reliable Torch

is the highest grade of single jet type of torch made.

Constructed of the best quality heavy brass and being the first torch of its kind ever placed on the market, it is the favorite among all classes of mechanics.

You would not want a more profitable seller. Guaranteed.

Write your Jobber or us.

Price of No. 12 $3.00. Get our Catalog.

TURNER BRASS WORKS,
70 N. Franklin St., Chicago, Ill.

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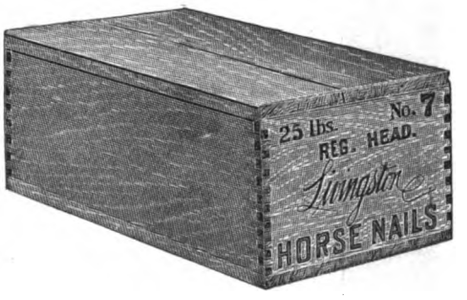
FULLER BROTHERS & CO.,

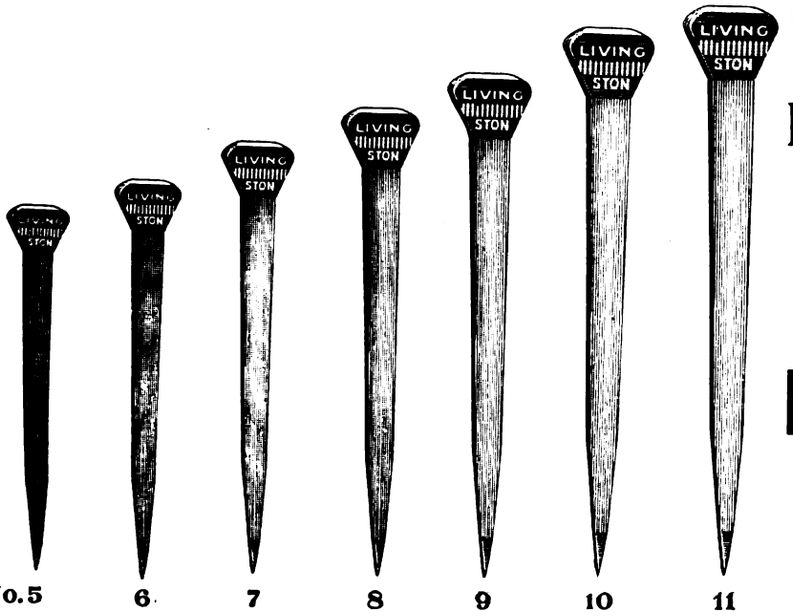
139 Greenwich St.,
NEW YORK.

Nails and Wire
Bar Iron
Steel Hoops and Bands
Chain
Rivets and Spikes

THE NEW HORSE NAILS

1845 1907





LIVINGSTON
The Name Stands for
PERFECTION
in
HORSE NAILS

LIVINGSTON NAIL CO.
104 READE STREET
NEW YORK

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . . .



Sash Chains

"Giant," "Red Metal"

Cable and Jack

Chains . .

Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*. :-: :-: :-:



No. 40.

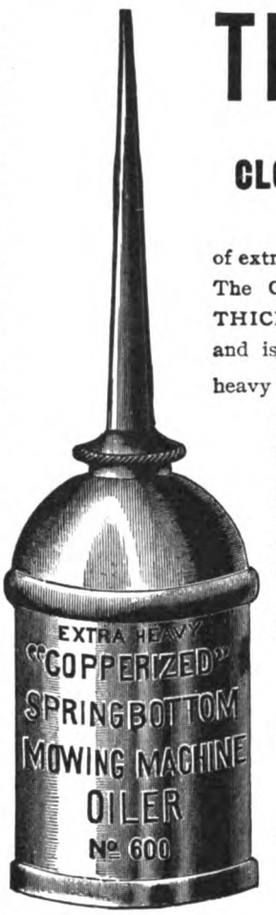
New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

CENTER PUNCH

No. 18-A

AUTOMATIC ADJUSTABLE - STROKE



No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.

Athol, Mass., U. S. A.

ONE-HALF THE COST



and more—is saved by any mechanic buying the Nettleton Reversible Nipper.

Each "Nettleton" is equal to two nippers of any other make, for

THE NETTLETON REVERSIBLE NIPPER

has *two* fine cutting edges on *each* blade. Better still: The Nettleton is adjustable—reversible—interchangeable.

Costs you half the effort to sell it.

Talk Nettleton to the Nipper user in your town and watch them sell!

THE NETTLETON MFG. CO.

Office and Salesroom: 157 CHAMBERS ST., NEW YORK.
Factory: MIDDLETOWN, CONN.
Address all correspondence pertaining to sales to N. Y. Office.

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HARDWARE

Wm. Henry & R. E. Bell Hardware Co., Fort Worth, Texas, have announced that they have disposed of their retail Hardware business to Wm. Henry & Co., and incorporated the company at Fort Worth, who will conduct an exclusively retail Hardware business on Houston Street between Ninth and Tenth Streets. As the Wm. Henry & R. E. Bell Hardware Co. will devote their time in the future strictly to wholesale Hardware, there is no connection between them and the new concern.

MEETING OF TIN PLATE AND METAL DEALERS OF THE UNITED STATES.

According to previous announcement the tin plate and metal dealers of the United States met in executive session at the Marlborough-Blenheim Hotel, Atlantic City, at 10.30 A. M. on Tuesday. P. R. Jennings, of the firm of Bruce & Cook of New York City, called the meeting to order and was unanimously selected to act as chairman. A. J. Cohen, of the Merchant & Evans Company of Philadelphia, acted as secretary.

Mr. Jennings stated that the meeting was called for the purpose of discussing the affairs of the dealers in tin plate and kindred metals and their relations with the manufacturers of these products. The points discussed were enumerated under various heads and considered separately, and resolutions were adopted expressing the combined sentiment of the meeting thereon. These resolutions were referred to a special committee consisting of P. E. Strauss of Boston, Henry Reese of the firm of E. L. Parker & Co., of Baltimore; P. H. Jennings, George T. McIntosh, of Cleveland, and A. J. Cohen of Philadelphia, who were instructed to consider the resolutions as prepared and confer with the manufacturers of tin plate with the object of bringing about the improvements suggested in the resolutions as to the conduct of that business by the manufacturers and jobbers. The meeting reconvened in the afternoon and the subject was further discussed. At a session at 8.30 P. M. Messrs. Theodore A. Gessler of New York, and W. J. Webstein of St. Louis, representatives of the American Sheet & Tin Plate Company, addressed the delegates.

Adjourned to meet at same time of next annual meeting of National Hardware Association.

DEATH OF HENRY C. SQUIRES.

Henry C. Squires, of Henry C. Squires & Son, 44 Cortlandt Street, New York, died suddenly of heart failure on Monday, October 15. Mr. Squires had been apparently in his usual good health, having attended a family reunion but two days before. Mr. Squires was born in Binghamton, N. Y., May 13, 1838, and started in business in New York in 1871 as a partner in the firm of Smith & Squires, in Chatham Street, now Park Row, nearly opposite the entrance to the Brooklyn Bridge. Later he moved to 1 Cortlandt Street, in the Benedict Building, where he remained 12 years as Henry C. Squires, going thence to 178 Broadway, opposite, where he continued for 10 years, when the business was moved to 20 Cortlandt Street, in May, 1892, and from there recently to the present address, where the entire building has been taken. In January, 1892, Mr. Squires took his son, G. Harry Squires, into partnership, who will continue the business. The house always kept a high grade of material, and for over 30 years has represented as exclusive agents in the United States, the well-known house of W. W. Greener, London, England, which manufactures Shotguns, Rifles, Pistols, etc., of the finest quality.

WILLIAM H. COLE.

William H. Cole, who is long known to the Hardware trade through his active connection with the Tower & Lyon Co., of New York, occupying the position of treasurer, has recently established himself with the Oliver Bros.' Purchasing Co. of 127 Duane Street, New York, buyers for jobbers and contractors in Hardware, iron, steel, mill, railway and mining supplies. The arrangement made will include not alone the supervision of office work, but will include a visiting of out-of-town patrons as well, a position which will enable his wide acquaintance with the trade to be made useful, and indicate the popularity which he has always enjoyed in this congenial pursuit.

♣

Mobile, Alabama, seems to be well named. The dictionary says Mobile means "capable of being moved," and the recent big storm not only proved that it was Mobile, but that it automobile a little further inland.

BUILDING SUPPLIES IN DEMAND.

SOUTHERN FRANCE PRESENTS SUPERIOR MARKET FOR GOODS.

According to Vice-Consul A. Piatti, the activity in the building industry, already reported from the Nice consulate, continues unabated. Mr. Piatti writes:

This fact is of special interest to our manufacturers, and especially for the reason that the grade of buildings is continually improving and also that there is a disposition which did not exist before to introduce materials of better quality as well as modern improvements hitherto unknown here. As an illustration I may mention that the use of wood and parquet floors was a few years ago confined to a very few luxurious and expensive buildings, whereas to-day they are used to the extent of not less than 30 per cent. of all the floors built here. One concern alone, having its factory in the neighborhood of Grenoble, informs me that in the past twelve months they have put down at least 400,000 square yards of wood and parquet floors. These cost, laid down, as follows: Floors of ordinary white pine, 90 cents per square yard; of pitch pine, $1.40, or if in pieces 20 by 4 inches by ⅞ inch, and laid in parquet designs, $1.60; of Burgundy oak, 8 by 3¼ inches by ⅞ inch, parquet, $2.20, and of Hungarian oak, 16 by 2½ inches by 1 inch, parquet, $2.60 per square yard. Pitch pine is a very favorite wood here, and the price of boards in the rough has advanced 20 cents per square yard in the past six months.

The item of heating is also receiving attention, for despite the apparent thermometrical mildness of the climate the absence of proper heating has resulted in general complaints on the part of visitors, many of whom have not hesitated to say that they had not known what cold was until they came to Nice. The result has been that many owners are putting in heating plants, and that such are being ordered for the new buildings being constructed or being contracted for. Here again is an industry in which American manufacturers should in all reason have a virtual monopoly of the supply by the force of things, for it must be admitted that no others can compete either in price or excellence. In a previous report this consulate mentioned the case of a heating plant, which had been put in a house here, consisting in a great part of American materials, but which were sent here from Switzerland. It will readily be understood that at this rate heating appliances cannot be expected to become popular, or indeed be within the reach of the average buyer.

A MARKET FOR AMERICAN GOODS.

The same conditions exist with regard to building Hardware. During the past few years a few specialties in the shape of American locks have come into use, but this does not, in my opinion, represent even a fractional percentage of the field open to such and kindred articles. An active representative on the spot with a series of popular samples, and prepared to sell goods delivered at Nice, could in a very short time be in possession of the market here. If there be a department of manufacture in which the prices and features of the American article would appear to leave no loophole for foreign competition, building Hardware is one.

As another instance of this I shall mention the case of an architect who, upon examining with me the catalogue of a firm in America manufacturing doors and windows, said, when we came to the question of prices: "It is not possible. I cannot believe it. There must be a mistake." In this instance I had figured out that hard-wood doors would cost here, laid down, less than the most ordinary thin pine doors sold locally.

In a few words, this market is to-day absolutely at the option of our manufacturers, who by proper and, if necessary, concerted effort might secure openings which would result in a trade bound to increase in the years to come. But the French buyer is not the man to study a catalogue not in his language, ascertain the rate of freight and the duty. He is accustomed to buy his merchandise delivered at the harbor or at the station, and to attempt to work out the items of cost of foreign goods appears to him like taking a leap into the unknown and through which he is bound to be the victim.

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The railroads of this country are straining every nerve to comply with the new law—wherever that law gives them the advantage over the shipper.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

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T. A. MACINTYRE, - - - - - - President.
J. H. EDWARDS, - - - - - - Secretary and Treasurer
HENRY HOPKINS, - - - Editor.
J. W. PENTZ, - - - - - General Manager.

OCTOBER 25, 1906

ANNOUNCEMENT.

Owing to the death of Mrs. Thomas A. MacIntyre, the management of Hardware Publishing Company passed to Messrs. Thomas A. MacIntyre, William L. Martin and John H. Edwards, Trustees. Mr. MacIntyre succeeds Mrs. MacIntyre as President, and Mr. J. H. Edwards has been elected Secretary and Treasurer to succeed Mr. A. P. Mitchell, who on this date retires from all connection with HARDWARE.

Mr. Henry Hopkins remains as Editor of HARDWARE and our former Advertising Manager, Mr. J. W. Pentz, assumes the position of General Manager.

It shall be the sincere purpose of the managers of HARDWARE to serve as efficiently as in the past the interest of the American Hardware trade, to which it has been so long devoted, and in every way endeavor to increase the usefulness of the publication to its readers and its advertisers.

NEW YORK, OCTOBER 23, 1906.

Editorial Trade Review

Will this condition of general prosperity last through another year, is the question that is agitating the consciousness of the general buyer. It could not be more promising than it is at the present time, the only fear that seems to possess the trade and distract its equanimity being that the goods they have ordered for their current sales will not come to hand in due season and alleviate a natural distress. It is not prices, although in some goods they have made noted advances. Those in which copper is the principal integral part are the principal ones, but the manufacturers have been so flooded with orders that it is the most natural thing in the world to hear they are months behind their orders, and wonder if yours is among the number.

Effort is being made by the manufacturer to share in the general prosperity by deliveries upon the orders that crowd his facilities with the congestion of activity, but he feels a sense of inadequacy to accomplish more than fairly keeps his customers quiet in the hurly-burly of which they are themselves the creators. Representatives are no longer solicitous of big orders to form bones of contention in the future. The question is frequently asked when a want is sufficiently developed to prepare for: "Have you got them in stock?" If you have, the prevailing price is rarely asked. It is "Let us have the quantity called for, as we want them to fill orders."

Some of the manufacturers of heavy goods have notified the trade that the old-established custom of 60 days or 2 off for cash will have to be abrogated this season, as profits are cut so close and conditions are so opposed to heavier advances that even this state of affairs is improved by the unexpected change. But the jobbers take it rather hard that they have to stand for the change when they themselves cannot do it so readily, and change the terms to retailers who are so largely in the majority.

The condition of the money market in the midst of all this prosperity is by no means easy to comprehend. It has been the prominent worriment of the bankers and brokers for weeks back, whether it is in too little currency to reach all hands in the way of bank accommodations, or what. It is felt severely, and all departments of trade are agitated. And to be called upon to furnish the cash in half the time, if it goes through other branches of the trade besides heavy Hardware, will certainly prove unpopular. The liberal terms which have been so freely given by jobbers and manufacturers have no doubt been abused so often, a change in this respect might bring them nearer the cash.

The trade in the South has been affected very greatly by the rain of several weeks in some sections. The reports during its continuance were feared to have a bad effect upon the growing crops, especially of the great staple, cotton, but they were as usual greatly exaggerated and the damage done not as extravagant as at first supposed. The present price of cotton is looked upon with some complacency, and business has greatly improved as the wet weather has subsided, so that now they may look for a continuance of the prosperous conditions which the merchants of the South have felt was theirs to command.

The exercise of patience is called upon now by all hands, and in every direction and in every description of goods it will be found a commendable virtue. When lines of transportation are overworked in efforts to better delivery; when the elements of car shortage enter into the question of delayed deliveries, the amount of merchandise "on the way" alone may prove considerable and should yield good results.

THE STRANGER WITHIN THY GATES.

Never fail to make some special friendly advances to a stranger purchaser. He may be a new-comer in the neighborhood; if so he wants to get acquainted with the neighboring tradesmen and is looking for his future Hardware home. If not a new-comer he may still be in the course of transition to some new allegiance.

Even if but a transient awaiting a train we should always remember that his impression of the town depends in a great measure upon his treatment by the few with whom he comes in contact and that a good impression, by a stranger, of the town is ever liable to bring harvest in some unexpected form.

The salesman who neglects to get somewhat acquainted with his customer or at least to make a gentlemanly effort in that direction is remiss in one of his most important duties of salesmanship, no matter whether the stranger proves to be a resident of the next block or of another world.

The dealer who neglects to give the stranger whatever personal attention it is possible to give him, if that only be a pleasant word and smile in passing, and who afterwards fails to ask his clerk about the customer, is remiss in his duty and is encouraging inattention in his employees. Such personal attention would of course be an impossibility with the head of a great establishment, but no concern should ever grow beyond the point where it is possible for some one with more authority than the clerk's to take time for being courteous to the stranger who, on his first visit, more than ever again, is susceptible to the treatment he receives.

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THE PRICE OF GOOD WILL.

We get, in a measure, as we give, although the giving must be in advance. The clerk must earn more than $10 before he can expect to be advanced to $12. So his employer must win the good will of the town by long, hard effort, before it is bestowed, and good will is too valuable an asset to be earned cheaply.

Many a man has felt that his loyalty to his town has hardly been appreciated just because he had to earn appreciation in advance of its being given to him. He has subscribed to the new industry only to see the benefits of its output go to some successful rival. He has made liberal church donations and seen the leaders of the churches trade with his more aristocratic neighbor. He has championed reforms that have been turned against his own interests. Has voted for improvements that were not in his line and only added to his taxes. Has encouraged local industries with his patronage only to be underbid by some out-of-town contractor for the next bit of public work. He has advertised in the struggling local paper just to help it along and hardly gotten a "thank you" for his pains. He has tried to speak with due enthusiasm on the attractions of the place when those that are the freshest in his mind are his receipts for rent and taxes. But some day, when his fire won't burn and the apples are sour, let him think it over carefully; how much, after all, he has received for what he has given.

The new industry has added much to the purchasing power of the town and of his customers. No one can doubt that the church influence has diverted more of the town's wealth into legitimate trade circles, into houses and homes, than would otherwise have gone there. Perhaps the advertising may seem meager in direct results; is it not something to arouse by means of the paper more of a local interest in the place; a local feeling, local ideas, local discussions, local trade announcements for the perusal of the local public? Even the unsuccessful bid may bring his existence to the attention of possible customers of whom he never heard.

A great deal of this good will acquisition must ever be of the vapory, uncertain value that cannot be measured in pounds and ounces or paid for by the yard. Part of its returns consists in the pleasure of the giving; yet withal, it is a good investment from the business standpoint; one that cannot be won by gifts of dollars and cents alone but requires hard, patient effort. A good deal of the gaudy appreciation that seems so glittering in the distance is only a tinsel imitation that is purchasable and is very different from the solid article that only comes through the universal confidence and respect won by honest effort, kindly attention, and unflinching loyalty.

THE QUESTION OF PRICE.

Never ask an intending purchaser to quote a price upon the goods he wishes to examine unless you know him personally and know that he is familiar with both qualities and prices. It is one of the prominent lesser abominations with the average man, though one that to the salesman with his specialist's information seems a perfectly legitimate inquiry. "About what price do you wish to pay?" sounds like a reasonable question, as it may be, if the article inquired for is one that is purchased often enough to render some idea of its price the property of all men; but if only purchased once or twice in a life-time, very few will know much about what they ought to pay and feel at a loss how to answer. They want their money's worth. Probably they want as low a priced article as will give reasonable satisfaction. That may mean $5 or it may mean $10 so far as they know. They have to have the article and are at the mercy of the market. They do not care to say $10 and then find out that a $5 article would have done as well. To let them say $5 and then tell them that there is nothing on the market so cheap as that gives them a cheap position that is humiliating and it is never wise to humiliate a man whom we wish to secure as a customer.

The salesman knows the article inquired for, its variations in price and quality, as nine cases out of ten the inquirer does not; it is his place, a part of his skill, to determine his man without making him feel either foolish or soaked. If the customer is an entire stranger and his circumstances unknown, display an article about as low in price as usually seems advisable to buy for all-around purposes, and one of the next two or three higher grades. State that they may be shown up to so-and-so in price and down as low as something else; that gives him a foundation upon which to build his selection; is one of the ways you can assist him without making him display his ignorance.

There ought to be no fear of losing a little on the extent of the sale by bringing into notice a lower-priced article than might have proven necessary. It is the salesman's place to bring out the superior value in the higher-priced article; if he cannot do that, the needed quality is lacking either in the goods or in the salesman. A little discretion will very readily show about what grade of goods is wanted; then if one or two upward steps from what is under consideration seem advisable, let the superior merit of the higher-priced article for the purpose intended be pointed out. This may be in the quality, the looks, the wear, or it may be in some attachment that extends the uses of the implement enough to more than make the difference in the cost. These are all matters of variable relative importance that can be determined through discrete salesmanship. Certainly it can be done without requiring a man to furnish his own quotations on himself.

LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

STAY OF EXECUTION IN PENNSYLVANIA.

Question: (1) If we sue a party for a bill of goods that has run two (2) months past the terms given him, which were sixty (60) days and we charge him interest at the legal rate for Pa. and he tends us a check with no interest added, after he has been sued, can he take a stay of execution after the time set for the trial, at which he was not present, and what is the limit to a stay of execution; that is, how long a time can he take to pay the amount if he is willing to pay such costs as may be assessed on him.

(2) If the above mentioned party offered to settle with the constable for the amount of the invoice on presenting the summons and the constable not having the amount of the charges promised to telephone the amount and stated they would only be his carfare, but in calling up the Alderman finds there is a charge of three dollars and some odd cents—can an alderman demand such an amount, after our customer promising to pay the account when presented?

(3) Kindly let us know what the charges would be providing the constable had the amount and could have made a settlement when the summons was presented and what they would be for. Y. H. Co.

Reply.—(1) While we do not profess to advise as to local points of practice, and your question does not even state the court in which your action was brought, or the amount for which you sued, yet we judge that your case was brought in a justice's court and therefore comes within the provisions of the following statutes:

"Where defendant does not appear upon summons on the day appointed the justice may, on due proof by oath or affirmation of the service of the summons, give judgment by default against the defendant, allowing 20 days for an appeal if the defendant be a freeholder; if defendant be not a freeholder the justice may issue execution. *If defendant within 20 days after such judgment shall enter bail and pay costs on execution he shall be entitled to an appeal or stay of execution.*" (Brewster's Pr. Vol. 1, p. 582.).

"Where defendant is a freeholder, or enters bail, and the judgment rendered shall be above $5.33 and not exceeding $20 there shall be a stay of execution for three months; and where the judgment shall be above $20 and not exceeding $60, there shall be a stay of execution for six months; and where the judgment shall be above $60 and not exceeding $300, there shall be a stay of execution for nine months." (Brewster's Pr. Vol. 1, p. 602).

(2) We do not understand your second question.

(3) We cannot advise you as to the precise amount of a constable's or justice's fees. These are public officers and presumably they would not charge fees to which they are not entitled by law.

IMPRISONMENT FOR DEBT IN NEW YORK.

Question: Can a man be imprisoned for debt in the State of New York?

Reply.—As a general rule a man cannot be imprisoned in New York for any debt arising out of contract. The principal exception to this rule is in cases where the debtor has been guilty of fraud in contracting or incurring the debt, or has removed or disposed of his property with intent to defraud his creditors. In such cases he is still liable to arrest and imprisonment.

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MARRIED WOMAN NOT LIABLE IN NEW JERSEY AS ENDORSER FOR HER HUSBAND.

Question: A married woman in New Jersey indorsed her husband's note to give credit to it and the note is discounted at a bank. The note was made and dated in New Jersey. Can she be held liable on the note?

Reply.—By the Laws of the State of New Jersey, a married woman is not liable as an accommodation indorser, guarantor or surety, unless it appears that she or her separate estate has derived some benefit from the contract. If the note was made and dated in the State of New Jersey, that would be sufficient to indicate that the contract was a New Jersey one and to put the bank discounting the note upon inquiry. We think as a general rule she could not be held liable for such an indorsement. If the note had been made and dated in New York and contained nothing on its face to apprise the bank or person discounting it that it was a New Jersey note, then a different rule would be applicable, and the note might be enforced by a bona fide holder, even in the Courts of New Jersey.

THREATS NOT ENOUGH TO CONSTITUTE DURESS.

Question: A husband threatened his wife that unless she would sign a note with him, she would never live in peace with him again. She signed the note because she was thus coerced into doing so. Can she escape paying it on that account?

Reply.—We think not. A person may avoid a contract into which he or she has entered on the legal ground of "duress". But duress means some improper restraint or coercion effected either by actual confinement or by threats of injury to life or body or threats of unlawful imprisonment. This case does not constitute duress within the meaning of the law, and hence does not present a sufficient reason for avoiding the note.

KRICK'S SAFETY JOCKEY STICK.

Theo. J. Ely Mfg. Co., Girard, Pa., are introducing to the trade Krick's Safety Jockey Stick, of which we give an illustration. The mechanism is all inside of the Stick or handle, and cannot displace the snap by coming in contact with the hands. The rod turns the handle, filling the office of a swivel, thus avoiding the liability of unsnapping. If the Stick should break, it is still strong enough on the rod to insure safety. The Stick has an expansion chain, which is necessary to compensate for the motion of the head, and the chain can be controlled from the rear of the Stick. The device is 4 feet, 9 inches long, including chain, and affords safety in the handling of vicious horses and cattle. It attaches to the ring in the nose; a snap cattle leader, halter, bridle, ring strap, etc. Packed one dozen in a bundle.



TRADE MARKS IN CUBA.

Manufacturers of the United States who have thought of exporting their goods to Cuba should register their trade-marks in that country at once as the only method by which they may protect themselves. If owners do not register their marks others will, and the owners will be compelled to buy out the speculator if they wish to sell their own goods under their proper names. When once registered by speculators, the real owners of trade-marks are at a great disadvantage, and must, either by paying royalties or direct purchase, buy up the speculators.

The Habana Chamber of Commerce, recognizing the great injustice that is being done in this way, is urging foreign manufacturers in their own behalf to register their marks before others do so, and thus practically confiscate their property. The dues charged in Cuba for the registration of a trade-mark are $12.50 United States currency.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED OCTOBER 8, 1906.

412,275. Mortising Chisel. A. P. Lanterman, Chicago, Ill.
412,318. Mop. I. E. Youngblood, Mitchell, S. Dak.
412,373. Nut Wrench. P. R. Erickson, Ishpeming, Mich.
412,390. Tool Handle. J. S. Jaquith, Sierra City, Cal.
412,479. Handle for Tools or Other Articles. C. A. Davis, Washington, D. C.
412,493. Weather Strip. W. H. Fye, Chicago, Ill.
412,533. Washing Machine. N. D. Oliphant, Meade, Kan.

PATENTS ISSUED OCTOBER 9, 1906.

832,603. Door Holder, Check and Closer. J. C. Fritts, Newark, N. J.
832,604. Combination Padlock. A. B. Gallor, Stamford, Conn.
832,607. Hinge. M. Hauser, Toledo, Ohio.
832,787. Washing Machine. W. C. Foster and L. E. Garrison, Kalamazoo, Mich.
832,788. Attachment for Window and Door Screens. J. A. Gee, Cripple Creek, Colo.
832,789. Dinner Pail. L. C. Harding, Mannington, W. Va.
832,804. Tool. G. W. Oneal and J. B. Pearson, Plumerville, Ark.
832,814. Combination Tool. C. E. Roth, New York, N. Y.
832,941. Saw Set. H. W. West, Victoria, British Columbia, Canada.

PATENTS EXPIRED OCTOBER 15, 1906.

412,719. Washing Machine. G. M. Beck, Lebanon, Ind.
412,786. Nut Lock. F. Post, Baton Rouge, La.
412,831. Spike. L. A. Power, Wilmington, Del.
412,842. Carpet Stretcher. C. F. Cooper, Cedar Rapids, Ia.
412,857. Post Hole Auger. D. B. McCall, Yarrellton, Tex.
412,867. Key Hole Guard. C. D. Williams, Phila. Pa.
412,895. Signal Lantern. A. F. Frahm, Indianapolis, Ind.
412,957. Auger Bit Die. C. H. Irwin, F. L. Hoeffe and J. W. Simmons, Wilmington, Ohio.
412,977. Permutation Lock. W. F. Peters, Cincinnati, Ohio.

PATENTS ISSUED OCTOBER 16, 1906.

833,266. Latch Mechanism. H. G. Voight, New Britain, Conn.
833,267. Latch Mechanism with Automatic Detent. H. G. Voight, New Britain, Conn.
833,302. Lock. A. V. Chisholm, Cambridge, Mass.
833,316. Hinge. G. C. Gardner, Chicago, Ill.
833,331. Window Lift. C. Michaelis, Omaha, Neb.
833,354. Earth Auger. C. L. Tuttle, Rochester, N. Y.
833,422. Food Chopper. J. H. Snow, New Haven, Conn.
833,516. Pipe Wrench. M. G. Ewer, Detroit, Mich.
833,712. Hand Tool. H. Geisenhaner, Schnectady, N. Y.

WHAT HE WOULD DO.

"In this instance," explained the professor of surgery, to the group of medical students, "the left leg of the patient is somewhat shorter than the right limb, thus causing the patient to limp. Now, Mr. Fresh, what would you do in a case like this?"

"Well," responded the alert Mr. Fresh, "I guess I'd limp, too."

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SPORTING GOODS IN THE HARDWARE TRADE.

The avidity with which Hardware dealers are branching out by including a traffic in sporting goods as a part of their business is an indication that they appreciate the opportunities that are presented by catering to the lover of outdoor sports. They are beginning to see that there isn't a line more pleasant or more profitable for a wideawake merchant to handle than a carefully selected stock of sporting goods. To begin with, sporting goods are attractive of themselves. When a man goes into an establishment and buys a tool or other article of Hardware he does so because he needs it—there is no special enthusiasm about the matter; the purchase simply represents the acquirement of a necessary item of expense. But there is an entirely different reason that inspires a man to purchase a rod or a gun. These articles appeal to him through his love of recreation and outdoor sport and he is willing to spend just as much as his purse will allow, while in buying Hardware goods he will expend just as little as he possibly can and obtain the desired quality and durability. For proof of the sportsman's regard for the articles that furnish him pleasure, note the man who pays from four to six times as much for a handsomely finished and engraved gun when he knows that a cheaper gun without the trimmings, made by a reputable manufacturer, will give just as good service at trap or in the field, and last just as long. A man who can catch just as many fish with a $3.50 lancewood rod will pay from $10 to $25 for one of split bamboo if he can afford it. It marks the difference between Hardware and sporting goods. One is a necessity, the other a luxury; one is a matter of business, the other a matter of sentiment and pleasure.

To continue this comparison, if a man has a fairly complete kit of tools he is not going to make an addition to it until impelled to by absolute necessity. On the other hand, a man may have a cabinet full of guns or rods, but he will always want just one more, and he usually gets it as soon as a new make strikes his fancy and he can afford the expenditure. A sportsman is a good purchaser because he is continually on the lookout for novelties and will often stint himself in order to add to his outfit some new article that has caught his eye. The field for the exploitation of sporting goods by the dealers is many times larger today than it was a decade ago. Then the sportsmen were just numerous enough not to excite any special comment. Today the man who does not indulge in hunting, fishing, canoeing or some other branch of sport is a rare specimen. The fortnight vacation and the Saturday half holiday during the summer months are now so generally established in the United States and the opportunities they allow for the enjoyment of outdoor sports is so well appreciated and so generally grasped that manufacturers of many lines figure their unit of product in thousands instead of by the hundred. As a consequence of the manufacture of sporting goods in large quantities the cost of production and the retail selling prices have decreased to such an extent that the man of moderate means can equip himself with an outfit which only a few years ago none but the fairly well-to-do could have owned. The deduction from this is, of course, that where the market formerly catered to tens it now appeals to thousands of purchasers. Even if this demand were confined to rods and guns it would mean a brisk business, but the moment a man owns a shot gun or rifle he becomes a prospective purchaser of ammunition, cleansers, reloading tools, decoys and the numerous other articles that go to make up the hunter's equipment. Likewise the owner of a rod and reel must have lines, hooks, floats, minnow buckets and similar kinds of tackle. All things considered, the sportsman is one of the best customers that favor any branch of trade, and the dealer who interests him will find it profitable.

A YEAR'S FIRE LOSSES.

We have in the United States 11,500,000 buildings, valued at $14,500,000,000, or more than all the railroads in the country put together, and of all these just one is absolutely fireproof. That one was built in Chicago by the great insurance companies for a testing laboratory. There are 4,000 nominally fireproof buildings. Yet the one actually fireproof building, according to *Collier's*, cost only 12 per cent. more than a building that would shrivel up at the first breath of an advancing fire. In 1905, which was a normal year, we spent $500,000,000 for new buildings and burned old ones to the value of $200,000,000. We paid $300,000,000 for fighting fire and $196,000,000 in fire insurance premiums, of which we got back $95,000,000 from the companies in payment for losses. Hence it cost us more to burn part of our old buildings and protect the rest from burning than it did to put up all our new ones. And that was a normal year. This year is not normal. This year San Francisco has raised the fire losses of the United States to $500,000,000, even if we do not let another city burn down between now and next January. If we should burn up the whole of our bonanza wheat crop we should think the country had suffered a calamity, yet it is doubtful whether that whole crop would pay for the property we actually have burned and are burning this year. Our entire year's gold supply would not pay for a sixth of it. The entire gold production of the world would not come anywhere near paying for it all. The $500,000,000 worth of buildings which we put up in a year to burn down would cost about $550,000,000 if they were built not to burn down. For the extra $50,000,000 we could save most of the $500,000,000 we pay in normal years for fires and fire protection. In other words, we should have the equivalent of another wheat or cotton crop added every year to the national wealth.

Legal Matters

OF INTEREST TO HARDWAREMEN

INSURANCE—POLICY—ASSIGNMENT—INTEREST.

The Kentucky Court of Appeals held, in the case of Bramblett vs. Hargis, that the assignment of a policy life insurance to a party not having an insurable interest in the life of the insured is against public policy and void as between the parties; that to make the sale or assignment of a policy of life insurance valid as between the parties, the assignee or purchaser must be related to the insured in such a degree as would authorize him to take out insurance on the life of the insured, or he must be a creditor, and if a creditor he can only participate in the proceeds of the policy to the extent of the indebtedness the policy was sold or assigned to secure, and that a policy of life insurance or other property pledged to secure a particular debt cannot be held by the pledgee to cover other debts due him by the pledgor.

CORPORATION—EMPLOYEE—PATENTS.

The United States Circuit Court of Appeals for the Third Circuit held, in the case of The Pressed Steel Car Company vs. Hansen, that the fact that a person engaged at a large salary to take charge of the engineering and manufacturing department of a corporation and assumed the duty of improving its product and devising and designing articles for its benefit did not require him as a matter of law to assign to the corporation patents so designed.

BOTTLING COMPANY'S LIABILITY—INJURY.

The Supreme Court of Georgia held, in the case of Watson vs. Augusta Brewing Company, that a company manufacturing and bottling a beverage was liable to a person injured by swallowing pieces of glass while drinking from a bottle which he had procured from a merchant, who had purchased the same from the manufacturing company.

WIFE—HUSBAND'S DEBTS—CREDITORS.

The Supreme Court of Louisiana held, in the case of Clark vs. Whitaker, that while a wife cannot be held as surety for the payment of her husband's debts, yet if she does not avail herself of the protection afforded and chooses to dispose of her property in his interest, she cannot have the disposition annulled to the prejudice of persons without notice who have dealt with the husband on the faith which recorded deeds give rise to.

EMPLOYER'S LIABILITY—LADDER—SOUNDNESS.

The Supreme Court of Minnesota held, in the case of Dessecker vs. Phoenix Mill Company, that where an ordinary ladder furnished by an employer to his employee with which to perform his duties was sound and in good condition for use when so furnished, no duty thereafter rested upon the employer to inspect the same from time to time for the purpose of ascertaining whether from its ordinary use it had become out of repair, or at least that no such duty rested upon the employer as to an employee who was thoroughly familiar with the use of such an appliance.

BANK—COLLECTION—UNREASONABLE CUSTOM.

The Supreme Court of Alabama held, in the case of Farley National Bank vs. Pollak et al., that a custom of a bank to send paper received for collection to the bank on which it was drawn was void for unreasonableness.

CHECK—WRONGFUL PROTEST—DAMAGES.

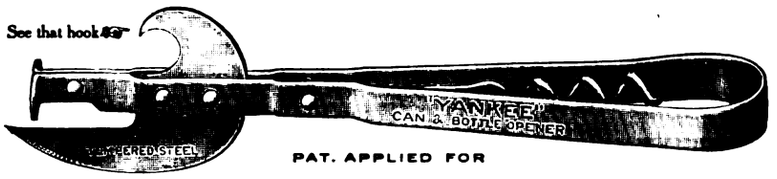
The Supreme Court of Minnesota held, in the case of Peabody vs. Citizens' State Bank of St. Charles et al., that where a bank check is wrongfully protested the drawer may recover temperate compensatory damages without alleging and proving special damages, and that the right to recover such damages is not confined to a trader in the restricted sense in which that word is used in the bankruptcy laws, but extends to any person who is engaged in business and whose credit is thus necessarily injured.

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NEW GOODS AND SPECIALTIES

THE "YANKEE" CAN AND BOTTLE OPENER.

Taylor Mfg. Co., Hartford, Conn., are the manufacturers of the "Yankee" Can and Bottle Opener, which we illustrate herewith. It is made of steel, has a tempered steel blade and is made to sell at a popular price. The device removes bottle caps, opens round or square cans and removes the cork from a bottle.



THE "YANKEE" CAN AND BOTTLE OPENER.

In the latter operation the user has a good purchase on the device, as there is the entire length to grip with the hand. The corkscrew is made very strong and tinned to prevent rusting.

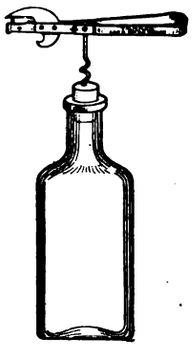


Fig. 1.



Fig. 2.

In Fig. 3 the Combination is shown being used to open a tin can, which can be opened easily, as the blade is made from the best steel and carefully sharpened. It will work either way:

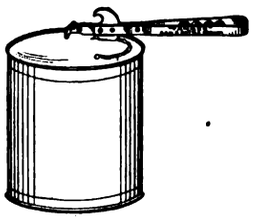


Fig. 3.

right or left hand. The Openers are packed a dozen in a neat display box, with a standard on the back of the box so it can be placed upright on the counter if desired.

LYMAN COMBINATION REAR SIGHT.

The Lyman Gun Sight Corporation, Middlefield, Conn., among the many specialties they make contributing to the perfect construction of superior firearms, are manufacturing the Lyman Combination Rear Sight, shown in the illustration herewith. This cut shows the No. 1 Rear Sight, and its stem with the small stop-pin at the end. After the sight is attached to the rifle, it should be tested at fifty yards for "point blank" shooting. When the sight is adjusted for this distance, mark the sight stem slightly at the top edge of the sleeve, then remove the stem by turning the knurled sleeve from right to left, and drive the pin into the hole at the end. Screw the sight stem back, and if it is above the mark which was made, remove it again and file the pin shorter until it is correct for shooting fifty yards.

This stop-pin is quite important as it prevents the sight from ever being too low for "point blank" shooting. Secure a No. 2 stem and disc also, to use in your No. 1 sight, and thus be prepared for both hunting and target work. When ordering extra stems, always state make, model and calibre of rifle on which the sight is used. Some of the advantages of this sight over all other sights are given as follows: With this sight almost instantaneous aim can be taken, for the object to be aimed at; while with any other rear sight the chief difficulty in aiming is to bring the sights and objects quickly into line without interfering with the view of the front sight of the object. This

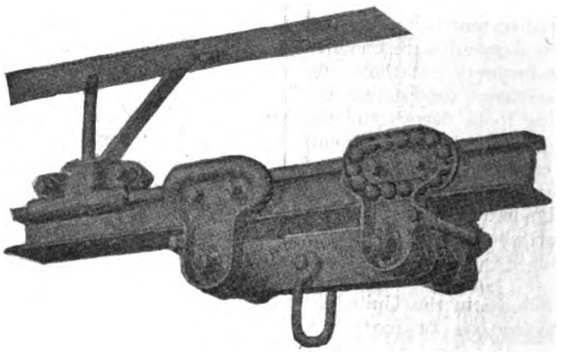


LYMAN COMBINATION REAR SIGHT.

sight can be used when the light becomes too dim to use any other rear sight, and shoot better than you ever could with the common sight. This sight is readily attached to rifle and easily adjusted for shooting at various distances. To obtain satisfactory results with Lyman Sights it is very important that they should be used on the rifle for which they are designed. To avoid the possibility of error in selecting sights, each box of Lyman Rear Sights is labeled, stating the make, model and calibre of rifles for which the sight is suitable.

OVERHEAD TROLLEY TRACK LINE.

The G. & W. Mfg. Company, 26 Cortlandt Street, New York, has just put on the market a new style of overhead trolley track line, patented August 7, 1906, the main portion of which is shown in the accompanying illustration. The feature of this construction is the ease and economy with which this system of



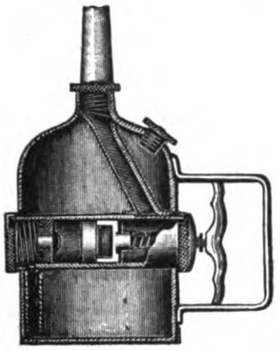
OVERHEAD TROLLEY TRACK LINE.

trolley transmission can be installed for store, warehouse, machine shop, factory and foundry use, and in similar places. Either I-beams or T-rails can be easily bolted or screwed to overhead beams, on which the trolleys of malleable iron having steel balls running in steel ball-races travel back and forth. As the hangers are adjustable, it is possible to easily put up and level the overhead track. There are lag joints between the tracks which prevent tracks spreading or working loose. Other advantages referred to by the Company are safe and solid connection between the track and hangers, adjustable braces that can be put up at any angle, anywhere most convenient, and trolleys rounding curves easily without binding. The company also installs any system of industrial railroad, complete with switches, curves, turntables and cars for transporting all kinds of goods and materials where overhead trolley cannot be used.

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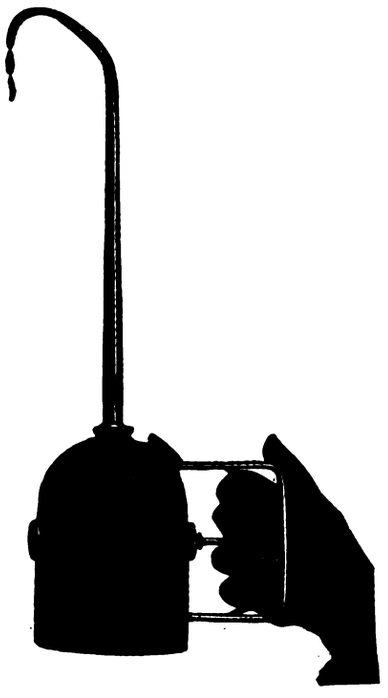
WILKINSON FORCE FEED OILER.

Wilkinson Mfg. Co., 69 Wall Street, New York, are placing upon the market the Wilkinson Force Feed Oiler, of which we give two illustrations. In the manufacture of the steel shell of this high-grade Oiler, the best cold-rolled steel is used—practically indestructible, which is finished in copper, brass or nickel-plated, and the interior mechanism is made of brass, strong in all parts, nothing to wear out except the leather cup



CROSS SECTION SHOWING PUMP.

and valve, which can be replaced in a few minutes. All parts are removable, including the lower valve, which screws into place and is easily removed for repairs should occasion require. The Oiler is made to stand hard wear. All parts are interchangeable, and perfect in workmanship. So sensitive is the mechanism that the movement of one-fourth of an inch will force out the oil, while the spout always remains full to the point ready for oiling, and no oil can escape without working the pull-bar in the handle. There are conditions in nearly all

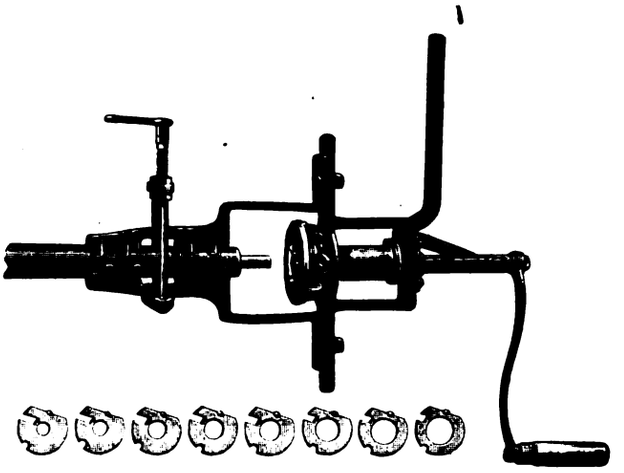


WILKINSON FORCE FEED OILER.

places where machinery is used where it is difficult as well as dangerous to reach points to be oiled. In such cases the Wilkinson Force Feed Oiler will be found to be just what is wanted, as a slight squeeze of the hand will force the oil to the spot without courting danger. One can stand on the floor and oil shafting overhead or down in pits, thus avoiding climbing into places which endanger life. For this purpose a nozzle is made six feet long. The Oiler is made in four sizes, from a half pint to four pints, and with nozzles from 3 or 5 inches, 5, 9 or 12 inches, 9, 12 or 15 inches and 12, 14 or 18 inches respectively. The article is well made, and the manufacturers claim that every Oiler is guaranteed to work perfectly, and that the spout cannot clog in cold weather or fail in delivering at the precise place it is needed, and as the oil cuts off and stops flowing at once when the pressure is removed from the pull-bar, there is none wasted by dripping over machinery or floors, as is the case with some other Oilers.

BRODHAGE SPOKE TENON MACHINE.

Silver Mfg. Co., Salem, Ohio, are placing on the market the Brodhage Spoke Tenon Machine, of which we give an illustration in this article. The machine is made of malleable iron, and weighs but 11 pounds, which is a great advantage, as it can be carried around and placed on the spoke of a wheel in any part of the shop. While being clamped on the wheel it becomes centered automatically. This insures accurate work. The



BRODHAGE SPOKE TENON MACHINE.

clamping is strong and positive, as there is no danger of slipping once the clamping device is properly set. The force feed is claimed by the manufacturers to be superior to the old screw feed for the reason that the capacity now depends entirely upon the desire of the operator. The length of tenon can be instantly changed or set any length, and will remain positive, insuring the uniformity of cut. The machine will cut up to 2⅝ inch lengths. There are eight different brass gauge plates, as illustrated, which are used in making different diameter cuts. Tenons can be cut every ⅛ inch from ⅜ to 1¼ inch in diameter. This new machine, because of its small size, simplicity and inexpensiveness, will be found invaluable not only in the small carriage shop, but also for repair work or small work in large shops where power is used exclusively.

SELF-REGISTERING SAVINGS BANK.

The Piaget Novelty Co., 265 Broadway, New York, who manufacture a line of Self-Registering Banks of various shapes and styles, have just added to the line one in the form of a Saratoga Trunk, which is destined to become popular and prove a ready seller. This particular Bank possesses the novel feature of having a pivoted door at the bottom, which can only be opened when ten dollars in dimes has been deposited. The 10 cent



SELF-REGISTERING SAVINGS BANK.

coin is pushed through the slot on top, as shown in the engraving, which is registered by pulling out the end thumbpiece, the figures on the front (see cut) indicating always the exact amount the bank holds. When the deposits reach the amount of $10 the opening on the bottom may be removed and the amount secured; or the $10 may be left inside until another 100 dimes have been dropped in. The bank is in the well-known form of a Saratoga Trunk, is made of cast iron and measures 4¾x3½x2⅝ inches. They are distributed in neat cardboard boxes, with the necessary instructions, three dozen being packed in a case, weighing about 110 pounds. The banks are nickel-plated with polished surfaces, and present a very attractive appearance.

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WABASH COASTER WAGON.

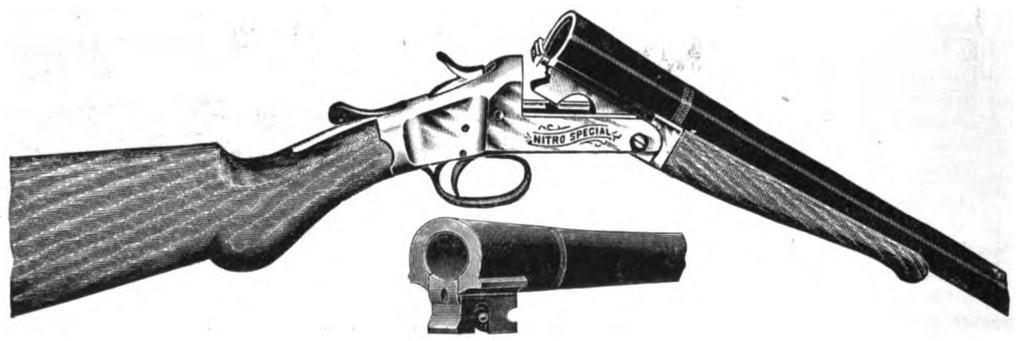
Wabash Mfg. Co., Wabash, Ind., are introducing to the trade the Wabash Coaster Wagon No. 37, an illustration of which is given herewith. It is especially adapted for boys and girls between the ages of 6 and 16. It is manufactured in a strong, compact and simple manner. The box measures 16x34 inches and is 5 inches deep. Five hand-wood strips across the bottom give strength. Two strap bolts riveted to the sides pass through the bottom and the middle cross-piece with nuts on the bottom end, forming a truss-frame construction. The corner pins prevent the box shifting on the bottom. The gear is hard-wood, well braced forward and back, and the front wheels turn under to the center, which permits the wagon to turn completely on a narrow walk. The brake controls the speed. The construction of the wheels is referred to as being the best ever used in a toy wagon. They have "T" steel rims of light weight and superior strength, the rim that the manufacturers claim never settles between the spokes. Consequently, there is no bumping or pounding noise. The wheels are 11 inches in diameter; the box is removable. It is well balanced to prevent tipping. The wagon is handsomely ornamented and varnished and trimmed in bright red. It is claimed that errands are turned into pleasure trips with this splendid little vehicle, and any wideawake boy will develop mind as well as body in finding new ways to utilize it in games and sports. The company have nine shipping stations, as follows: Philadelphia, Pittsburgh, Milwaukee, Wis., Louisville, Ky.; Kansas City, Mo.; Seattle, Wash.; Portland, Ore.; Wabash, Ind. They also manufacture geared cars and miniature farm wagons, etc., etc.



WABASH COASTER WAGON.

"NITRO SPECIAL" SINGLE BARREL GUN.

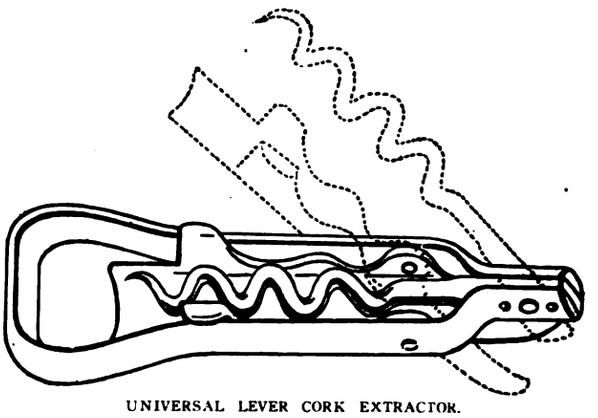
J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are placing before the Hardware and Sporting Goods trade the improved "Nitro Special" Single Barrel Gun. It has an extra heavy cannon breech, and the barrel is made of higs-pressure steel, with lugs swedged on the barrel; that is, a part of the barrel not brazed on. It is of special construc- powder. Has the Stevens check hook to take up all wear, and prevents any strain on the forearm. Has a fancy patent snap forearm, is supplied either nickel-plated or case-hardened, with a walnut stock, rubber butt plate, top snap, coil main spring and made in the usual lengths and gauges, and weighs 7 to 7¼ pounds. The No. 93 is the Extractor Gun, listing at $8, and the No. 97 is the Automatic Ejector, and lists at $9. It is higher in price than other single barrel guns, but the manufacturers claim it is made heavier, stronger and of better material and more symmetrical, and is claimed to be the best gun that has ever been offered in its class, and should certainly interest the trade.



"NITRO SPECIAL" SINGLE BARREL GUN.

UNIVERSAL LEVER CORK EXTRACTOR.

The Snow & Petrelli Mfg. Co., New Haven Conn., for which John H. Graham & Co., 113 Chambers Street, New York, are sole distributers, have put on the market the Universal Lever Cork Extractor as represented in the accompanying illustrations.



UNIVERSAL LEVER CORK EXTRACTOR.

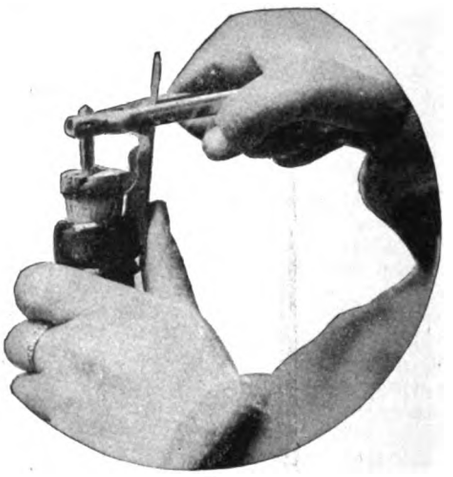


Fig. 2.

The Extractor is suitable for carrying conveniently in the pocket, being but 3½ inches long, folded, and weighing 1¾ ounces. The three parts are formed from wrought steel, and nickeled. See Fig. 1. In use the worm screw is inserted in the cork, and by means of the pivoted lever to be held tight against the neck of bottle for a fulcrum, as seen in Fig. 2, the most stubborn cork can be easily drawn without tugging or straining, by a downward pressure on handle. Tin caps on corks are quickly removed by placing the loop of handle on top of cap and the end of plate under the crimped edge (See Fig. 3) when with

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an upward lift the cap is thrown off. Where corks are secured by wires the Extractor is held with curved plate underneath, when a slight pressure lowers the hook, which is then inserted



Fig. 3.

under the wire, and with a twist horizontally to the right the wire is cut. Foil caps may also be cut and removed with the hook.

"THE NEW PARTNER."

The J. D. Warren Manufacturing Co., Chicago, Ill., manufacturers of Hardware shelving, have just completed illustrated descriptive matter printed in four colors, of their Hardware shelving shown in combination and separate cabinets and bases, which is known as "The New Partner."

It is the most carefully prepared descriptive matter, both in manuscript and illustrations, in a condensed form, that they have ever compiled. The designs shown were all made to fill actual requirements of diversified stocks, as Mr. Warren saw was necessary in personal visits to stores throughout the country; and his life work for twelve years past is exemplified in this folder and in a few clean cut, clear sentences tells the whole story of what has been accomplished for the convenience and improvement of the Hardware merchant's store.

Instead of being printed in the usual catalogue form it is a folder, so that in opening, store arrangements from the finest to the cheapest are instantly in view for comparison with one another. It illustrates in a most unique and practical way a liberal variety of combinations, that their observation and experience in manufacturing and selling have taught them to be the most practical, costing from $4.50 per lineal foot up; and while the illustrations show lengths of only 25 feet, they are expected to be extended to such length as required by each store, and for this purpose, these combinations show hair lines running between each cabinet and base that separates each unit by itself, so that if a combination is not desired as arranged, or wished in greater length, any part of one combination can be taken and combined with those of others, and the price ascertained at once, as the number and net cost of each cabinet and base is printed separately under each one, thus enabling any one to select an equipment.

The folder certainly displays how a Hardware store may be made as handsome in the way of perfect equipment as any store in the city or town, and there is no stock like a Hardware stock to furnish the interest that compels attention to the goods. Mr. Warren's missionary efforts in this particular deserve the most unbounded success, for his labors in this line produce the most convincing proof of his intelligent persistence, of his genius and inspiration for industrious accomplishment.

NOW SALES MANAGER FOR "3 IN ONE."

Chas. E. Hunt, who for several years has been circulating among the jobbers of the country in the interests of the famous "3 in One" has been appointed sales manager of the G. W. Cole Company, the manufacturers of "3 in One." Mr. Hunt's appointment as sales manager is a deserved recognition of his abilities and energies. Jobbers and dealers from Maine to Mexico know the genial Mr. "Oilright" Hunt. Even Canada has been covered by Mr. Hunt, so in assuming direction of "3 in One" sales all over, the "3 in One" business is marvelous to even those in charge of its development. The demand for and the consumption of this oil spreads so rapidly that the "3 in One" factory is taxed to keep up with the demand and have enough surplus stock on hand to ship without delay. Up to date, however, the factory has been able to ship any reasonable quantities on even telegraphic instructions and with the new additions and improvements now under way expect to keep apace of even Mr. Hunt's most sanguine expectations.

VOORHEES RUBBER MFG. CO.

In making its bow to the public some eight years ago, the Voorhees Rubber Mfg. Co., Jersey City, N. J., manufacturers of Mechanical Rubber Goods, through its president, John J. Voorhees, made this announcement: "This company in offering



RUBBER BELTING.

its products to the trade is simply renewing old acquaintances. Its management has had an active experience of over thirty years, and has the ability to make excellent goods, and, what is more to the point, the disposition to do so." No more true



CANVAS WRAPPED HOSE.

or terse expression could have been used to express earnestness and determination to make a mark, and, of course, success has followed. Nothing better for hard service than Belts



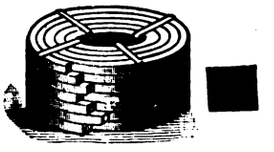
COTTON MILL HOSE.

bearing Voorhees name and brands. From Garden Hose to the large and heavy Suction Hose used in government dredging work, the Voorhees factory is equipped for turning it out to



SHEET PACKING.

do the best and most effective service. All guaranteed. There is a lot of special advertising done by some manufacturers. setting forth the virtues of certain Packings, but without a



PISTON PACKING.

parade the Voorhees factory is kept running full time on packings, and they don't have to talk; the packings talk for them.

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RECENT TRADE PUBLICATIONS.

Yale & Towne Mfg. Co., No. 9 Murray Street, New York, have distributed to the trade an interesting booklet entitled "Suggestions for Selling Yale Padlocks." Referring to this booklet the company say: "This isn't a Padlock Catalogue, it's a book that suggests *uses* for Padlocks, that may bring to your store people who never before thought of a Padlock as a desirable article for their own use. Most people will say that Padlocks are used on barn doors and couldn't in a half hour tell you of more than one or two other ways to use them. In this book fifty ways are suggested. Our suggestion is that you send these books to desirable customers, who make other purchases in your store—keep them on the counters—mail them to your most important Customers." They are also distributing other taking trade literature under the name of "The Little Black Box" and a Book about Padlocks. They also call attention to the fact that they are manufacturers of the Yale Lock, Builders' Hardware, Ornamental Hardware, Blount Door Checks, Cabinet, Trunk and Prison Locks, and will be pleased to furnish information regarding any of these lines.

Pike Mfg. Co., Pike, N. H., are sending out their new price list on India Oil Stones. Included in this pamphlet is a history of these Oil Stones, with a description of their manifold merits. Instructions are also given for users of India Oil Stones in Machine and Shoe Shops, as well as general directions for their care and use. In this connection they send a letter to the trade, as well as a communication on the subject of German Water Hones.

Samuel Harris & Co., manufacturers of and dealers in Tools and Supplies for all kinds of machinists and manufacturers, at Nos. 23-25 South Clinton Street, Chicago, Ill., have favored us with a copy of their new catalogue, in which will be found a large assortment of Taps, Reamers, Wrenches, Screw Plates, Stocks and Dies, Pipe Cutters and Tongs, Drill Sockets, Drills, Countersinks, Mandrels, Hack Saws and Blades, Milling Cutters, Gears, Drill Chucks, Boring Tools, Hand Turning Tools, Lathe Dogs, Box Scrapers, Nail Pullers, Wire Nails, Bit Braces, Auger Bits, Clamps, Hand Screws, Hammers, Steel Shop Pans, Iron Ladles, Dowel Pins, Shovels, Brushes, Wheelbarrows, Pliers, etc., etc. Prices are given throughout the catalogue, and the dealer will find the same a very useful and complete one when ordering machinists' supplies and tools of any kind.

Cyclone Woven Wire Fence Co., with main office at Holly, Mich., and branches at Waukegan, Ill., and Cleveland, Ohio. Lawn Fence Catalogue No. 4 for 1906, devoted exclusively to Ornamental Fence and Gates, and in which the company have added several pages and some new designs. Their Colonial style of single-post fence is particularly worthy of notice, and is claimed to be built heavier and stronger than any other fence of this type previously offered. The feature of showing the fringe of ornamental top above the rail gives a pleasing effect, and the double-cable top in their styles "L"-Extra and "K" fabrics are specially adapted to this construction. The catalogue will be sent upon application, and the company ask the privilege of making an estimate on anything wanted in their line.

Philadelphia Lawn Mower Co., Nos. 3101-3109 Chestnut Street, Philadelphia, Pa. Annual illustrated catalogue and price list for 1906 of their Genuine Philadelphia Lawn Mowers. The line is illustrated in natural colors, showing their various styles and patterns, including High Wheel and Golf Mowers, Roller Bearing Grass Collectors, Drexel, Gold Coin, Dewey and Pony Lawn Mowers, and a line of Horse Mowers under the name of IXL and Eagle. They also manufacture a line of Horse Sweepers, Lawn Sprinklers, Horse Boots and Two-Man Mowers. The frontispiece of the catalogue gives a view of their extensive works, and on the cover will be found, in colors a view of a beautiful lawn on which an Eagle Horse Mower is in operation.

Forsyth Mfg. Co., Buffalo, N. Y. Catalogue of Bath Room Accessories and Moulding Hooks, which includes Stationary and Revolving Toothbrush Holders, Towel Bars, Tumbler Holders, Comb and Brush Shelves, Soap Trays, Brush Broom Holders, Wall Sponge Baskets and Little Giant, Big Giant, "Orient", "Uncle Sam" and "Beauty" Moulding Hooks.

Atlantic Stamping Co., Rochester, N. Y. Catalogue B for 1906 of Atlantic Tin, Copper and Galvanized Ware. Illustrations are given of their line of Galvanized Wash Tubs, Pails, Fire Buckets, Foot Baths, Toilet Ware, Oil Cans, Sprinkling Pots, Oily Waste Cans, Garbage Cans, Cuspidors, Refrigerator Pans, Dry Measures, Cream and Cooler Separators, Strainers and Covers, Wash Boilers, Copper Pails, Strainer Pails, Horse Pails, Cream Pails, Umbrella Holders, Dish Pans, Bread Pans and Raisers, Milk and Pudding Pans, Preserving Kettles, Sauce Pans, Dust Pans, Wash Bowls, Dinner Pails, Packing Cans, Liquid Measures, Pieced Cups, Dippers, Funnels, Coffee Boilers, Plumbers' Torches, etc. The catalogue is printed on an excellent quality of paper with an artistic cover in brown, on which is mounted a photogravure of the warship Atlantic.

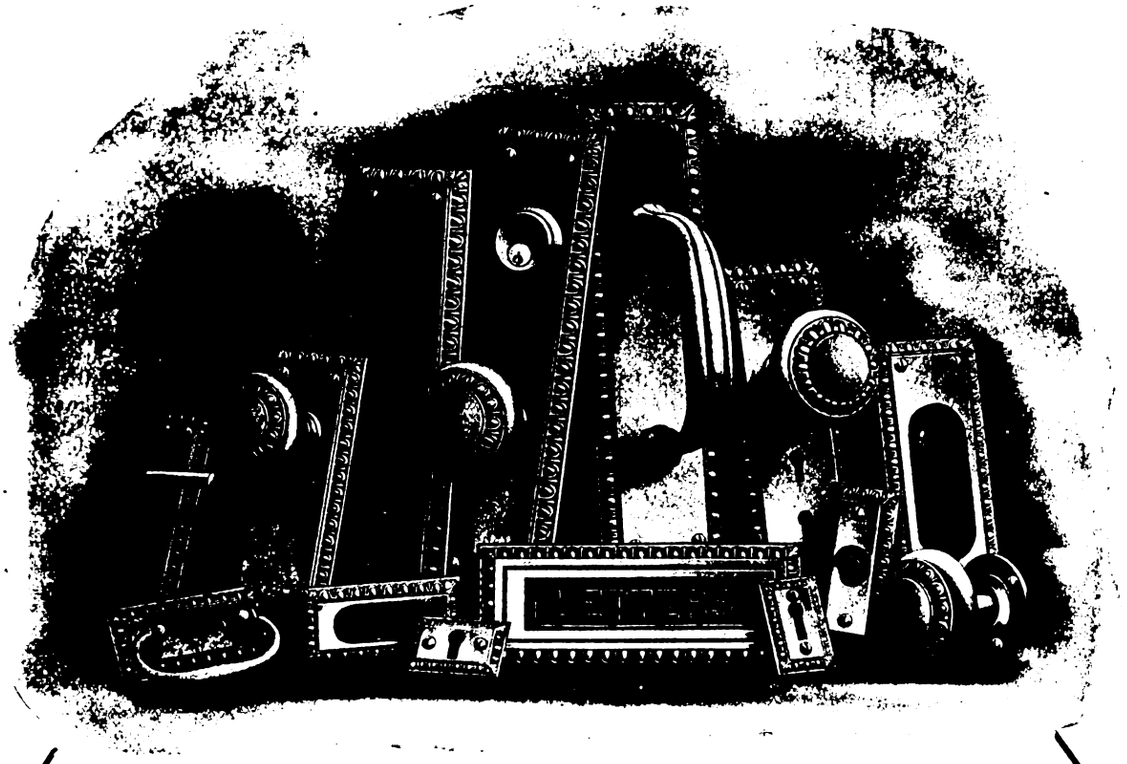
Bridgeport Hardware Mfg. Co., Bridgeport, Conn., with New York office in charge of J. C. McCarty & Co., 10 Warren Street, have distributed their new catalogue, No. 15, in which will be found a large number of illustrations of the Hardware specialties of which they are well-known manufacturers, such as the "Suregrip," "New Jumbo" and "Rex" Nail Pullers; "Nox Tox" Crate Opener, "Globe" Box Opener, No. 10 Box Chisel, Screw Drivers, Grant Tack Pullers, Putty Knives, Wall Scrapers, Nippers, Pincers, Call Bells, Nut Cracks, Fence Pliers and Staple Pullers, Ticket Punches, Paper Clips, Paper Files, Toilet Paper Holders, Wire Cutters, Can Openers, Hack Saws and Frames, Keyhole Saws, Fret and Jig Saws, Shears, Cigar Cutters, Ladies' Scissors, Tinners' Snips, etc. This company also manufacture the Hardware for the Perfect Sliding Door, and are sending out a catalogue regarding the same to the trade.

Geo. W. Pitkin Co., Fulton and Carpenter Streets, Chicago, Ill., have issued their Illustrated Price List No. 55 of Paints. In an introductory note the company say: "We have aimed to include in this catalogue all of the products of the Geo. W. Pitkin Company, illustrating the labeled packages in most instances in order to give the trade and their customers generally a correct idea of the manner and style in which our goods are put up. All jobbing goods have been purposely omitted in this catalogue, as we have endeavored to restrict it to a size that will permit the ready finding of any article. We have constantly on hand, and furnish without charge to the trade, appropriate and attractive advertising matter which, when intelligently displayed, cannot fail to materially increase a dealer's sales. Discounts from this list will be quoted upon application. Color cards and samples will be forwarded, and we will furnish information concerning our goods whenever desired. We invite correspondence concerning special paints not mentioned. Our laboratory is well equipped, not only to test all raw materials used, but to analyze, match and prepare samples upon which we will quote prices in competition with all other makers." Their line includes Barn, Floor, Buggy, Vessel, Deck, Screen, Roof and Cornice Paints, Varnish and Shingle Stains; Bath Tub, Bicycle, Stove Pipe and Radiator Enamels; French Ochre, White Lead, Colors in Oil, Zincs, Coach Colors, etc. They will be very glad to send copies of their catalogue to any dealers thinking of handling a complete line of paints.

Oliver Iron & Steel Co., Tenth and Muriel Streets, Pittsburgh, Pa. Standard Price List No. 50 of Bolts, Nuts, Washers, Rivets, Picks, Mattocks, Grub Hoes, Wagon Hardware, Bar Iron and Steel. In a prefatory note the company say: "The steel and iron used throughout our entire works is all of our own manufacture; insuring a uniform quality and enabling us to execute your orders promptly. We solicit your orders and inquiries for all goods named herein, and will be pleased to quote discounts or net prices on application."

New Castle Stamping Co., New Castle, Pa. Catalogue No. 4 of "New Castle" Enameled Ware. Illustrations are given in natural colors of their line of Austrian, Tokio and Special Ware, as well as their Seamless Coffee and Tea Pots, Coffee Boilers, Tea Steepers, Tea and Preserve Kettles, Sauce Pans, Covered Pails, Milk or Rice Boilers, Fry Pans, Pie Plates, Jelly Cake Pans, Bread Pans, Water Pitchers, Bread Raisers, Dish Pans, Wash Bowls, Dippers, Drinking Cups, Dinner Plates, Colanders, Soup Plates, Milk Kettles, Basting Spoons, Pieced Funnels, etc.

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SPARTA DESIGN (GREEK) SARGENT'S ARTISTIC HARDWARE

Educate your customers---those who are erecting homes and other buildings in your neighborhood---to the use of better hardware. A fine house should be fitted with fine hardware; cheap goods are out of place in an elegant dwelling.

It will give you a larger profit and your customers will be better satisfied if they trim their buildings with

Sargent's Artistic Hardware and Easy Spring Locks

than if substitute goods said to be "as good" are used.

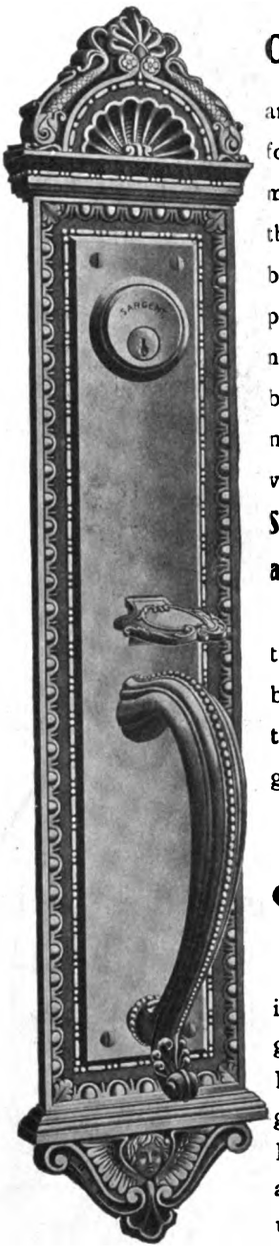
We have a complete line of Locks suitable for all classes of work and a variety of Designs to harmonize with all schools of architecture.

SARGENT & COMPANY, Manufacturers

New Haven, Conn. New York Philadelphia Boston Chica

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Everybody is now building,



or will be soon,

and there will be much use for builders' hardware. To make sure of your share of the profits sow the seed now by distributing among prospective builders in your neighborhood the attractive, business-bringing printed matter we will furnish to advertise

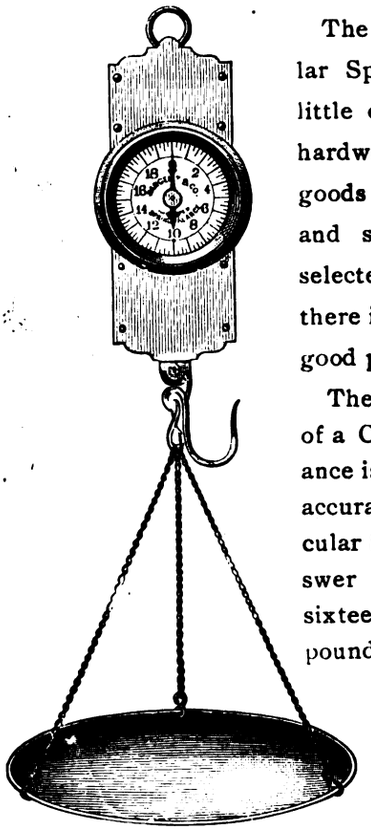
Sargent's Artistic Hardware and Easy Spring Locks.

Every building fitted with these goods means a satisfied builder—your pleased customer, if you furnish the goods.

Our Store Door Handle Line

is complete, embracing a great variety of patterns. Both plain and ornamental goods are represented. Bit Key Locks, Flat Key Locks and Cylinder Locks are all used.

Sargent's Spring Balances



White Enameled Front, Round Pan.

The purchase of Circular Spring Balances is a little out of the ordinary hardware line; they are goods with delicate parts and should be carefully selected. In selling them there is a chance to make good profit.

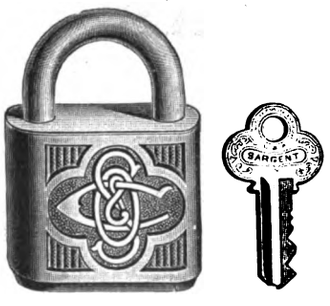
The first requirement of a Circular Spring Balance is that it shall weigh accurately. Sargent's Circular Spring Balances answer this requirement—sixteen ounces to the pound every time.

Again, the balance must be strong in its construction so that it will withstand the wear and tear of almost continuous use. Sargent's Balances fill the bill in this respect—they are strong and durable.

Finish goes a long way in these goods and the finish of our balances is first class; they are made in a variety of styles, with brass front and enameled front, round pan, square pan and scoop. All are warranted.

We make also Pocket, Round and Straight Balances in various styles, also Scale Beams.

Here is a First-class Padlock



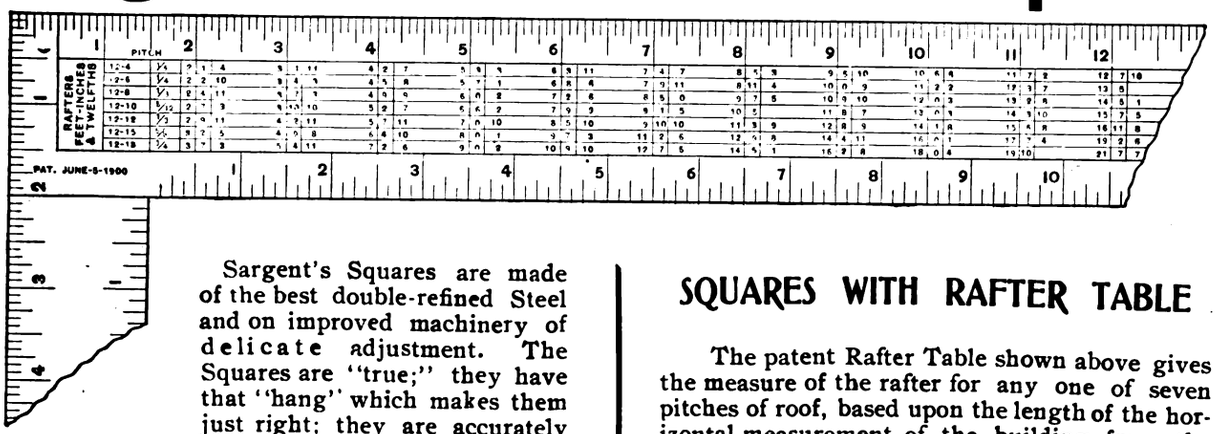
well-made, strong and serviceable. It is made of Bronze with Double-locking Spring Shackle and has two keys. Can be master-keyed in sets with our Cylinder Door Locks and with the same Master Key to pass.

SARGENT & COMPANY, MANUFACTURERS

New Haven, Conn. New York Philadelphia Boston Chicago

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Sargent's Standard Steel Squares



Sargent's Squares are made of the best double-refined Steel and on improved machinery of delicate adjustment. The Squares are "true;" they have that "hang" which makes them just right; they are accurately marked and nicely finished. We make Squares for all purposes and with different markings and labor saving tables and scales, finished in polished steel, nickel plated and royal copper, also blued steel with white and with yellow enameled figures

Our Squares are well known and have a good reputation among practical men. You should sell them.

SQUARES WITH RAFTER TABLE

The patent Rafter Table shown above gives the measure of the rafter for any one of seven pitches of roof, based upon the length of the horizontal measurement of the building from the centre to the outside. Full description and directions for using the Rafter Table, as well as the other Tables and Scales with which our Squares are marked, may be found in our Square Booklet, a very useful pamphlet which is packed with each Square and which we also furnish to dealers for distribution to mechanics. Let us send you a copy; it will interest you.

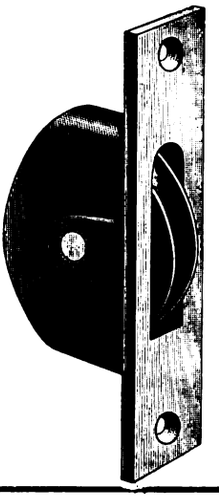
SARGENT'S CYLINDER LOCKS

you can depend upon



They look well, work well and wear well. No better locks are made and you can stand back of every one with the assurance that it will work perfectly and do good service in actual use and give satisfaction to your customer who uses it. Sargent's Easy Spring makes easy-working locks. "Our Little Red Book" tells about it. Send for a copy.

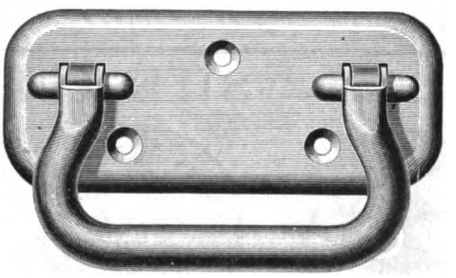
Noiseless Axle Pulleys



should be used for the best work in finishes to match the other hardware.

Our Axle Pulleys (No. 22 series) are made with Iron, Brass and Bronze Face, both Square and Round Corner. They have Iron and Brass Turned Wheels with grooves for Sash Cord, Ribbon and Chain, and are carefully made throughout. We furnish them in plain face and in all the finishes on Iron and Bronze Metal.

These Steel Chest Handles are well liked and the sales are large; they are profitable goods for dealers.



We make three sizes in all the desirable finishes, and also have them ornamented and with different styles of plate. They are very strong. Send for a sample and prices.

SARGENT & COMPANY, MANUFACTURERS

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It is simply wonderful

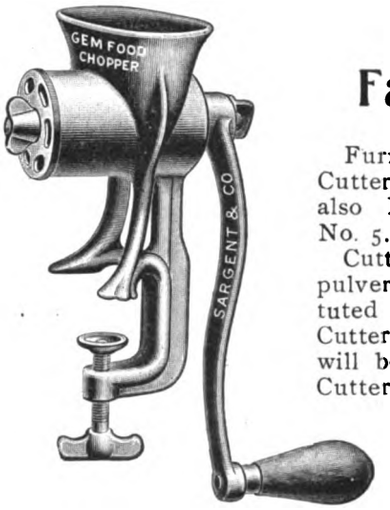
the number of women who are responding to our advertising in the women's publications and showing a lively interest in Sargent's Gem Food Choppers. The Gem is wanted in thousands of kitchens and every live dealer should take advantage of our extensive advertising by displaying it and pushing it during these months when the demand is greatest. If you are not posted send for our Descriptive-Suggestive Pamphlet, which fully describes the Gem and suggests many methods to make and increase sales.



NO. 16

The Little Gem

Furnished with Steel Cutters Nos. 1, 2 and 4. Also Nut Butter Cutter No. 5.



NO. 20

Family Size

Furnished with Steel Cutters Nos. 1, 2, 3 and 4, also Nut Butter Cutter No. 5.

Cutter No. 0, for fine pulverizing, will be substituted for one of the other Cutters, if so ordered, or will be sold as an extra Cutter.



NO. 22

Medium Size

Furnished with Steel Cutters Nos. 1, 2, 3 and 4. Also Nut Butter Cutter No. 5.

Cutter No. 0, for fine pulverizing, will be substituted for one of the other Cutters if so ordered.

Our Sausage Stuffer attachment can be used with this Chopper.



NO. 24

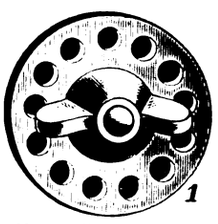
Large Size

Furnished with Steel Cutters Nos. 0, 1, 2, 3 and 4.

Nut Butter Cutter No. 5 will be substituted for one of the other Cutters if so ordered.

Our Sausage Stuffer attachment can be used with this Chopper.

STEEL CUTTERS that cannot break



No. 1. For Pulverizing.



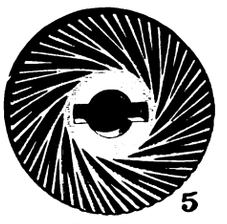
No. 2. Fine.



No. 3. Medium.



No. 4. Coarse.



No. 5. For Nut Butter.

SARGENT & COMPANY, Manufacturers

New Haven, Conn. New York Philadelphia Boston Chicago

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THE NATIONAL HARDWARE ASSOCIATION

TWELFTH ANNUAL CONVENTION.

Within recent years no Hardware Convention was ever so well attended by so large a number of delegates and visitors as the one just closed.

It seemed as though the effervescent symptoms of traveling had siezed the delegates and their friends earlier than usual, and on Tuesday—the day before the Convention—every train brought its quota of conventioners from the North, the South, the East and the West, so that on the evening of that day every part of the spacious Marlborough-Blenheim, this palatial hostelry by the sea, was literally swarming with the representatives of the two Associations and their friends.

And what better time and place could have been chosen than Atlantic City, the queen of seashore resorts! Perhaps the Executives of the Associations had a premonition of heated discussions to come and so they chose Atlantic City with its cooling sea breezes to temper any possible vehemance of spirit and to affect in salutary fashion sentiments which might have been couched in words of objectionable language.

HON. FRANKLIN P. STOY, THE MAYOR OF ATLANTIC CITY, who welcomed the delegates in the following words:

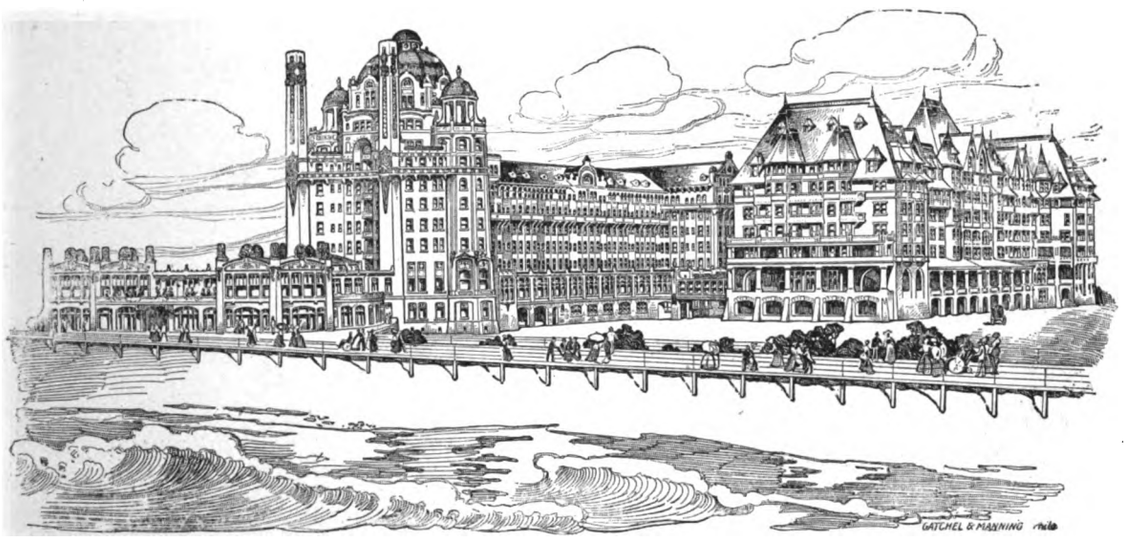
Mr. President, Ladies and Members of this Association:—Out of the twelve or thirteen years that this Association has been formed, it has been our pleasure in Atlantic City to entertain you at least three of these years. We feel to-day quite proud of our honor of having you with us, and I feel doubly proud of the occasion because I have on each one of those occasions bidden you welcome to Atlantic City. It is hardly necessary for me to go through the formality of telling you what is right and what is wrong for you to do here or to tell you that you are welcome, but it is true and a part of my every-day life and every-day service to the City is to extend the hand of fellowship, and I am here this morning again for the third time to say to you that you are welcome to our City, and in extending that welcome to you I also extend to you the freedom of the city. Each and every one of you know what that means—that while you are in session here, especially at this time of the year, it is fair for me to say to you that it is better for us that we turn over the City to you. We feel that way towards this delegation because it represents the United States, and it represents one of the greatest and noblest works of men, and we always look forward with a great deal of pleasure to seeing your faces here with us and note during the season following your meetings that you come back to Atlantic City and see the place in which you hold your Convention, but this is not one of the most pleasant of those days, I assure you, because old Neptune has charge on the outside of the Boardwalk, but I give to you to-day all of the walk and actually that much of the city into your hands this side of the Boardwalk.

Mr. President, I thank you for the pleasure of being here; for this cordial invitation to be with this delegation. Let me say to you that we hope you will again favor us in selecting this place in the future. We will always extend to you the hand of welcome, and I assure you that we will always find you a place to sleep.

Now, I want to have it understood that those who are here without their lady friends, that protection will be afforded you. If you stray away from the crowd on this long Boardwalk, the Department of Public Safety knows very well of your presence here and they will acknowledge your badge of authority—that you are a member of this institution, and will treat you accordingly—I assure you, kindly. I have made all arrangements for that prior to coming to this meeting, and I am sure, therefore, that I will not be required to be called out of my sleepy couch late at night. I thank you.

President Wright announced that the next thing on the programme was roll call.

On motion the roll call was dispensed with.



THE MARLBOROUGH-BLENHEIM, ATLANTIC CITY. N. J.

WEDNESDAY MORNING SESSION. OCT. 17, 1906.

The opening meeting of the Association was called to order in the corridors of the Marlborough-Blenheim Hotel, at 11 a. m. by President W. S. Wright.

One of the largest gatherings in the history of the Association, including ladies, manufacturers, jobbers and others, assembled at the opening session.

In calling the meeting to order, President Wright said:

Gentlemen of the American Hardware Manufacturers' Association, the National Hardware Association, ladies, gentlemen and friends:

It is, I assure you, a great pleasure to welcome you to a meeting of this kind. The very pleasant experiences of the past, the many pleasant recollections that we entertain of our previous gatherings, the many pleasant friendships and acquaintances that have been formed, are very gratifying and very pleasant to us, and it is, I assure you, a privilege to be able to renew old acquaintances and friendships and form new ones and to greet you under such favorable auspices as exist at the present time. I sincerely hope that we shall all of us feel that we have benefited by our stay; that our deliberations and our work will result to the advantage of all concerned and that we shall go to our homes feeling that we have had a most enjoyable time and anxious for the next meeting of our two Associations.

The programme was opened with the singing of the National Hymn, "God Bless our Native Land," led by Hobart Weed.

Rev. John R. Davies, D. D., Pastor of the Bethlehem Presbyterian Church, Philadelphia, then invoked the Divine blessing.

President Wright introduced

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Mr. Supplee of Philadelphia at this juncture came forward and presented President Wright with a gavel, which Mr. Supplee stated was a compliment from the friends of Mr. Wright in the National Hardware Association.

President Wright:

Mr. Supplee, ladies and gentlemens I want to assure you that I appreciate this token of your esteem very highly. I shall always treasure it as a recollection of this very pleasant occasion and of the many pleasant friends and acquaintances that have been formed, and I hope it may always be used to the credit of the owner and for the advantage or benefit of the gentlemen who represent these Associations in making the presentation.

The next misfortune, ladies and gentlemen, that you are called upon to endure is the reading of the President's Annual Address.

President Wright then read his Annual Address, which was as follows:

PRESIDENT WRIGHT'S ADDRESS.

The twelfth annual meeting of this Association brings us together under circumstances what should make us grateful to the Giver of all Good and to a capable and wise administration that we live in so favored a land. From the shores of the Atlantic on which we are gathered, to the Pacific, and from the Gulf to



W. S WRIGHT,
President.

the northern boundary of our territory peace and prosperity are well nigh universal. The generous returns from hte soil and the high prices that are secured have given every man who desires to work steady and profitable employment. The distributers have certainly had most favorable opportunities for the employment of their energies and capital, and as for the manufacturers those of you who placed your orders from three to twelve months ago and are still pleading for shipment are as well aware of their trials and sufferings as I am, and perhaps better qualified to make due allowance for their unfortunate condition.

We are glad to have with us as our honored guests and friends the President, Vice-President and Secretary-Treasurer of the Canadian Association, and we wish them the largest measure of success in their Association work.

Since we last met, Congress has at the suggestion of that greatest of all statesmen, Theodore Roosevelt, enacted

A LAW GOVERNING TRANSPORTATION

to secure equal rights and privileges to all shippers, and our hope is that this law may be so wisely construed and administered as to meet the fullest expectation of its originator. The delays in transportation are a source of serious inconvenience and loss that are as expensive as they are unnecessary and I recommend for your careful consideration the matter of a reciprocal demurrage proposition that will penalize the transportation companies for undue delay in deliveries on the same basis that we are held responsible for delay in releasing their cars.

Our relations with

THE NATIONAL RETAIL HARDWARE ASSOCIATION

have been most cordial, and in the great work they have undertaken, and on which they have made most gratifying progress, we have been of some assistance to them; and they have given us material and valuable assistance in broadening the scope of our work and pushing it forward, for which we are grateful, and hope that the pleasant relations now existing may continue and increase to the advantage of both Associations and their members, as well as the trade at large, and we are pleased to be able to welcome the President and Secretary of the organization whose council and good-will we greatly esteem.

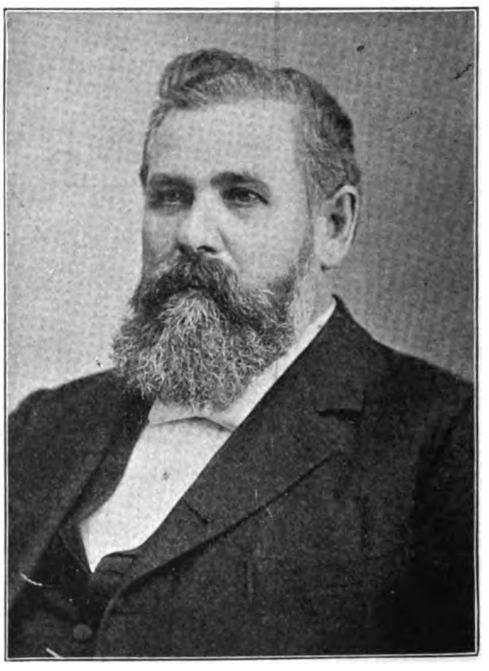
Our relations

WITH THE MANUFACTURERS

have closely followed the constitution of the Association, which says:

"The purpose of this Association shall be the promotion of more cordial and pleasant business relations with each other and with the manufacturers."

And in our dealings with our manufacturing friends we have been met with a broad, generous and fair spirit that has been pleasant and advantageous to both. We must not overlook the fact that these questions have two sides. The manufacturer, like the jobber, has grave and difficult problems to solve, and that many of the questions like legislation must in the very nature of things result in a compromise is self-evident, but if the question at issue is fairly met with a disposition on both sides to be considerate of the other's interest, as well as conservative of his own, the result is a broader view of the situation on both



JOHN C. KOCH,
Vice President.

sides and an appreciation of the difficulties of the other that was not recognized before. But it must not be overlooked that the manufacturer who fails to consider the interest of the distributer and protect it will in time find himself in the position of the man referred to in the Good Book who built his house upon the sand.

Our Committees have during the year most diligently and faithfully supported the officers of the Association, and I want to thank them for their courtesy and consideration. It would undoubtedly be for

THE INTEREST OF THE ASSOCIATION

if more of our work could be done through Committees, but when you consider that the members are busy men and have all more detail work to attend to than their time will permit, it is unfair to make this work a burden.

The Catalogue House question has been most ably handled by the Joint Committee. While I regret to say there has been some criticism and not all outside our membership, this editorial from the *Iron Age* should be echoed by each member of this Association.

"In this connection it is apropos to refer to the latest catalogue of one of the largest mail order houses, which is a fitting tribute to the faithful and untiring efforts of the Joint Catalogue House Committee. The absence of many Hardware manufacturers that appeared in previous issues proclaims the successful effort of this body, which has been pursued in a manner that merits the approbation of all affiliated with the Hardware trade."

I believe this Committee and their work should have more active, earnest, aggressive support from each member of this Association. It is a serious question from

THE BROAD STANDPOINT OF THE MATERIAL WELFARE OF THE NATION.

Its continued growth means the wiping out of rural communities, and not only the retail dealer, but the banker, editor, mechanic and professional man are likewise affected. With these

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go the churches and schools that are the centres of social life. The best brain power and the staying qualities that are essential to its fullest success come from the rural districts and anything that tends to decrease this supply is a national misfortune. There is also a moral side to the question that is often overlooked. Some of our members took the position twenty years ago that I wish we might all follow: "We cannot furnish goods to Catalogue Houses, for we sell our goods to retail dealers, on whom we depend to distribute them, and this implies on our part an obligation to protect them. To sell the same goods to another party whose object and purpose would be to demoralize and destroy the trade of the other, would in our opinion be as unfair and unjust as to go direct to the dealer's customer, and we will not do either." History repeats itself. Our position in this matter is founded on fairness and justice which in time will prevail. Twenty years ago the jobbers of a certain Western city were the strongest supporters of the Catalogue Houses. To-day they are as actively opposed to the system as your Catalogue House Committee.

The matter of

ONE CENT LETTER POSTAGE AND THE PARCELS POST

are matters of vital interest to us that will come before you in detail, and I hope will have your close attention and earnest support.

Our members and friends in San Francisco have met with disaster greater than we at a distance can realize. To them in



T. JAMES FERNLEY.
Secretary-Treasurer.

their misfortune our sincere sympathy is extended and we congratulate them on their rapid recovery and hope that like their beautiful city they may rise from the ruins stronger, better equipped and more prosperous than ever.

The Association work is something that I cannot refrain from calling to your attention. Twelve years is a long time in the life of an active business man, and he has forgotten many things that happened during that time that he should have remembered and he possibly has remembered a few things that he would gladly have forgotten. I had forgotten it myself, but in cleaning out my desk a few weeks ago to move to a new office, I dug up a paper I had read fourteen years ago on trade conditions. After reading it I wanted more light, and I dug up some old sales books and records and the balance sheets of '91 and '92. I can't describe this. Words would fail, but I would give a good deal to impress on the mind of each member the mental impression that I received. It would make 200 loyal, active, aggressive members that would

DOUBLE THE POWER AND INFLUENCE OF THE ASSOCIATION,

and improve conditions to an extent that we do not dream is possible. The results that have been secured in the last twelve years can be doubled in the next five if each member will take hold and lift. Many of us do not realize to what an extent conditions have improved, and if we do, we fail to recognize fully the source of this improvement. Do we realize fully the advantage of the National Hardware Association? Realize that in the past some of the brightest minds in the Hardware trade have labored unceasingly and earnestly to secure the benefits that we now enjoy, not with any selfish purpose, but with the object and desire to build up the Association, and to benefit the trade at large. How can we honor them better than to emulate their generous and unselfish spirit and to follow the example they have set?

This Association is operated not for the benefit of any one man or set of men, but for the greatest good to the whole. When any matter is in question involving the interests of the trade, your able Secretary is there to protect your interests, and certainly the experience he has gained in his twelve years of service and his loyalty and devotion to your interest is evidenced

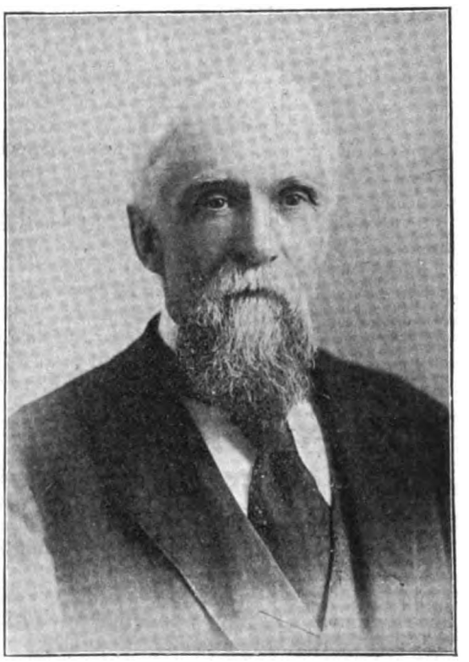


W. W. SUPPLEE.
of Advisory Board.

by the results secured. Some houses feel that they get more in proportion from what they pay the National Hardware Association than from any other one item in their expense account. Can we get more? I think we can. We owe it to ourselves and the Association to

GIVE IT OUR LOYAL AND EARNEST SUPPORT

in thought, word and act. We owe it to our Association, our-



R. A. KIRK.
of Advisory Board.

selves and our associates to place our business with those whose policy in the conduct of their business is fair and considerate of our interests and the interests of those through whom we distribute our goods.

When a manufacturer can sell an interest that is directly op-

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posed to our own and then come to us and with an extra two or five, take the business from a square honest competitor, who is fairly entitled to it, we hold that an unfair proposition to all these parties in interest, and a jobber or retailer who does this should have no complaint to make if the manufacturer sells the catalogue house, the retailer and the consumer. What we all need to cultivate is more backbone, more square-toed fairness, more disposition to help our competitor which is indirectly a greater help to us than aggressive selfishness. We want less disposition to "trim" and tell what we intend to do with a mental reservation that we will find some way to evade doing it. When we all uphol and practice the Association platform, a high standard of business methods," we shall prosper as an Association and as individuals to a greater extent than we have



S. A. BIGELOW.
Ex-President.

in the past and our influence and usefulness will grow broader and stronger with the passing years.

The hand of Death has lain heavily upon us during the year, and we are called on to mourn the loss of some who have passed from among us, but whose memories we can ever cherish and esteem. I will ask the members to rise while their names are read.

On December 14th, 1905, Mr. George Deming, of the George Worthington Co. of Cleveland, Ohio, was called to his eternal reward, while spending a portion of the Winter on Davies Island in North Carolina. Mr. Deming had been connected with the George Worthington Co. upwards of sixty years. He was known as an honorable, upright merchant, who feared God and dealt justly with his fellow-men. Mr. Deming presided at the meeting which was called by the jobbers of Cleveland, which was really the initial meeting of the National Hardware Association.

On April 11th, 1906, Mr. Robert Sickels, President of the Sickels & Nutting Co., New York City, and of the Sickels, Preston & Nutting Co., of Davenport, Iowa, departed this life after a somewhat lingering illness. Mr. Sickels had been identified with the wholesale Hardware business for forty-three years. He was a courteous merchant, and genial companion. He was always active in organizations connected with his church, as well as with his business.

On September 6th, 1906, Mr. B. Fred Tritch, Secretary of the George Tritch Hardware Co., Denver, Colo., was removed from this scene of usefulness. Mr. Tritch was highly esteemed in the city of Denver, and extremely active in all matters that related to its commercial interests.

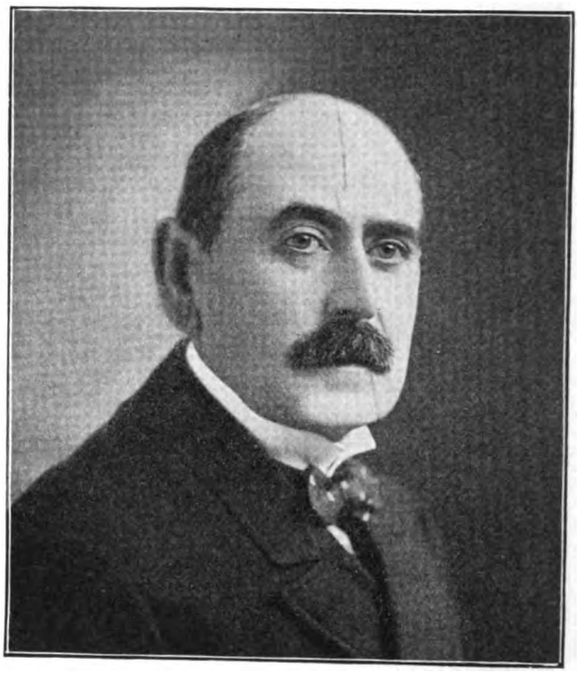
It is both a duty and a pleasure to thank the officers, the members of the Executive Committee and the Advisory Board for the careful and considerate attention that has been given to every detail of the Association work during the year, and often to the sacrifice of their own personal interests. Your Secretary-Treasurer has as always been devoted to the interests he has so faithfully and ably represented, and if we can together in the future as in the past work shoulder to shoulder for the best interests of the Association, our own personal gain will repay many times the efforts that we make, and having due regard always in a broad spirit of fairness to the interests of the manufacturers and retailers, whose welfare and prosperity are inseparable from our own.

Mr. Supplee: I desire to nominate Mr. J. H. Van Newkirk as Journal Secretary of this meeting.

The motion was seconded and unanimously carried.

Mr. Balderson: I would like to nominate S. H. Platt as Railroad Secretary of this meeting.

The motion was seconded and carried.



JOHN BINDLEY.
of Advisory Board.

President Wright: The next is the report of the Secretary-Treasurer, Mr. Fernley.

Mr. Fernley made the following report:

SECRETARY FERNLEY'S ANNUAL REPORT.

Once more, and we hope not for the last time, it becomes our duty and pleasure to render an annual report.



H. H. BISHOP.
Ex-President.

You will not expect me at this time to review all the details of the year. This is unnecessary because you have had three letters each week during the year, in which was reported various matters, which were subject to investigation and adjustment in our office.

OUR MEMBERSHIP.

While not seeking members, yet during the year we have had quite a number of voluntary applications, some of which have been passed upon favorably.

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PERSONAL VISITS TO MEMBERS.

During the year we have visited about 60 per cent. of the members in the organization and have attended quite a number of Association meetings. On all of these occasions we have been much gratified to learn that the work done by the National Hardware Association was fully appreciated by individual members, and that local and sectional Associations felt that our organization was helpful to them. We also visited several State Retail Hardware Association Conventions and noted with much satisfaction the growth of this movement among our retail friends, almost 10,000 retail merchants being now connected with State Associations and through these with the National Retail Hardware Association.

OUR FINANCIAL CONDITION.

Our report as Treasurer will show that during the year, notwithstanding the fact that we have had some unusual expenses, our income has been equal to the same. So that the very comfortable balance we had on hand at the close of last year is still intact.

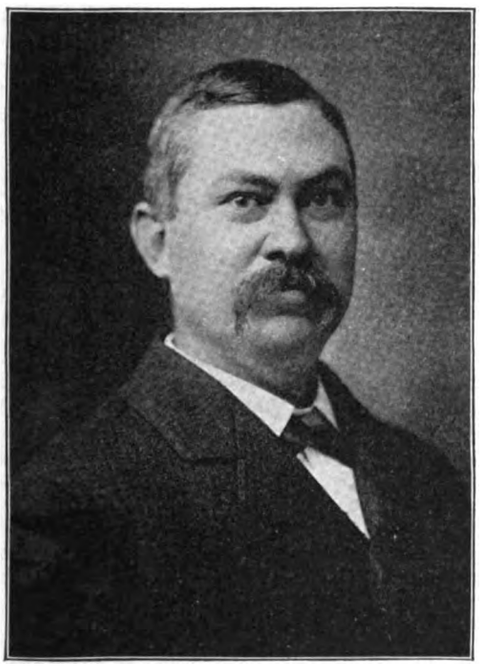
OUR POLICY.

Some of the members of our Association have thought that we were not aggressive enough in connection with matters which related to the proper protection of the jobbing trade. The policy pursued by the wholesale and retail Drug Associations has very frequently been alluded to, and the suggestion made that we should follow the lines which they are pursuing.

As you have already been advised, the United States Court has declared that the Drug Association has been too aggressive and that they have violated the Sherman Anti-Trust Law. I have very carefully followed the litigation alluded to, and am quite convinced that the conciliatory policy as outlined by our Executive Committee several years ago is certainly a safer one to pursue than the aggressive one adopted by our friends in the drug business.

We thoroughly believe that if our manufacturing friends will not respect a courteously phrased expression of our preference in connection with the sale of goods to catalogue houses or any other class of trade, they will not respect our demands, and therefore this Association makes no demands. If a manufacturer of any commodity we handle believes that it is just to furnish his goods either direct or indirect to any class of dealers who make a business of trade demoralization, we simply say to that manufacturer, as an Association, that it is our preference that he should change his policy.

Be it said to the credit of the vast majority of manufacturers



COL. R. M. DUDLEY,
of Executive Committee.

of Hardware and kindred lines that they have taken the position that the legitimate retail and jobbing trade of the country are entitled tc at least this degree of consideration and have acted accordingly.

There are a few manufacturers, most of whom do not make a high grade of goods, who are still permitting their prices to be demoralized. We believe that without any effort on the part of this Association or any other organization, these manufacturers will find that their goods will be supplanted by others in the esteem of the trade of the country.

WHOLESALE AND RETAIL JOINT COMMITTEE.

Our labors in connection with this branch of the work have been extremely pleasant and not so arduous as to break down our constitution. This Joint Committee has accomplished results which amply justify its existence.

Your Secretary-Treasurer is also General Secretary of this Committee and unhesitatingly states that a far better condition



J. D. MOORE.
of Executive Committee.

prevails than that which confronted the trade some two or three years ago.

Our Chairman has been active and earnest and has the confidence and esteem of all the members of the Committee.

METAL DEPARTMENT.

This branch of our Association is in a very healthy condition. Yesterday a meeting was held under the auspices of the Metal Branch of the leading jobbers throughout the country of Tin Plate and Metals, the invitation being extended to the members and non-members of this Association. It is a branch of business which requires special technical knowledge, and the employment of a very large amount of capital in proportion to the business transacted. It is a branch of business where the risk of depreciation in price is very large and therefore should pay a fair profit, and yet, unfortunately, conditions are such that the members of our Association who deal in these commodities have indeed just reason to complain.

HARDWARE FOR PREMIUM PURPOSES.

The tendency of some manufacturers to permit their high-grade goods to be purchased by parties who desire to offer them as premiums for the sale of breakfast foods, tobacco, chewing gum, and face powder, is greatly to be deprecated. Our Association at its last Convention passed a resolution in which attention is called to the fact that premium goods practically cost those who receive them nothing, and indeed, they are sold to these parties who give them away at a lower price than the jobber is forced to pay, thus, not only demoralizing trade prices, but if the practice is continued the sale of such for legitimate purposes must necessarily be reduced in the future.

The manufacturers are not alone to blame, as some members of this Association have unfortunately supplied some of these gift houses.

ONE CENT LETTER POSTAGE AND PARCELS POST.

These subjects can be well connected as they both vitally affect the manufacturer, wholesaler and retailer of Hardware.

Every one in the community is more or less of a correspondent and every time a two-cent stamp is placed on a letter, one and one-fourth cent is paid to the government as a profit—inasmuch as it costs but three-fourths of a cent to collect, carry and deliver a letter weighing one-half ounce.

Second-class mail is carried at an enormous loss, and fourth class, which as you know is merchandise, costs about the amount paid; namely, one cent an ounce.

It is proposed by those who advocate Parcels Post to change

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the rate to 2¼ cents per pound, or to be exact, 11 pounds for 25 cents.

A Parcels Post in this country can only be conducted at an enormous loss to the government, and would be only of advantage to mail order houses.

Our Association became members of the National Board of Trade early in the year, and it was your Secretary-Treasurer's pleasure to represent you at the annual meeting of that body.

The National Board of Trade had for years gone on record as favoring a Parcels Post. We presented the other side of the question and succeeded in having a clause inserted in their resolution on the question, reading as follows: "We recommend a Parcels Post provided that the same can be conducted without any expense to the government."

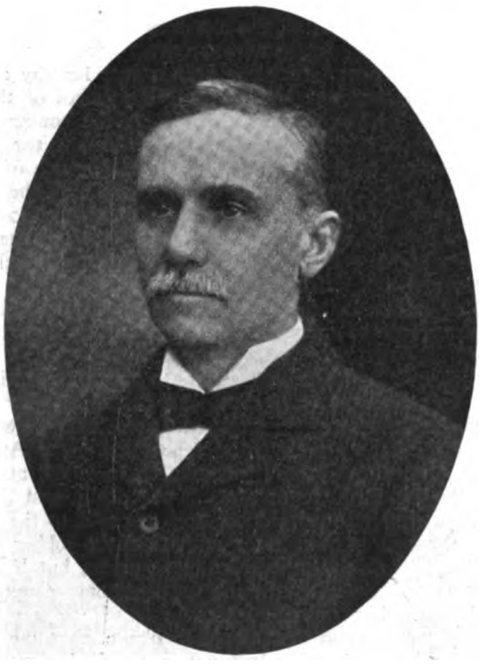
During the debate on the subject a delegate asked why the Hardwaremen were the only ones opposing a Parcels Post. Your Secretary-Treasurer replied: "Because they are better organized, have given great consideration to the subject, and are more inteligent than those in other lines of business."

SYNDICATE BUYING.

At the Convention of our Association which was held in the city of New Orleans in 1902 two of the prominent companies engaged in this line of business voluntarily offered to submit their list of clients to the Secretary of this Association, and eliminate the names of such parties as should in the judgment of that official be denied a place on the list of the Syndicate Buyers pretending to represent jobbing interests.

The Secretary-Treasurer was directed to pursue this matter. Two other Syndicate Buyers afterwards consented to do the same, and as a result a large number of parties who were not legitimate retailers or jobbers, but who did conduct business in a way that was demoralizing to the interests of both, were removed from the lists of the Syndicate Buyers alluded to by the respective buyers. Subsequent applications for syndicate buying connections were submitted to the Secretary of the Association, and up to a few months ago the understanding was honestly adhered to.

Two of the four concerns who became parties to this agreement were tempted to evade it. One, however, of the two has made amends, and is now operating in conformity to the New Orleans agreement. We regret to say, however, that one of the four is still pursuing an independent course, and has added names of some who had been dropped by the others; through the in-



GEO. B. LOGAN.

fluence of our members who are clients of the Syndicate Buyer in question, we hope this Syndicate Buyer will also adhere to the agreement.

It has been said by some critics that this Association has recognized Syndicate Buying, and is supporting it; this is a mistake. Our Association has never taken any action which would justify any one in stating that we either support or refuse to support Syndicate Buying.

CASH DISCOUNT.

Recently certain manufacturers have attempted to reduce the profits of both jobber and retailer, by changing their terms, which have been 60 days with a discount of two per cent. off for cash in ten days, to 60 days, and in some cases 30 days, with one per cent. for cash within ten days. This action recalls the position taken by certain very large and influential manufacturers on or about July 1st, 1899, when an announcement of the withdrawal of the cash discount by one of the most prominent combinations of manufacturers, was followed by quite a number of smaller ones, and so numerous were these, that it looked very much as



B. F. ESHLEMAN.
of Membership Committee.

if there would be a complete revolution of the terms of selling Hardware and kindred lines.

This Association through a very strong Committee met the chief officers of the manufacturing corporation alluded to, and used arguments which prevailed, so that in three months a discount of one per cent. was conceded, and in five months the discount of two per cent. for cash in ten days was restored.

At the Convention of this Association, which was held November 15, 16 and 17, 1899, in the city of Pittsburgh, the entire subject was very carefully discussed, and given mature consideration.

Investigations proved that it would be a great hardship to deprive the retail trade of the Cash Discount, as they in turn allowed it to their customers, who paid within a specified time. At the Convention alluded to, the following resolution was unanimously adopted:

"*Resolved*, That it is the sense of the National Hardware Association that the discount two per cent. for cash in ten days formerly given by the manufacturers of steel and iron goods, be not construed as bank interest, but as a premium for prompt payment and as an insurance or protection of credits, and further that such or similar discount be retained where still allowed, and that we urge its restoration where it has been discontinued."

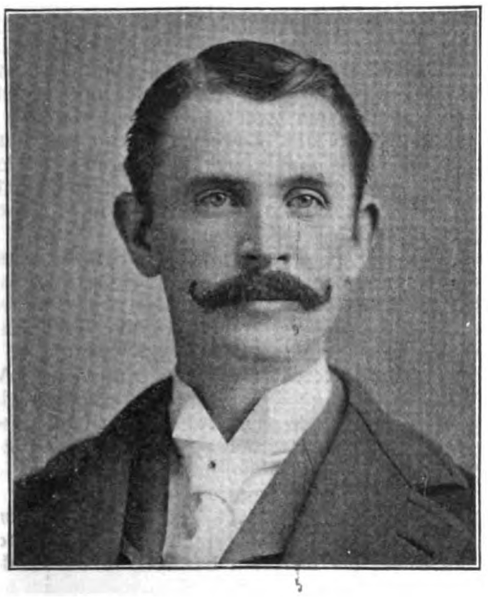
Our Association took the position that the Cash Discount was not really interest on money but that it was a premium for anticipating the due date of a bill. After the Convention alluded to, nearly all the manufacturers conceded the justice of our claim, and it has only been within recent months that our manufacturing friends have agitated any change in the amount of the Cash Discount.

We do not ask those from whom we purchase to reduce their selling price; we simply ask them to figure the Cash Discount in the cost of the goods, just as they do what they expend for raw material, labor, possible losses, freight, administration expenses, good, nice salaries for themselves, and other items too numerous to mention.

We find no fault with our manufacturing friends for pursuing this course; indeed, we rather commend them, but we do hold that it is unjust, unkind and ungenerous to attempt to force the trade of the country to buy goods without a discount or with one per cent. discount for cash in ten days, when both jobbers and retailers are compelled to give the cash discount on their sales of two per cent.

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Statements have been made by some that the jobbers abuse the privilege; that they take twelve, fifteen and sometimes more days and still deduct the Cash Discount. Such instances are comparatively small in number, and even should a member of this Association ask for a premium when he is not entitled to it by reason of the terms of his contract, it is the privilege, if not the duty of the manufacturer to return the settlement, and insist on the payment of the face of the bill when it matures. This Association asks no consideration for those who violate their contracts. We therefore hope that our manufacturing



CHAS. H. IRELAND.
of Fraternal Relations Committee.

friends without any exception will recognize that the universal terms of selling Hardware and kindred lines should be two per cent. for cash in ten days. Our Executive Committee thinking that this matter was of great importance, on October 8th addressed a letter to over 200 leading manufacturers, 180 or more of whom were members of the American Hardware Manufacturers' Association. Up to date we have heard from 125 of these, and all but 15 are opposed to making any change, so that we can consider that any general movement to change the amount of the Cash Discount will not meet with success.

In conclusion, permit me to thank the individual members for the assistance rendered during the year, particularly for the prompt answers to many communications sent from the Secretary-Treasurer's office; also to thank the Executive Committee and Advisory Board for much valued instruction received from them.

Our President has at all times been earnest, active, cheerful to direct, and has been considerate of our feelings when it was necessary to administer rebuke.

An annual report should close with a few stanzas of poetry, or a statement of purpose to resign. Your Secretary-Treasurer has quoted in previous reports, all the poetry he knows, and he fears to offer his resignation, lest it might be quickly accepted.

Therefore, we simply express a hope that this organization may continue to prosper in the future as it has during the twelve years now closing.

Respectfully submitted,
T. James Fernley,
Secretary-Treasurer.

President Wright: The next order on the programme will be the introduction of several prominent gentlemen whom we always have great pleasure in meeting and whom it is a pleasure to know. The first is our esteemed and honored.

PRESIDENT, F. S. KRETSINGER, OF THE AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION.

to whom we give all credit for everything we get and make no complaint on what we expect to get and fail.

Mr. Kretsinger said:

Mr. President Ladies and Gentlemen:

Until this moment I was not aware that any Joint Session of these organizations was to be held until Thursday. Just now I was informed by your programme of these introductions and I am pleased to express my thanks in a very few words.

Speaking for the American Hardware Manufacturers' Association, I can assure you that we are delighted to again meet with you and particularly greet so many ladies who honor us with their presence—to see so many familiar faces and to extend to you, one and all, a most cordial greeting. We have listened with interest to the addresses of your honorable President and to the report of your Secretary-Treasurer and we note with satisfaction the progress you have made and the good which you have accomplished. They show what concerted action by conservative minds can do. It is fitting that full credit should be paid to the greatest Hardware Association of the world by the greatest Association of Hardware Manufacturers which I have the honor to represent.

President Wright: I will next introduce to you

T. H. NEWMAN, PRESIDENT OF THE CANADIAN WHOLESALE HARDWARE ASSOCIATION.

whom it is always a pleasure to meet, and we would be very glad indeed if we were as close to Canada commercially as we are socially.

Mr. Newman said:

Mr. President and Gentlemen:

On behalf of the Canadian Wholesale Hardware Association, I desire to extend my sincere thanks for your very kind invitation to attend this, your twelfth Annual Convention.

I had the pleasure of addressing a few remarks to you at the last Convention in Washington, and also of an introduction to President Roosevelt, of whom I shall always retain the most pleasant recollections. He impressed me, at the time, as a man of high culture and great ability, well fitted to fill the position to which your great nation has called him.

Our Association, in Canada, has continued its work, during the last year, with considerable success. At the present moment Canada is enjoying a period of prosperity which is likely to continue for some time at least. The rapid settlement of our Great Northwest and the development of our railway systems, are, in a large measure, accountable for our present prosperity.

Might I presume to take up a few moments of your time, giving you some figures which will illustrate the growth of Canada's foreign trade—

Total imports, $294,000,000; total exports, $256,000,000, or a grand total of foreign trade, $550,000,000.

Imports from the United States into Canada, $180,000,000; exports to the United States, $83,000,000.



JAMES S BONBRIGHT.
of Entertainment Committee.

Imports from Great Britain, $70,000,000; exports to Great Britain, $127,000,000.

It is generally believed that Canada is the third largest customer which the United States has. This is very easily accounted for, our close proximity to your great country, is one reason why we purchase so much, and another reason, perhaps a more important one, is that the manufactures of the United States are suited to Canada's requirements.

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I doubt very much if any nation in this world, possessing a population of six and a half millions shows a larger foreign trade than Canada; our internal trade is growing with leaps and bounds; Canada is becoming rapidly a manufacturing country, and goods formerly imported from other countries are being made at home.

One more illustration of the growth of trade, namely, bank clearings. A few years ago the City of Montreal occupied thirteenth place of all the cities of this continent, to-day she ranks eighth, being exceeded by the following cities: New York,



E. M. BUSH,
President National Retail Hardware Association.

Chicago, Boston, Philadelphia, St. Louis, Pittsburgh, San Francisco, then Montreal.

I cannot close these few scattered remarks without referring to the very cordial relations existing between the United States and Great Britain, the great Anglo-Saxon nations to Christianize by trade and commerce the out-lying portions of the world, insuring the peace of the world, under the protection of the Stars and Stripes and Union Jack, these flags entwined together, the symbol of peace and liberty all over the world.

The Chairman: All of us are compelled to recognize that the interests of the Manufacturer, the Jobber and Retailer are mutual, that the success and upbuilding of one means the prosperity and advantage of the other. Under these circumstances, it gives me great pleasure to introduce to you E. M. Bush, the President of that great organization of the Hardware trade, the National Retail Hardware Association.

Mr. Bush addressed the meeting as follows:

ADDRESS OF E. M. BUSH.

Mr. President and Gentlemen:

I had recently the great pleasure of meeting in Detroit, Mr. Fernley, your Secretary, who had, a short while before this meeting, kindly extended me an invitation to talk to you here to-day. As we hurried to the station to catch our homebound train for which we had given ourselves none too much time, something was said about your program and what time I should take before you. In the midst of this discussion, Fernley, watch in hand, burst forth in a very emphatic manner: "Time's short, time's short, don't spend much time getting there, my friend." Now, Mr. Fernley may have addressed the cab driver, as he insists; but gentlemen, I must always "hae my douts"—and that I may not abuse the courtesy extended me—will remember that "time's short" and spend as little time as possible "getting there."

I appreciate deeply in coming before you to-day, my inability to represent our National Hardware Association so well—so fully—as has always been the happy forte of my honored predecessor, Mr. Bogardus, but that must be the lot of one who follows so worthy a President.

When upon former occasions our National officers have come before you, it has been principally to discuss the Catalogue House question and prospective Parcels Post legislation. I shall touch these subjects but briefly—not that we consider either of them a dead issue—for that the educational influences and agitation of both questions have borne fruitage we are fully convinced by the events of the past year.

Let me rather in a few words try to show you the every day environment of the retailer—contrast his surroundings and opportunities with yours, in your larger sphere of manufacturing and jobbing business life—and endeavor if I may to make two or three suggestions which shall, perhaps, be mutually helpful. I cannot hope to bring anything new to you in these suggestions—this ground has been so thoroughly threshed over that little new is left. But so auspicious an opportunity for a few words on the subject leads me to hope that even a repetition, if *brief*, will bring about some good results.

In the centers of trade, cities of twenty thousand and upwards—often, too, in small places—are retailers doing a business which runs up into six figures annually. But with a vast majority of retailers, whose stock embraces, besides legitimate Hardware, stoves, agricultural implements, vehicles, paints and numerous other lines that in this day fill a general Hardware store, the annual sales run from ten to sixty thousand. It is to retailers of this class who also largely predominate in the State Retail Hardware Associations that I would call your attention. Few of these merchants are brought in direct contact with the heads of jobbing houses, even less rarely do they meet the manufacturers of the goods they sell.

MERCHANTS OF THIS GENERATION GO SELDOM TO MARKET,

for the market comes to them in the traveling salesman of the jobber—in the stove, implement and paint representative of the manufacturer who sells direct to the merchant. Is it strange then that there has existed in the past no greater feeling of community of interest between you and these retailers? And, pardon me, gentlemen, hut have not manufacturers and jobbers been inclined to regard the retailers' interests as of slight consequence? In reality, retailers are the secondary roots of your tree of prosperity, and must be nourished and matured by fair, just and considerate treatment, for this glorious tree will suffer severely, these secondary roots *not* receiving proper consideration.

The lack of this feeling of mutual interest has been accentuated in instances where the merchant has seen in the catalogues of the mail-order houses goods of a manufactuded which he has for years displayed, talked, sworn by and sold, so priced that he has cut out competition. Happily, these times and conditions are passing—largely through the advent of the Retail Hardware Associations—which by this act of association have won recognition of the fact that they are a factor worthy of consideration in to-day's commercialism, and which afford in their convention op-



COL. JAMES R. NUTTING.
Chairman Press Committee.

portunities for the heads of firms to meet the distributers of their goods and products. This acquaintanceship naturally clears the air, matters are better understood, differences are more readily adjusted. While a

FEW YEARS AGO MANUFACTURER AND JOBBER THOUGHT ONLY OF THEIR OWN TROUBLES,

they have learned through Association efforts that the retailer, too, has his troubles, some of them unconsciously or thoughtlessly brought about by the very manufacturer whose goods he is pushing. The retailer rejoices to-day in the knowledge that a great number of manufacturers and nearly all jobbers—all in

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this Association—are working in unison with him for improved conditions, which we know are coming about. Are we not justified, gentlemen, in a small feeling of pride in the knowledge we have, that the position we have gained has been attained by methods both sane and conservative? For well we know the prejudice, almost distrust, which existed in some minds in the early days of our Association life.

Let me suggest, gentlemen, that whenever possible, you attend with your representative those conventions where displays of your wares are made, that you encourage criticism and suggestions from the retailer, for who knows better than he who comes in direct contact with the consumer, what the public asks in an article and what changes and improvements will meet its demands?

LEARN FROM THE RETAILER WHAT THE PUBLIC WANTS,

for he has his finger on the public pulse.

Next, gentlemen, let me bring to your notice the vast difference in the matter of sales between your business and the retailer's. Few manufacturers can conceive of the many little sales of 10, 15 and 20 cents that go to make up the day's business of a retailer—since the most of your transactions run into hundreds and thousands of dollars and concern ton and carload and trainload in quantity.

The retail merchant must of necessity be accessible to every customer that enters his store, and 'tis an everyday occurrence for customers to come many times to the proprietor himself for



C. B. LOCKWOOD.
of Press Committee.

their little purchases. You say, "Turn such sales over to your clerks;" you can't afford to do what will probably offend your customer and lose to you his trade, which, small to-day, may be large to-morrow. A retailer's trade is limited, he must keep it—it is largely local—while yours is the entire country and perhaps the wide world. I bring this volume of small sales to your attention, and the valuable time often consumed in making them, that you may be more liberal when estimating the profits that are legitimately the retailer's.

A complaint often heard is, that the man behind the counter

DOES NOT EXHIBIT ENTHUSIASM IN TALKING GOODS,

lacks a knowledge of how they are made, of what material, what advantages they have and all the uses to which they can be put, etc., etc. Let me ask you manufacturers what *you* have done to impart this information to us? We receive from you, enclosed—usually—in a neat, tasty box or package, distinctly marked, perhaps, with name, number and size upon it—a chisel, a rifle, a hundred other things. You know its merits, you consider it the best of its kind or you wouldn't send it out—why don't you tell us wherein its especial merit and advantage lie? How, I ask you, gentlemen, is a retailer with hundreds and thousands of other articles upon his shelves—how is he to talk with knowledge, with an air of conviction, with enthusiasm, when his only guide is the name, number and size of that plane, saw or chisel? That is all you have told him of it—and with the myriad of other articles about,

HE HAS LITTLE TIME TO STUDY UP EACH ESPECIAL MERIT.

Why not help us to know more about you and your goods? Tell us for how many years your saw or chisel has been made, of what sort of steel or other material, its improvements, how to use to best advantage, exact dimensions, why you know it to be better than its rival in the trade. The maker of an article should certainly know best the merits of his product. Print this information upon a slip to be enclosed in box or pasted upon the package. This slip will better enable proprietor and clerks to sing your praises and talk the merits of your goods all over this broad land.

One of the strong points of the cataloguer, is the complete description he gives of even the most inferior articles. However



J. J. MENDELBAUM,
of Press Committee.

poor and diminutive the cut may be, these full descriptions in print make an impression that sells an article, which if seen and handled would probably not have been sold; but the minute description does the work.

Many clerks lack the intelligence or inclination or versatility to see and grasp the talking points of an article. These need the information I ask for, in suggesting this descriptive card. Salesmanship in our stores would rank higher did not jobbers and manufacturers as soon as our clerks are developed take them from us by offering higher salaries than we can afford to pay.

Many of you have difficulty in finding salesmen properly to represent you and your wares on the road. Retailers have the same difficulty in securing model clerks properly to represent them and talk their wares behind the counter. We all know how much more readily we buy of

THE MAN WHO UNDERSTANDS AND KNOWS HOW TO TALK HIS WARES.

Every salesman who knows and understands your wares is in a way your salesman, and you reap the benefit of his sales.

I am reminded of the experience of a Western retailer who two or three years ago took the sale of a certain skate (which, by the way, bears a private brand). In each box of skates a neatly printed card with the special features and component parts of the skate subdivided into heads and emphasized by being printed in red ink, reads as follows:

VALUABLE HINTS FOR USE OF RETAIL SALESMEN.

NO NAME SKATES.

Runners—made of carefully selected, toughened Hicarbon Steel, extra broad at base. Hollow ground.

Foot Plates—made from tested homogeneous steel shaped to conform to foot. Owing to its peculiar construction, it is the lightest and at the same time the most rigid in the world.

Clamps—Are made of tested homogeneous steel. The heel clamps are of extra height. No Name skates will "stay on" no matter how badly the heel may be worn. The toe clamps are of the improved, self-adjusting pattern, which places the runner in the centre of the foot. Just the thing for Bull Dog shoes.

Lever—Positive lock. Will not jar loose.

I am told that every salesman in this town when showing these skates, dwelt so upon the phrase "Homogeneous Steel Foot Plate and Clamp," that no small boy of the town felt himself "in it," unless he had a pair of "ingenious steel skates," and the

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order for these skates placed by this retailer for his Winter's trade was large enough to merit special mention in a general letter to this jobber's salesmen.

I regret to give away this wise jobber's method in so open a manner as before this gathering, but we retailers want you all to "get busy" and give us the concise printed information which will assist in selling your wares.

This is the era of advertising. Retailers too are catching the spirit of the times and many more would advertise than do if they knew better how. Our trade press has done much to stir up and encourage this spirit. A few manufacturers have helped along the movement by preparing advertisements and furnishing cuts of their specialties. Furnish small cuts of your wares for use in newspaper advertising. Recently I asked of a manufacturer the use of a small cut of a lantern which had been bought. The cut sent was fully 4 by 5 inches. Short descriptions and small cuts of your wares we need and ask for, gentlemen. Remember that the retailer as an advertiser is in swaddling clothes. Now can he unassisted produce ads. of your goods that are attractive and bring results? I have seen criticism of the same ad. of a retailer standing for months without change. But, gentlemen, I assure you that it is easier for the proverbial camel to go through the eye of a needle than for many of us to get up unassisted a new ad. for our daily and weekly papers.

Nor do I come to you, gentlemen, with these suggestions as a suppliant for help to the poor retailer. No one knows better than you that our success is yours, and

WHATEVER INCREASES OUR SALES WIDENS YOUR MARKET.

Here indeed lies our community of interest.

While the remembrance of my friend Fernley's remark "Time's short, time's short," prevents my offering many other things under this head for your consideration, I believe he will allow me to speak briefly of our National Retail organization and its prosperous condition.

Retailers issued the first call for an organization of Hardware merchants in 1893 for Chicago during the World's Fair, the object being a national retail organization, but the time was not yet ripe. Just who organized it I do not know, but not a dozen retailers responded to the summons. Among them, however, were Mr. Sibley, of Indiana; Mr. Bryan, of Pennsylvania; Mr. Stebbins of Minnesota. These three gentlemen are to-day ardent workers in their Association ranks.

To Ohio I believe belongs the honor of the first organization in 1894. Close seconds were Michigan in 1895, Minnesota, Iowa, Wisconsin and North Dakota in 1897. Georgia and West Virginia have organized very recently with a larger membership than some of the older and larger States acquired after several years of organization, showing that to-day Association movement is better understood and appreciated. We are hearing the Macedonian call from several other States to come over and help organize us, which will be done in the near future.

Reports received since September 20th from nearly every secretary of the thirty States composing our National organization show perfect harmony, growing interest and increased membership. The growth this year has been greater than any former one. Of the individual States, Illinois leads now by a small margin, with an enrollment of 1044.

An Inter-State Association was organized in Chicago early in 1900, out of which the following year our National Association grew. A good part of its work has been directed with your own against Parcels Post legislation—very effectively too. We were the first business organization to raise a cry against this iniquitous measure. The first appearance before your two organizations of representatives of the National Retail Association was in 1903, when Mr. Bogardus, then our president, addressed you upon the subject. It is with satisfaction we note the growth of opposition to this measure outside our triple organization. The frequent letters in the *Iron Age* of its Washington correspondent have been very valuable to retailers, keeping them informed of the movements of these Parcels Post advocates; and, with the aid rendered in other ways by the rest of the trade press, have had a tremendous influence in awakening widespread opposition to this measure.

I have been amazed at what has seemed to me to be almost criminal shortsightedness, when some of our daily papers appear as advocates of this measure—surely with no consideration of the interests of proprietors and stockholders by their editorial writers—since they advocate a plan, which, a veritable boomerang, would sweep away pages of well-paying advertisements.

Mail order houses, which alone are interested in Parcels Post—once the measure is secured—will quickly abandon the daily papers, for those magazines whose widespread circulation makes them a better advertising medium.

Let me urge that such united action be taken by your two organizations before adjournment of this Convention, as

SHALL BRING THE DIRE EVILS OF A PARCELS POST,

as this business organization sees them, to the attention, the thoughtful consideration and the better understanding of the proprietors and editors of the daily papers of this country. Retailers regard it of paramount importance that this matter be brought by you to the attention of the publishers of these daily papers, who will in the next few months mould public opinion for or against this measure.

The Indiana Federation of Labor, in convention at Indianapolis during the last week in September, went upon record as decidedly opposed to a Parcels Post. A resolution to consolidate third and fourth class mail was defeated upon the ground that the resolution was practically endorsing a Parcels Post, and, the Convention declared, would especially favor mail order houses, which in their opinion were responsible for cheap production.

Also at a recent Convention of fourth-class postmasters held in Chicago, a resolution was passed wherein these gentlemen declared themselves squarely against Parcels Post legislation, for the reason that such legislation would be directly in the interest of mail order houses and against the local merchants, a postmaster stating that "it would drive most of our town merchants out of business."

These incidents, as straws, show the way of the wind.

To learn how we have succeeded with the aid and leadership of the Joint Committee, against standard goods being sold by the Catalogue Houses, it is only necessary to compare these latest catalogues with former ones. And, for the organization which I represent, I desire to express both to manufacturer and jobber, our appreciation and gratitude for aid and assistance rendered, and the compliance of so many of you with our desires and requests in this matter.

A few manufacturers have expressed their purpose to continue their

BUSINESS RELATIONS WITH THESE MAIL ORDER HOUSES,

and in some instances, judging from the prices at which their goods are sold, do not care to protect the retailer's interests, even to the extent of regulating the prices at which their goods are catalogued. We, however, continue to hope they will yet view this matter from our point.

Gentlemen, I would not fairly represent our retail organization did I not emphasize the Catalogue House question, though only by brief mention. It is not a theory, but a condition that confronts us in many daily transactions and incidents, nor are words of mine needed for your better understanding of the matter, but herein lies a community of interest that should appeal to us all. We plead for that united and enthusiastic action in this matter, which shall foster and further develop our present system of merchandising, manufacturer to jobber, jobber to retailer, retailer to consumer, rather than the demoralizing methods of mail order houses, which with cut prices, gift-giving schemes, widespread money-borrowing systems, that cannot but work disaster upon present-day business methods, seek for their own aggrandizement, usurpation of manufacturer, elimination of jobber and distrust of local merchant. We surely have the brains and courage, when awake to the situation, to stem this tide of business demoralization.

Rural delivery, trolley lines and telephones are making country and village life more attractive, more desirable every day, a condition most happy for the welfare and prosperity of our beloved country. Will this condition be furthered by any system of business which does away with the retailers of village and town, and puts in their places, mail order houses, hundreds of miles away?

A mail order house that controls forty million dollars capital, will certainly increase the number of its factories as rapidly as the quantity of goods it can market will justify. Some of them are also doing so large a borrowing or banking business with their distant patrons that bankers are becoming alarmed at the flow of money away from the towns and smaller cities into the hands of these firms. Such vast amounts of money must be invested, and does it not seem that a syndicate of mail order houses located in the principal business centers, is much nearer realization to-day than when your attention was called to its possibility on a former occasion?

Several mail order houses of no small magnitude have failed in the last year, and we believe with the improved methods of the retailers in conducting business, with the prevention of Parcels Post legislation, the aid we render one another, the present business method of manufacturer to jobber, jobber to retailer, retailer to customer, will continue to prevail.

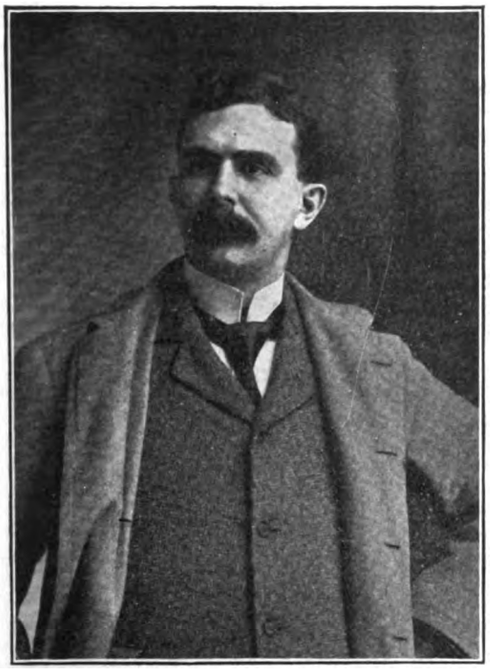
The Bulletin, our National organ, has been issued since organization as a quarterly, but became last March a monthly. Its October issue was 12,000 copies and plans are rapidly maturing, whereby we feel confident that by the January issue it will have reached 20,000.

Every Association member eagerly awaits the arrival of his

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Bulletin, as its pages teem with valuable letters, discussions, information and suggestions as to the conduct of his business. I am requested by the editors of our paper to announce to you that its columns are at your disposal at all times—they heartily invite from you any suggestions, discussions and criticisms that will bring us into closer and better business relations. The *Bulletin* is primarily a retailer's organ, occupying a place distinctively its own.

Retailers would welcome heartily large representations of manufacturers and jobbers at their State and National meetings. Such affiliation could result only in good, for by addresses and discussion, the exchange of ideas and opinions, the friendly relations now existing would be the more closely cemented, enabling us to work more in union, more in defense of our mutual interest and good, as illustrated by what has been accomplished in the prevention of Parcels Post legislation. That what has been accomplished has been of benefit to the individual members



S. NORVELL.
Chairman of Catalogue House Committee.

of our several organizations, no one can deny. Many other questions will doubtless arise in our kaleidoscopic times that may demand quick, united action. The three branches of the Hardware and iron trade represented here to-day, manufacturer, jobber, retailer, representing also the greatest volume of business in any single line of trade in the world, were first to be brought together for consideration and discussion of subjects of mutual interest.

Let us prove to other lines of business by our harmonious action and the good results obtained thereby, that they also will be benefited by following the path where we have blazed the way.

Gentlemen, I thank you.

President Wright next introduced N. A. Gladding, Chairman of the Reception Committee of the American Hardware Manufacturers' Association. Mr. Gladding announced that a reception would be given by the American Hardware Manufacturers' Association in honor of the National Hardware Association in the evening at the hotel.

PRESIDENT WRIGHT: The next, we have with us

JAMES HARDY, SECRETARY-TREASURER OF THE CANADIAN WHOLESALE HARDWARE ASSOCIATION.

Mr. Hardy said:

Mr. President, Ladies and Gentlemen:

It is a pleasure, I am sure, to again attend your Convention and convey as I have to do officially for the Canadian Hardware Association, their thanks for the cordial reception and the kindness the members have always exhibited on every occasion to visitors from our Association.

President Newman has dealt very fully with the figures as to what Canada is doing. I would like to get down just for a moment to what you may consider dollars and cents, and I would like to point out that a great deal has been said about the United States being the natural market for Canadian farm products, yet per head of population, Americans bought only a little over nine cents worth of Canadian farm products during the year 1904, while Canadians per head of population bought from the United States over three dollars and fifteen cents worth of the same kind of farm products. One Canadian consumed more United States farm products than thirty-four Americans did Canadian. Most everyone interested in this matter will admit that the reason for this is that the United States has a high protective tariff, while Canada has a low one. Canadians bought from the United States in the fiscal year 1904 540 times as much bacon, 13 times as much butter, five times as much cheese and over 30 times as many eggs as we sold to them, this, notwithstanding that, they have a consuming market fifteen times as large as ours.

Gentlemen, I think that applies with equal force to Hardware. Whilst we buy 540 times as much bacon, I think the proportion of Hardware would be considerably higher than that. I think if you want to do more business with us you had better come over and put a plant up there and become one of us. There is no doubt you will receive an ample reward. We are progressing, as you are all aware, very fast. We hope to progress a little further and better in the future.

With respect to the future meetings of this Association, we would like to see you come to Canada. We think we can take care of you in Toronto, the finest city in the world. Most of you, a great number at all events, have been there. We have been coming here for a number of years and receiving the greatest hospitality and kindness, and we would like to have a chance to return the favor. Ladies and Gentlemen, we would be glad to see you all in Canada and we know when we get you you will want to stay with us.

PRESIDENT WRIGHT: The next on the programme is

F. D. MITCHELL, SECRETARY-TREASURER OF THE AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION.

who is so well known to you all that I really feel he needs no introduction. We will be glad to hear from him.

Mr. Mitchell:

Mr. President, Ladies and Gentlemen:

When I received an advance copy of the programme for this morning's session I noticed that I was listed for an introduction to those whom I have met on so many occasions for the last dozen years, and I felt somewhat of a sinking feeling, for I was assured it would not be in order for me to prepare an address. I found a note from my friend, Mr. Fernley, which read something like this:

"Dear Mitchell: Do not feel alarmed, you are not expected to say anything," and I have not quite figured out whether that was an invitation or a promise; but in any event I see a great many looking for the dining room and there is quite a long order of business to follow. I am very glad to have the opportunity of meeting and greeting all who are within sight, and I hope that during the rest of the Convention I will have the opportunity to meet each individual in a personal way. I thank you.

PRESIDENT WRIGHT: We have the pleasure of having with us

M. L. COREY, THE SECRETARY-TREASURER OF THE NATIONAL RETAIL HARDWARE DEALERS' ASSOCIATION.

Mr. Corey said:

Ladies and Gentlemen: Mr. Fernley assured me to-day that I would not be expected to say anything. I told him that I would give my time to my President, Mr. Bush.

I assure you that it affords me a great deal of pleasure to be with you to-day. I enjoy these gatherings of Maunfacturers and Jobbers. I believe it is to the advantage of the retailer to get out and see some of the troubles that you are up against, while we thought we had a monopoly of them. I thank you very much for this opportunity and I hope to meet you all personally.

PRESIDENT WRIGHT: It will be a very great pleasure to hear from

W. W. WEBBER, THE SECRETARY-TREASURER OF THE SOUTHERN HARDWARE JOBBERS' ASSOCIATION,

whose well-known reputation for hospitality we have experienced and enjoyed in the past.

Mr. Webber spoke as follows:

Mr. Chairman:

It is with immeasurable pleasure I appear before you on this floor to-day representing the oldest Hardware organization in the United States; the first to appreciate the necessity and benefits of organized effort. The organization of the National Association was a clear endorsement of the usefullness and farsightedness of the Southern and the organization of the American Manufacturers was and is an endorsement of both the Hardware Associations.

I have always taken ground against individual effort to reach universal ends, and have contended that where the benefit was to be divided the work should be, though I regret to say there are those who while appreciating this fact fail to prove their

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faith by their works. This is essentially an age of co-operation, a time when associated effort is necessary in many lines and I predict long life for every organized body conducted along practical and equitable lines.

The coming together of manufacturers and jobbers assures an acquaintance not to be had otherwise, begets a personal confidence and an intimate knowledge of man that is not possible under old conditions. Experience is the best school and teaches that when we know a man or firm our ability to place an estimate is augmented by our knowledge of surroundings and characteristics of the one with whom we are dealing, thus in many instances rendering transactions easy of accomplishment that otherwise would be difficult if not impossible.



W. W. WEBBER,
Secretary-Treasurer of Southern Hardware Jobbers Association.

There are many who arrogate to ourselves the sum total of all knowledge, who insist that the horizon of every man's vision should come down just where ours does and we have small patience with those who are inclined to think for themselves. Many are heard to insist that their city, county or State is the best known, which reminds me of the speech of the lamented Baker of Benton Co., Ark., who had just listened to a long harangue by some member from one of the river counties in Arkansas, and who extolled the beauties of the broad expanse of acres with the waving fields of corn and then later showing the beautiful snow-white cotton, with the old darkey of ante-bellum history astride his mule as he wended his way homeward, while he sang one of those quaint, touching old songs that only an old darkey knows how to sing:

"Where the tall grasses nod at the close of the day,
And the sycamore's shadow is slanting away,
Where the whippoorwill chants from a far distant limb
Just as if the whole business was all made for him.
Oh! it's now that my thoughts, flying back on the wings
Of the rail and the die-away song that he sings,
Brings the tears to my eyes that drip off into rhyme
And I live once again in the old Summer time."

Then Baker arose and said he desired to say something concerning the beauties of Benton County, Ark., the home of Senator Berry and Representative Peel, the bailiwicks in which the festive negro and the miasmatic mosquito had no abiding place; in fact, a county where the mountains are so high that one can stand on the top of the highest and tickle the bottoms of the feet of the little Democratic angels in heaven and where the gulches were so deep one could stand in the bottom of the deepest and hand a cup of water across to the Republican Imps in hell.

Now, that goes to show that Baker was a man of limited vision and while he lived in a beautiful part of God's vineyard he seemed to forget the beauties and attractions that abound in other places and nowhere more so than here at this resort where each and all of us can for the nonce forget the grind and turmoil of factory and store and mingle together in that spirit that will ultimately bring about "The parliament of man—the federation of the world."

In the long ago it was not the habit of men to thus get together for a season of business, garnished with pleasure and my heart goes out to the man who is so hide-bound and crusty that he can see no good in meetings of this kind. These gatherings are the oases in the Sahara of business life, we leave them broader and better men with a plentiful augmentation of our milk of human kindness and with more sympathy and toleration for those who do not see things as we see them.

Unfortunate is the man who lives for himself and in himself only, who forgets or fails to avail himself of the sunshine that radiates from a million friendships and who gropes his way to the end, "unknelled, uncoffined and unsung." To my mind the most pitiful of all human beings is the man who has devoted all his life and talents to mere money getting, who gathers and hoards the golden eagles only to rejoice in the possession, who lives apart from his fellow man and who refuses to participate in these seasons of fellowship and good feeling. I regard it as a blessed privilege to be here to-day, to mingle for a season with this splendid body of representative men, to look out over this great body of water whose waves lave the rocky shore. of these Eastern States while with her sister on the West the breezes are whispering to the tide as it goes out beneath the setting sun. I predict a glorious future for the three Associations and consequently much good to all the members of each.

Our relations with the Jobbers' Associations are harmonious and cordial, and so they should be, for their members are not only distributers of our product, our good customers, but are in most instances, and particularly where we have had an opportunity of meeting them as we do at these conventions, they are our personal friends, whom it is a pleasure to know and to meet socially, quite as well as to sell them our wares.

The same close relations which have grown up between us and the jobbers can be profitably extended to the retailers of Hardware, for they are now wonderfully well organized in 23 State and Inter-State Associations, and also under a National Association, all of which convene annually and they have frequently extended cordial invitations to manufacturers to be present on these occasions. The membership includes

THE MOST INTELLIGENT, PROGRESSIVE CLASS OF RETAILERS AND BUSINESS MEN

that are found in any occupations and in any communities. These gentlemen are the medium by which our products are finally marketed, for they come in direct contact with the consumers, and we can well afford to avail ourselves of the excellent opportunities freely offered us to meet them.

We have been in the past, and doubtless will be in the future, confronted with questions by our friends, which it will not be possible or wise to legislate upon, for because of the wide range of our industries and the difference in the character of our products, it is not possible to declare our views or our attitude as an Association. Such questions can well be left for the buyers and sellers who are most particularly interested to adjust among themselves. This Association was organized quite as much for social as for business purposes, to foster and encourage cordial relations with the trade, and not only has this been successfully accomplished, but we have profited no little by our acquaintance and contact with each other. Coming together as we do, making an endless variety of Hardware articles, with establishments located in different sections of this great country and working under many and different conditions, we may yet have many interests in common and we can, beyond question, consult together and act to our mutual profit and to the advantage of our friends the distributers.

President Wright: The next subject on the programme is "What is the best method of introducing new goods to the trade?" We will hear from

E. B. PIKE, OF THE PIKE MANUFACTURING CO.

Mr. Pike said: I did not suppose this discussion was to be taken up to-day. Our elegant and handsome Secretary told me that I could only talk five minutes. It made me feel discouraged over the thing to think of attempting to tell all I knew about it in five minutes. In the early hours of this morning I thought I had solved the scheme for the best way for the Manufacturers to introduce their new goods and it occurred to me that I would please them with that idea and get their hearty approval and the everlasting thanks of the Manufacturers if my suggestions were adopted. I don't want to get myself into the sort of a condition that one of our prominent jobbers got into. He said that when he was married he told his wife of the places they were going to on their wedding trip. He told her about the attractions he had seen in his travels. He told her about one hotel, of the good things that they had to eat, and he said when we get there we don't want to forget the good honey they have there. They called at this hotel, but they failed to serve the honey. The gentleman inquired of the waitress "Where is my honey?" The waitress said, "She is

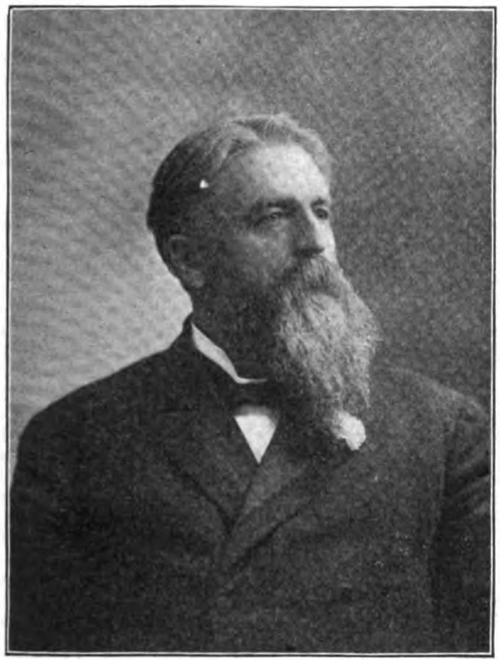
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not here now." I don't suppose there is any such mix-up here.

Well, I have thought of giving a little of my own personal experience—pardon if I do so, in introducing the best method of introducing new goods. I find to-day that I don't think I know as much about it as I did forty years ago, and I think Mr. Bush in his remarks has given us a good many points that can be used in introducing not only new goods but old goods. I think the idea of having the label on the goods that we manufacture, describing in the first place what the goods are, what they are for and how to use them is a good idea. After many years of labeling goods "The best in the world," and all that sort of thing, it has occurred to us the last two years that we had had very little success in that way of describing goods. We are putting on our goods to-day briefly what the goods are for and how to use them, so they will be plain for the salesman as well as the buyer.

WE HAVE FOUND IT NECESSARY TO ADVERTISE OUR GOODS TO SELL THEM.

We have also found it necessary to sell our goods to advertise them. We understand perfectly, and I think every manufac-



E. B. PIKE.

turer here believes that the wholesaler is the natural distributer of the manufactured goods and we wish that they would distribute our new goods for us, but our experience has been that Mr. Wholesaler will not distribute the goods generally until there is a demand created for them—that he leaves it to the Manufacturer to create the demand, and we have found another suggestion of Brother Bush that men of experience, men from the factory are sent out to the retailer to tell the retailers' clerks and the retailer himself what the goods are and to explain how they are made. We are sending out to-day ourselves, men to the consumer in introducing wheels and oil stones at a cost of three or four times the profit and some times a report of the month's sale is a hundred and forty per cent. for selling the goods—for the salesman going from factory to factory and from user to user and taking the salesman and the retailer with him and educating them about the goods. When I was a boy of sixteen I started with a pair of horses into Northern New Hampshire and Vermont and drove up into Canada, clear up to Montreal, in fact, and sold scythe stones from the old fashioned sleigh to the retail dealer and we got from that retail dealer seventy-five cents to a dollar and a half a dozen for what we sold to the jobber at from three dollars to six dollars a gross, leaving a good handsome margin of profit between our price to retail dealer and the jobber. When I was a salesman for the Enterprise Manufacturing Co., thirty-six years ago, I started out and took the bungs out of molasses barrels to show how well the bungs measured. I took coffee mills and put them into grocery stores; put coffee in them and ground it up and explained to the grocer man what a good thing it would be to grinr the coffee fresh.

Now, gentlemen, the new method I would suggest would be that perhaps the manufacturers would do better to go directly to the wholesaler with his new goods. Every wholesaler—every member of the Hardware Association knows that every member of the American Hardware Manufacturers' Association is absolutely reliable. He knows that the goods he buys from him are all right. Now, if he will only buy from members of the American Hardware Manufacturers' Association, he is all right. In that way he will avoid the manufacturers sending out a representative to this retail trade and to the consuming trade. He will have all the profit and the manufacturer will gladly furnish him small cuts or larger cuts. This is the suggestion that I make, that the new method be that the wholesale dealers introduce the new lines of the manufacturers.

President Wright: The intention was to continue the discussion as to the best method of introducing new goods, but I notice it is after one o'clock.

Mr. Hayden: Suppose we adjourn now and some other time be arranged for further discussion.

President Wright: I think it could be continued Thursday afternoon.

Mr. Hayden: I think it is an important matter and should be discussed. I think it would be wise to continue the discussion on Thursday afternoon. I would make that as a motion, Mr. Chairman, that we continue the discussion at four o'clock on Thursday afternoon.

The motion was seconded and carried.

Thereupon the meeting adjourned to go into executive session at 2.30 P. M.

EXECUTIVE SESSION.

WEDNESDAY AFTERNOON, OCTOBER 17.

The Association was called to order by President Wright at 2.30 P. M.

The first in order was the calling of the roll.

The roll call showed over a hundred and fifty delegates in attendance and Secretary Fernley announced that several delegates were now en route to the Convention. Reports of Committees followed, commencing with the report of the Executive Committee. The discussion of the report of the Executive Committee consumed most of the time of the executive session. Matters of vital interest to the affairs of the Association were discussed at length.

At the close of the discussion on the report of Executive Committee the Metal Committee made its report.

President Wright stated that it was the custom at the first executive session to appoint a Nominations Committee. He appointed the following delegates as a committee on nominations of officers for the ensuing year:

COMMITTEE ON NOMINATIONS.

Brace Hayden, San Francisco; Col. B. F. Eshleman, New Orleans; J. B. Lilliman, Atchison, Kans.; T. G. Walther, St. Paul, Minn.; Irving D. Booth, Elmira, N. Y.; W. Chamberlain, Portland, Me.; John P. Balderson, Philadelphia.

President Wright announced that the Heavy Hardware Committee would meet on Thursday afternoon at two o'clock, and that there would be an open session at four o'clock, which would be addressed by invited guests and others.

The Convention then adjourned until the next morning Thursday, October 18th, at 10 o'clock.

EXECUTIVE SESSION.

THURSDAY MORNING, OCTOBER 18.

The Convention was called to order at 11 a. m. by President Wright.

Secretary Fernley read a telegram from Colonel Woodruff, in answer to one sent by the Association the previous day, in which Mr. Woodruff thanked the Convention for their kind expressions and wishing the Convention a prosperous meeting.

Reports of Committees were called for.

John Donnan, of the Committee to whom was referred the matter of preparing suitable resolutions on the Transportation question, presented the following resolution for adoption by the Association.

RESOLUTION OF THE TRANSPORTATION COMMITTEE.

Whereas, the business interests of this country are suffering severe hardships and delays in the delivery of goods in transit, and

Whereas, we have, after years of patient and persistent effort, failed to secure efficient service at the hands of the railroad companies, and

Whereas, conditions have reached the point which necessitates our taking such vigorous action as will bring permanent relief, therefore, be it

Resolved, that this Association pledge itself to advocate and forward by all lawful means within its power, the enactment by the Congress of the United States, of an act to empower the Interstate Commerce Commission to issue an order to all railroad companies requiring a time limit for delivery of all shipments; such time limit to be decided by the Interstate Commerce Commission on all interstate shipments based on length of haul

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The railroads to be subject to a penalty to be determined by the Interstate Commerce Commission for each twenty-four hours delayed in delivery beyond the time prescribed by the Interstate Commerce Commission.

John Donnan.
J. G. Bauer
C. H. Marshall.
Alfred D. Clinch.
Committee.

The resolution was unanimously adopted.

The Auditing Committee reported that they found the books of the Secretary-Treasurer in good condition.

The Press Committee made the following report:

REPORT OF THE PRESS COMMITTEE FOR THE YEAR ENDING OCTOBER, 1906.

The duties of the Press Committee have not been particularly arduous during the present fiscal year, at least the Chairman of this Committee has not been compelled to burn much midnight oil to keep up his portion of the work. In fact, he has not had a communication from any member of the Committee, nor from any member of any Committee of the National Hardware Association on any subject, nor from any member of the Advisory Board of the Association, with the exception of two letters from our worthy President who is always right. He has not received a communication of any kind or character save the numerous, voluble and always interesting letters from our handsome and faithful Secretary. The contents of the two letters from our President and the many from the Secretary-Treasurer have not been of a character intended for the public press.

We think the press is a power, sometimes for good. We believe that there is no way that public sentiment can be formed so quickly, thoroughly and effectively as through the daily and weekly newspaper press. Our Association is large and powerful, has a membership of something like two hundred, and we sometimes try to form and influence legislation, both local and national. We believe that forming or attempting to form public sentiment through our Association advisable and that the future Press Committee should be requested to work along this line.

The National Hardware Association should have an opinion on all national legislation of a commercial and economic character and this opinion should be expressed through your Press Committee in the trade magazines and newspapers. Action should have been taken on the pure food bill, railroad rate law, anti-monopoly bill, postal parcel extension and government ownership. There is probably no Association of two hundred members more directly interested than ours in the tariff question, which is being agitated and may soon again be a vital political issue. Yet the Chairman of your Press Committee does not know the views of the Hardware Association on this purely economic question that never should have been a political question at all. The people have a right to know our views on these and other questions that are so important to their interests. These views should be known to the Press Committee and through them made public, and thus—with that influence we possess—used for our own good, which should also and always be for the best welfare of the people of this great and prosperous country.

Yours respectfully,
J. R. Nutting,
Chairman of the Press Committee.

Mr. McIntosh, of the Committee on "One Cent Letter Postage," reported that that Committee was working industriously on the problem and had arranged to have Hon. C. W. Burrows, Vice-President of the National Board of Trade, address the Association at the open session in the afternoon upon the subject of postal matters.

The Transportation Committee made the following report:

REPORT OF TRANSPORTATION COMMITTEE.

To the Officers and Members of the National Hardware Association:

Your Transportation Committee would respectfully report as follows:

Since our last annual convention at Washington, Congress has enacted a rate bill covering freight rates, thereby increasing the power of federal supervision of railroads in the hands of this commission.

It remains to be seen whether or not the present rate bill will give the shippers of this country the desired relief. The chairman of your committee feels that the rate bill recently enacted will avail to the railroads, and instead of giving the shipper relief it will materially increase the revenue of the railroads.

During the past year, a matter of great importance to all shippers in all lines and in all sections has come before your committee—the matter of delayed shipments. You no doubt are all familiar with the resolution passed by the Southern Hardware Jobbers' Association as well as the resolution passed by the American Hardware Manufacturers' Association at their meeting held at Hot Springs, Va., June 12th to 15th of this year. The chairman of your committee had some correspondence with your Secretary-Treasurer as well as Mr. John Donnan of the W. S. Donnan Hardware Co., Richmond, Va., the author of the resolution passed by the Southern Hardware Jobbers' Association in reference to this matter, but no action was taken by your Committee.

Mr. Donnan's resolution calls for the passage of a bill by Congress empowering the Interstate Commerce Commission to issue a rule to all railroads requiring a time limit on all interstate shipments, penalizing the railroads for unreasonable delays in delivery of goods.

While it is well known by the members of our Association that the railroads throughout the country do not give delivery on shipments commensurate in time with the remuneration they collect for handling such shipments, your Committee does not feel that the Interstate Commission should be given any further powers than those already invested in them. We, however, do feel that something can be done in the way of compelling the railroads to give better service, and feel that this is a matter which should be taken up and discussed by the entire membership of our Association.

Your Committee is opposed to the enactment of any law giving the Interstate Commerce Commission further powers than those already invested in them, or empowering them to issue a ruling such as is proposed in Mr. Donnan's resolution. We have no right to place in the hands of any commission or set of men in this country the power suggested. They are the appointees of a political power, and who knows into whose hands this tremendous power may be placed in future years. Under our political system it is not hard to conceive political questions arising under which the Interstate Commerce Commission might become a controlling factor in a political campaign. The efforts of the Interstate Commerce Commission to secure additional authority have been persistent and systematic. There is no doubt that they have had a powerful influence upon public opinion, which would have been impossible, had the official source of the agitation been apparent. No sane man believes that a politically created body will ever be wholly controlled by non-political considerations. There is a vital principle at stake in placing this matter in the hands of the Interstate Commerce Commission, and we would earnestly urge conservative and cautious action in regard to it. We, however, feel that a law should be enacted, penalizing the railroads for delays in delivery of shipments, and in case of delayed shipments, if the railroad refuses to pay the fine as prescribed by law, the complainant to bring suit in the federal court. This court is not interested in the matter, except to hear the case without bias for or against either side, and upon the facts and the law of the case as presented at the hearing renders its decision.

It would seem as though a law could be enacted imposing a fine for delayed shipments along the lines indicated by Mr. Donnan, and in case of delayed shipments, the consignee to make demand upon the railroad for refund, and in case of the railroad's refusal to pay same, the consignee to have the right to carry the matter into the federal courts. There is no question as to the fairness of the proposition, and we feel that it would be much better to give the federal court power to enforce any law that might be enacted than to place the power of enactment in the hands of the Interstate Commerce Commission.

All of our members have no doubt been in receipt of and have read with considerable interest the pamphlet recently issued by T. Payton Giles and John Donnan of Richmond, Va., entitled: "An Injustice, Its Cause and Results, With Some Facts and Figures Bearing Thereon, Also the Only Practical Remedy Therefor." In this pamphlet these gentlemen give facts and figures covering deliveries and delays on interstate shipments which are astounding to us all, also the remedies therefor. If you have not studied this pamphlet carefully, we would advise that you do so.

While your committee is in full accord with Mr. Donnan's views with reference to compelling the railroads to give the shippers of this country better service and in advocating by all lawful means the enactment by the Congress of the United States of an act requiring a time limit on all interstate business, they do not feel that the power of enforcing such an act should be placed in the hands of the Interstate Commerce Commission. By placing this power in the hands of the Interstate Commerce Commission, it would bring to the commission an overwhelming mass of work which that body might attempt to perform but could not accomplish.

We trust this matter of delayed shipments will be taken up and thoroughly discussed by the entire membership of our Association, and would suggest that our entire membership formulate a method of procedure to be worked out by your future committee along the lines indicated in Mr. Donnan's resolution.

Respectfully submitted,
W. M. Glass,
Chairman Transportation Committee.

DELAYED FREIGHTS.

John Donnan of Richmond addressed the Association on the subject. He said:

Mr. President and Gentlemen:

Our Executive Committee in their report have called your attention to the subject of "Delayed Freights," and stated that I would address you relative to same.

This question is one with which our Association should, by this time, be perfectly familiar, having been frequently communicated with by our Secretary. Still, as I think that I can give you some additional information, I will state the facts as briefly as this important question warrants.

Conditions confronting the shippers of this country have become unbearable, and the time has now arrived when this subject should be given the best thought of the merchants and manufacturers towards its solution.

It would seem from letters which I have received that there are a few who are under the impression that our troubles are of a local character. Nothing is more erroneous, as

THIS CONDITION AFFECTS EVERY SECTION OF THIS COUNTRY,

and if our membership could only see the letters which I have in my possession, they would realize that conditions exist of which they have never dreamed.

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The following are a few extracts from letters which I have received:

Portland, Me., writes: "It gives us pleasure to note that you are moving against the railroads for the delay of goods in transit. The writer has the name of being Chairman of the Kick Committee, against the railroads in this section, so that your article appeals to us with added force. Something should be done, as it takes three weeks for goods to reach us from Connecticut towns, between 200 and 300 miles distant."

Boston stated: "It takes 14 days to bring solid carloads from Pittsburgh to Boston, a distance of 640 miles, and three days from Providence to Boston, a distance of 50 miles."

A leading New York manufacturer writes: "We are shipping goods to every State in the Union, and find, in many cases, goods are from three to five weeks in getting to points, where they should reach destination in three to six days; also in getting supplies, we have had full carloads three to five weeks coming 300 to 400 miles, and this at a season when supplies were very badly needed."

One of the leading firms in Nebraska states: "For the last three or four years, we have been obliged to pay for shipments, in order to obtain two per cent. cash discount, ten to fifteen days before arrival, thus entailing a loss of interest, to say nothing of the worry and inconvenience caused by not having the goods to fill orders."

A large Wisconsin firm writes as follows: "To give you an illustration of how the railroads neglect shipments, some years ago, we opened up trade with a customer half way between Milwaukee and Chicago, about 40 miles from Milwaukee. Soon, our customer complained that it took three days to get his goods, after we had made delivery to the railroad company. We were astonished at such a report, and did not want to believe it; but I went over to the railroad freight office, and inquired about shipment of goods between here and Waukegan, and stated our customer reported it took three days after goods were delivered to the Freight Department in Milwaukee to reach them, 40 miles from Milwaukee. The freight agent laughed good-naturedly, and said, 'This is correct. We load a car every day with goods for Racine, Kenosha and Waukegan, the three most important places between Milwaukee and Chicago. The first day, the car goes to Racine, left there, and goods for Racine unloaded. The next day, the freight train takes the same car to Kenosha, left there, and goods for Kenosha unloaded. The third day the car is taken to Waukegan, and the balance of the goods unloaded there.' I asked him if he thought this was good, prompt service, and he replied, 'No, but it has been the custom of our road to manage the freight business between here and Chicago that way for years, and we have had very little complaint.'"

One Northwestern Association writes: "All that you say is true and more, and the writer believes, that only by severe restriction can railroads be brought to a point where you can get along with them decently."

Other illustrations could be cited, but I will not trespass upon your time in giving them.

You, therefore, see that these are not local conditions, but exist on the Double and Four-Track Systems of the Boston & Maine, Boston & Albany, New York, New Haven & Hartford, Pennsylvania, Erie, Chicago, Milwaukee & St. Paul; and also on every important railroad system in this country. In the South the railroads advertise the following miles per day:

Southern	440.40
Washington and Southern & R., F. & P.	550.08
Seaboard Air Line	356.88
Atlantic Coast Line	479.52
C. & O.	361.20

This is an average of 437.52 miles per day, or 18.23 miles per hour.

These figures, showing the running time of freight trains, are taken verbatim from actual working time tables, as used by train crews of the roads named, and are certainly not faster than the average interstate freight time-tables throughout the country. Thus, the actual running time is shown by the railroads themselves, yet the average movement of freight time is correct, as shown by date of arrival, and not by date of payment in paid freight bills, which can be verified with the railroad B/L, showing date of shipment in each case.

These, gentlemen, are

THE CONDITIONS WHICH EXIST IN OUR COUNTRY TO-DAY,

and that they are actual facts, each one of you knows full well; for the whole commercial class of the United States is suffering uncalled-for losses, on account of lack of reasonably quick movement of freight from point to point throughout the whole of this country.

In justification of this condition, the railroads claim congestion and lack of equipment. But, is it true? The railroads give the same excuses to-day they have done in all these years, and make no improvement whatever; but, to the contrary, a continuous retrograde movement is proven, and unless powerful, thoroughly organized, persistent and continuous pressure of some effectual character is put on the railroads, no man can give a reason for thinking there will be an improvement at a sufficiently early date to be of practical use to the present generation.

If congestion is their excuse, let them explain why it is that they always manage to deliver promptly carloads of fruit from California, peaches from Georgia, watermelons from Florida, or any other class of goods of a perishable nature, for which they have to pay if spoiled; while Hardware, drugs, dry goods, or any other non-perishable freight is subject to such unreasonable delays. So much for congestion.

As another cause of delay, they claim lack of equipment, and state that they have been unable to keep pace with the large increase in tonnage offered; that the tonnage of the country has grown enormously within the past few years, and the

RAILROADS HAVE BEEN UNABLE TO INCREASE THEIR FACILITIES

for handling the tonnage; that every Trunk line in the country is, and has been, increasing its facilities to enable it to handle its large tonnage; and that they have been handicapped on account of their inability to get prompt delivery of rails, locomotives or rolling stock. Such are the paltry excuses which the railroads would offer for the miserable service which they are rendering us. But, are these facts?

Let the railroads give names of manufacturers who hold contracts for equipment or improvements, which are from two to three years, and over, old, and unfilled.

Would any up-to-date merchant think of offering such excuses to his customers for inability to fill orders, or would he not have the goods, even if he had to place his orders two years ahead to get them? If so, then the merchants of this country have not kept pace with its progress. And, will the railroad officials of this country admit that they have less foresight than the mercantile and manufacturing community?

No, gentlemen, the real cause of the delay is not congestion, lack of equipment, or that the freight trains do not make sufficiently fast time with interstate shipments, while *running;* but the

RAILROADS HOLD GOODS AN UNREASONABLE TIME AT INITIAL POINTS,

before starting. At every junction, division, terminal and transfer point of their own roads, shipments are held up. And again, when our goods reach transfer points on other roads, these delays are more aggravated than ever. This last and most serious delay is caused by jealousy of Railroad Systems, one towards the other, and by their attempts to thwart each other's business by each refusing to handle *promptly* shipments which originated on the other system.

These uncalled-for delays, therefore, which could be avoided, by due diligence and business forethought, constitute about seven-eighths of the time consumed between the initial point and point of destination.

In my foregoing remarks, I have stated facts as they exist, and some of the causes therefor. But, the practical question before this body is the remedy.

If the corporation courts held jurisdiction over interstate commerce, there would be no trouble whatever in our receiving relief, but as our corporation courts only hold jurisdiction over intrastate commerce, it is necessary that we look in another direction for the remedy.

In the resolutions which were offered and passed by the Southern Hardware Jobbers' Association, they resolved the following:

"That this Association pledges itself to advocate and forward by all lawful means within its power the enactment by the Congress of the United States of an act to empower the Interstate Commerce Commission to issue a rule to all railroads requiring a time limit on all intrastate shipments conforming to length of haul, and with a percentage of discount on freight bill, payable to consignee, for each twenty-four hours delay beyond the daily movement prescribed by the Commission."

Some have been pleased to term this resolution drastic, but there are certain cases which need heroic treatment, and if ever there was a case needing such treatment, this is the one. However, I will try to anticipate some of the objections which may be offered to my too-drastic resolution.

Why should one think that a resolution suggesting the penalizing of a railroad as too drastic? Surely, it is equity and justice to penalize the offending party in favor of an injured party. This is considered equitable and just by *even* the railroads themselves. *They* think it right to charge demurrage, and also to issue an order that unless goods are removed in forty-eight hours, storage will begin, and yet when they take three to four weeks, and longer, to deliver goods that should have reached consignee in six to eight days, is the consignee to have no redress, even though there are times when seasonable goods have to be carried over for six months, on account of the unreasonable delays? Surely, "It is a poor rule that does not work both ways."

Whenever any new movement is proposed, opposition is always met with, at first, from some one, who is either over-timid, or ultra-conservative, and such a one has made the following objections to my resolution, which I will answer seriatum:

FIRST: "That he was opposed to the enactment of any law, giving the Interstate Commerce Commission further powers than those already invested, or empowering them to issue a ruling, such as is proposed in my resolution."

I should certainly like this party to state upon what ground he bases such an objection. If our Corporation Courts could decide interstate cases, we could then apply to them for relief, but as their jurisdiction is only intrastate, we must, therefore, seek help from a body whose jurisdiction is interstate. Your Intrastate Courts have the power to penalize, then why hesitate for an instant to have Congress delegate to the Interstate Commerce Commission the power to penalize our great Railroad Systems?

SECOND: "That we have no right to place in the hands of any Commission, or set of men, in the country, the power suggested."

This power must certainly be delegated to someone, and that body must be empowered with an authority and jurisdiction, extending over the entire country. The body which governs must have vested within them a power greater than the body which they govern, and must be one whose mandate will be quickly executed, and I have as yet been unable to find a body whose jurisdiction extends over Interstate Commerce, other than the Interstate Commerce Commission.

Suppose the merchants and manufacturers of this country were compelled to take each grievance to court, it would be simply many repetitions of a case of "Jaundice versus Jaundice," but if, on the other hand, the Interstate Commerce Commission were empowered by Congress to require the railroads to carry goods a certain number of

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miles per day, or to be penalized for their failure to do so, it would be the simplest of matters for the Interstate Commerce Commission to require every railroad to stamp upon the B/L which they issue the number of miles from point of issuance to destination. Then, the per diem haul having been settled by the Interstate Commerce Commission, each party would know positively the time required for delivery, which simplifies matters to a simple business transaction between the railroads and consignee, and the adjustment of claim for slow delivery would then be between these two parties only, without the merchants and manufacturers of this country being compelled to have recourse to legal proceedings.

THIRD: "That in his opinion, it would be as just to ask Congress to enact a law, giving the Commission power to impose a fine on the manufacturer and jobber on account of their not filling an order complete in every detail, and making shipment of same within an hour's time after the order was received, as to ask for an enactment of a law, giving the Commission power to fix a time limit and impose a fine on the railroad company, as suggested in the resolution."

Replying, I would say railroads are given by their charters valuable and far-reaching powers, not enjoyed by the ordinary business firm or corporation. These powers extend even to the extent of condemnation of our property for use in and to facilitate their business.



JOHN DONNAN,
of Fraternal Relations Committee.

With, however, the express stipulation that these unusual rights and privileges are granted in consideration and return for an obligation taken on their part to serve the public in an equitable, reasonable and efficient manner at all times. We are, therefore, entirely within our rights when we demand in the administration and use of the powers we delegate, that the common carriers shall use due business forethought and precaution to provide for proper care of all business that comes to them, as is done by all other business people without compulsion or urging, though the latter class enjoy no special privileges such as the ones above mentioned.

FOURTH: "He says he is no advocate of railroad might, but that there is a vital principle at stake in placing this matter in the hands of the Interstate Commerce Commission, and would earnestly urge conservative and cautious action in regard to it."

In reply, I would say for years we have been ultra-conservative, moderate, deferential and almost abject in our attitude towards the railroads, submitting to delinquencies, breaches of faith, and all rules of equity on their part in their dealings with us, allowing them to take such latitude and such privileges in carrying out their plain business engagements, as we would not endure from, or even think of allowing, to anyone else with whom we had similar business transactions.

For years, we have written letters, and in person, as individuals, have protested, urged, besought and implored of the railroads fair treatment for the enormous sums we pay them in freight charges.

Can any shipper, consignee or business organization anywhere in the United States show any permanent improvement or benefits to himself, his company, or his community as a result of this rare exhibition of conservatism and patience in dealing leniently with the railroads?

Why, then, should *we,* who are beyond question reasoning human beings, who *can* and *do* judge the future by the past, continue indefinitely a course which long years of experience prove conclusively results only in a crop of elusive replies and equally futile and broken promises of relief from an injustice, which we would not endure in business for a day from our best friend, or from any man, or set of men, on earth, except from the railroads of the United States.

FIFTH: "That while every jobber in the country is interested in receiving impartial treatment, and getting his shipments through in the least possible time, yet in endeavoring to secure this impartial treatment, it would be, to his mind, a gross error for us to lend ourselves to such a populistic proposition, as is called for in this resolution."

Is a resolution to be termed populistic when it simply requests its highest tribunal to make a law penalizing the offending, in favor of the injured party, especially when the party whom we wish penalized does not hesitate to penalize *us* in the shape of demurrage whenever they select to do so? Is it populistic for citizens of America to request their representatives in Congress to make a law, which will protect them from the domination of such a power, as the Railroad Corporations of this country? If so, then my resolution may be so termed. But, I hardly think that such a verdict will be rendered by the membership of our Association, especially when such bodies as the following Association, namely, the Southern Hardware Jobbers, American Manufacturers, Michigan Retail Hardware, Soutnern Shoe Dealers, New York Team Owners, and the Chambers of Commerce and Boards of Trade of the cities of Greensboro, N. C.; Tampa, Fla.; Paducah, Ky., and Rome, Ga., have passed resolutions which are equally drastic, if not in the same verbiage.

And, when such Associations as the National Wholesale Dry Goods, National Wholesale Druggists, National Retail Grocers, and others, after reading my so-called drastic resolution have, through their Presidents and Secretaries, in letters to me, stated that they are heartily in accord with my views, I hardly think my resolution can be termed populistic.

SIXTH: In his letter to me, he states, "that he doubts very much whether an act along the lines of my resolution would be constitutional."

I do not think that it comes within our province to discuss this matter. I hardly think that a law could be termed unconstitutional prior to its passage. If, however, such a law is passed, and its constitutionality is questioned, that is a matter to be finally decided by our United States Supreme Court.

Apropos of the above, Mr. Roosevelt, a few days since, at Harrisburg, Pa., made the following remarks:

"The doctrine they preach would make the constitution merely the shield of incompetence, and the excuse for governmental paralysis: they treat it as a justification for refusing to attempt the remedy of evil, instead of as the source of vital power necessary for the existence of a mighty and ever-growing nation."

We thus see that while my resolution is termed drastic, and have heard some of the arguments as to why it should *not* be passed; yet the Chairman of our Transportation Committee says, "We, however, do feel that something can be done in the way of compelling the railroads to give better service and feel that this is a matter which should be taken up and discussed by the entire membership of our Association."

However, notwithstanding the fact that this is a great problem, yet it is not one so large, but that the brains of the jobbing and manufacturing interests of this country can solve, and solve it we *must,* if we ever hope to be emancipated from the domination and tyranny of the Railroad Systems of this country.

One matter I wish to especially emphasize, and it is this:

In passing our resolutions, we are simply going through the early period of lining ourselves up for the coming battle. I have seen a portion of a pamphlet, published by the Washington Railroad Bureau, in which it is shown that while the railroads have not yet become openly antagonistic, yet they are keeping in close touch with everything that we are doing, and that when the various Associations of this country, at the opportune time, write to their Senators and Representatives, with regard to this matter, we will, then, see confronting us the Vanderbilts, Morgan, Gould, Cassatt, Hill, Harriman, and every railroad interest of this country, with their trained legal force.

But, gentlemen, does the mention of the above-named adequately convey to your minds the force which we have arrayed against us, and the titanic struggle in which we are about to engage? Only think for an instant what they are.

The Vanderbilts controlling the New York Central & Hudson River, Lake Shore & Michigan Central, and Big Four, extending from Boston on the East to Chicago on the West, and North through the State of Michigan.

Cassatt, the Pennsylvania, and all of its leased lines, extending through Pennsylvania, Ohio, New Jersey, Maryland and Indiana, and shaping the policy of the C. & O. and N. & W. as well.

Hill, the Great Northern System, taking in Minnesota, Dakota, Montana, Idaho and Washington.

Gould, the Missouri Pacific, and all of its leased lines, covering Missouri, Kansas, Arkansas and the Central West.

Morgan, through Samuel Spencer, representing the Southern Railway System, which takes in the States of Virginia, the Carolinas, Georgia and Alabama to the Mississippi.

Harriman, the Union Pacific, covering Kansas, Nebraska, Colorado, Nevada, Oregon and California. And, with the marvelous genius and foresight, which he possesses, not only controlling the B. & O., which, with the Union Pacific, gives him a through line from ocean to ocean, but is almalgamating certain railroads of the Pacific Slope, which will give him an entire System, running from Portland, Ore., to the City of Mexico.

In the above mentioned roads, I have not spoken of the smaller systems, such as the S. A. L., the A. C. L., the Illinois Central, and many others that could be mentioned; but I have shown you that the great Railroad Systems of this country are dominated by a few imperial intellects.

True, they play the game against each other on the chess-board of this country for advantageous terminal points, and for the advantage of their own systems, but when a paramount question such as this, comes before Congress, do you doubt for one instant but that

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these giants will stand together as a unit for their mutual protection, and with their trained legal staff will bring to bear every resource of finance, influence, and law to defeat us?

Were they to spend five million dollars to induce Congress not to pass the measure we are now advocating, it would be a mere bagatelle to them, as compared with what they would save annually in not having to pay enforced penalties.

To-day, the railroads are gigantic powers, and we are compelled to admit it. We well know that it is within the power of the above named combination of interest to deal with the shippers of this country as if we were merely pawns upon the chess-board, and one might almost say that they are powerful enough to sweep away any obstacles we might put in their path as chaff before the wind.

But, gentlemen, are *you*—the merchants and manufacturers of this country—to be ruled and dominated by the railroads forever? They are great, but *our* combined mercantile and manufacturing interests are greater.

The time has now arrived for us to rise in our might and I sincerely trust that this body will not hesitate to have its Committee pass a series of the strongest resolutions, for we have now reached the critical period in our history.

Therefore, unless the Interstate Commerce Commission are granted by Congress the power which we desire with regard to this matter, the merchants and manufacturers of this country will continue to be nothing more than puppets in the hands of the railroads, and it would be far better for us to discontinue our business altogether than to continue to suffer the intolerable servitude and slavery which we are now under to these Czars.

It was moved and seconded that the report of the Transportation Committee be received and filed.

The motion was carried with the understanding that the recommendations in the report would be considered by the Committee on Resolutions and presented to the Association for final action. There was considerable difference of opinion among the delegates as to adopting the views regarding the power of the Interstate Commerce Commission, expressed in the report of the Transportation Committee.

Mr. Ireland moved that a Committee of five be appointed to prepare suitable resolutions on the Transportation question to be presented at a later session for action by the Association.

The motion was carried.

President Wright appointed the following Committee to prepare suitable resolutions on the Transportation question: John Donnan, Richmond; A. D. Clinch, New York; H. C. Marshall, Duluth; J. G. Bauer, Topeka, Kans.; Cortland Van Camp, Indianapolis.

Other matters relating to prices and trade relations were discussed.

Mr. Fernley stated that Col. R. S. Woodruff of New Haven was unable to be present owing to a political campaign in his State wherein he was a candidate for Governor. Mr. Turner moved that a telegram be sent to Mr. Woodruff extending the best wishes and hope of the Association that he would become Governor of his State before the next annual meeting.

President Wright appointed the following committee on resolutions: Geo. E. King, Atlanta, Ga.; J. C. Henry, Cleveland; J. W. Wells, Duluth.

REPORT OF THE MEMBERSHIP COMMITTEE.

To the National Hardware Association of the United States. Gentlemen:

The Membership Committee respectfully present to this, the twelfth Annual Convention, its report showing the result of the work it has performed during the past year. The Chairman wishes to express his appreciation of the prompt and efficient service carefully rendered by the Associate Members of the Committee in their decisions relative to the eligibility of applications for membership.

The additions during the past year have been as follows:
Duke, Peterson & Co., Baltimore.
Nebraska Hardware Co., Lincoln, Neb.
Haw & Simmons, Ottumwa, Iowa.
Carter, Donlevy & Co., Philadelphia.
L. D. Berger, Philadelphia.
Calvert & Holloway, Philadelphia.
Roberts, Sanford & Taylor, Sherman, Texas.

There are some applications that have not been decided upon, but are being held for further consideration. The qualification standard for membership is zealously maintained, thus conserving, we believe, the best interests of the houses constituting the membership, and sustaining the strength and standing this associaion have honorably acquired among the mercantile organizations of this character in the United States.

The Committee trust that the work they have performed will meet the approval and endorsement of their fellow members.

Charles H. Turner, *Chairman.*

The Convention then took a recess until 2.15 p. m., at which time the Heavy Hardware Branch of the Association would convene.

It was announced by Mr. Fernley that at 4 p. m. Mr. Burrows, Vice-President of the National Board of Trade, would address the Convention in open session on the subject of One Cent Letter Postage.

EXECUTIVE SESSION

THURSDAY AFTERNOON, OCTOBER 18.

At 3 p. m. the Jobbers interested in heavy Hardware were called to order in special session by the Chairman of that Committee, Mr. Bragg. Two hours were consumed in discussing matters of special interest to dealers in bar iron and horseshoes. Representatives of several manufacturing concerns listened to the suggestions of the heavy Hardware jobbers concerning the customs then prevailing in regard to the discounts and terms on which heavy Hardware was sold. The representatives present expressed themselves as personally in favor of accepting, in a general way the suggestions offered by the jobbers for certain changes in present rules to be made, but recommended that the Committee should secure the approval of other manufacturing concerns so that whatever changes were made would be uniform.

A resolution was offered covering the points which the Committee desired should be corrected by the manufacturers, which were to be properly presented to them.

While this Committee was in session W. C. Burrows, Vice-President of the National Board of Trade, addressed an open meeting of manufacturers and jobbers on the subject of one cent letter postage.

The Association then adjourned to meet the next morning, Friday, October 19th, at 10 o'clock.

The Committee on Resolutions made the following report:

REPORT OF COMMITTEE ON RESOLUTIONS.

Resolved, that the thanks of this Association be and are hereby tendered to those who have in various ways contributed to the pleasure of those who have attended this Convention.

We tender our thanks to Rev. Jno. R. Davies of Philadelphia, who opened our exercises with prayer.

We thank the proprietors of the Marlborough-Blenheim for their splendid and generous efforts to add to the comfort of our members and friends.

We also thank Mr. J. H. Van Newkirk, Journal Secretary, and Mr. F. B. Platt, Railroad Secretary, and Mrs. Geo. Trout, for their faithfulness and courtesy.

We thank the manufacturers for many courtesies which members of this Association have received at their hands.

We also thank the Railroad people for the favors which they have shown us.

We thank the members for their prompt attendance and serious consideration of all matters presented for their consideration.

We also thank the Telegraph Companies for the tender of the free use of their wires to our members.

Geo. E. King.
Geo. W. Wells.
J. C. Henry.

Mr. McIntosh offered the following resolution on the subject of first-class mail matter and on the subject of the Parcels

POSTAGE.

Whereas, the expense of carrying and delivering first-class mail matter is three-quarters of a cent per one-half ounce, and

Whereas, the charge of two cents by the Governm·t is disproportionate to price charged on other classes of mail matter, therefore be it

Resolved, that we protest against this unjust discrimination and respectfully ask our Senators and Representatives to favor a reduction of first-class mail matter to one-cent per half ounce.

PARCELS POST.

Whereas, certain parties are endeavoring to have established a Parcels Post, which will serve their own selfish interests and practically ruin the business interests of hundreds of thousands of retail merchants scattered throughout the country, therefore be it

Resolved, that the National Hardware Association protest against any such measure and urge our Members of Congress to defeat efforts which are being put forth in the interest of mail order houses.

The resolutions were adopted.

The Association consumed the balance of the session in discussing the relation of the salesman to the employer in reference to selling prices.

Mr. Newman of the Canadian Association expressed his views on the subject.

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Question of the next place of meeting was taken up. Mayor Cutler of Niagara Falls was invited to address the Association and he extended to the Association a most cordial invitation for it to hold the next meeting at Niagara Falls. He spoke at length of the hotel accommodations to be found at Niagara Falls. Mr. Bennett came as secretary of the Committee of Publicity of Niagara Falls, and also joined in an invitation for the Association to come to Niagara Falls.

These gentlemen then retired and the question of the next place of meeting was thoroughly discussed. Many Jobbers gave expression to the great satisfaction they had experienced from the treatment they had received in the matter of hotel service and accommodations at Atlantic City during the present session and after the matter was thoroughly canvassed a vote was taken as between Atlantic City and Niagara Falls, which resulted in the almost unanimous selection of Atlantic City as the next meeting place, the date to be the latter part of October.

ELECTION OF OFFICERS

The Committee on Nominations presented their report and recommended the following members as officers for the ensuing year:

For President, W. S. Wright of Omaha.

For 1st Vice-President, John C. Koch, Milwaukee.

For 2nd Vice-President, Brace Hayden, San Francisco.

Members of the Executive Committee, J. D. Moore, Birmingham, Ala.; Chas H. Turner, Albany, N. Y.

On motion the Secretary cast the vote of the Association for the nominees, and they were declared elected officers for the ensuing year.

The Convention then took a recess until 2 p. m.

CLOSING SESSION.

FRIDAY AFTERNOON, OCTOBER 19, 1906.

The Convention was called to order at 3 p. m.

President Wright announced that the subject to be first taken up would be the report of the catalogue house committee by S. Norvell, the chairman.

While waiting for the delegates to assemble in larger numbers, George W. Korn of Little Valley, N. Y., was invited to speak on the subject. Mr. Korn addressed the meeting and expressed himself as of the opinion that the Hardware dealers in country towns lost a great deal of trade by failing to keep their stores clean and making a proper exhibition of their goods; that in his opinion many people ordered goods from catalogue houses because they saw the articles displayed in attractive advertisements in catalogue house catalogues. He expressed himself as of the opinion that retail buyers as a rule would be willing to pay a larger sum for articles in their home stores than to pay a less price to catalogue houses, and that the main reason for purchasing from catalogue houses was the fact that the goods, especially new goods, were more forcibly brought to their attention by the catalogue houses.

The views of Mr. Korn were vigorously opposed by several of the delegates representing the retail portion of the Catalogue House Committee, especially Mr. Miles of Mason City, Ia., and Secretary Corey of the National Retail Hardware Association. Mr. Miles stated that in his opinion the retail stores of the country in the Hardware line were kept in much better condition than stores in many other lines of goods. He cited his own store and others in his city as examples.

S. Norvell, Chairman of the Catalogue House Committee, then made a statement of the work being done by that Committee. He stated the time was too short for him to make an extended report, but said that substantial results were being secured in support of the legitimate Hardware dealer. He called attention to the difficulties now being experienced by Catalogue Houses in carrying on their business in a satisfactory manner.

The Convention then adjourned.

RECEPTION AND BALL.

The Reception and Ball given by the American Hardware Manufacturers' Association to the National Hardware Association and ladies, held Wednesday evening, October 17th, was a pronounced success. The ball was largely attended and, as the number of ladies was larger than usual, and the music was exceptionally good, the Solarium in which the ball was held was filled with merry dancers. The following programme was carried out:

1. Two-Step—Popularity . . . . . *Cohan*
2. Valse—Danse l'Armes . . . . . *Berger*
3. Two Step—The Tourists . . . . . *Kerker*
4. Valse—In My Merry Oldsmobile . . . *Witmark*
5. Two Step—Seventh Regiment . . . . *Dunn*
6. Valse—O, Dry Those Tears . . . . *Riege*
7. Two Step—Petit Pierrots . . . . *Nichts*
8. Valse—Venetienne . . . . . *Walteufel*
9. Two Step—The Giggler . . . . . *Marx*
10. Bon Soir . . . . . *Massenet*

During the dancing refreshments were served, and it was one o'clock before the dancers could tear themselves away from their pleasant pastime.

CONCERT AND EUCHRE.

On Thursday evening, October 18th, the Concert and Euchre in honor of the ladies of the National Hardware Associations, at the Marlborough-Blenheim, attracted most every one present. The prizes were exhibited in one of the parlors of the Blenheim, and did much to swell the number of players to 400 strong. The names of the donors of prizes and the prizes are here given.

DONORS OF PRIZES FOR CARD PARTY AND PRIZES FURNISHED.

American Sheet & Tin Plate Co., Pittsburgh, Pa., All Playing and Score Cards; Avery Stamping Co., Cleveland, Ohio, Cooking Utensils; American Wringer Co., New York, N. Y., 3 Wringers, 1 Mangle; Atha Tool Co., Newark, N. J. 1 doz. Nail Hammers; American Fork & Hoe Co., Cleveland, Ohio; E. C. Atkins & Co., Indianapolis, Ind., Case Saws; American Axe & Tool Co., Pittsburgh, Pa., 1 Card Case.

Bemis & Call Hardware & Tool Co., Springfield, Mass., Wrench; George H. Bishop & Co., Lawrenceburg, Ind., 2 Family Kitchen Sets; Bronson-Walton Co., Cleveland, Ohio, 1 lot Coffee Mills, etc.; Boss Washing Machine Co., Cincinnati, Ohio, 2 Washing Machines; Bissell Carpet Sweeper Co., Grand Rapids, Mich.; 1 doz. Sweepers; Bullard Automatic Wrench Co., Providence, R. I.; Belding-Hall Manufacturing Co., Chicago, Ill., 1 Card Table.

Chapin-Stephens Co., Pine Meadow, Conn., Combination Rule; John Chatillon & Sons, New York City, Favorite Baby Scale; Corbin Screw Corporation, New Britain, Conn., Coaster Brake; Cleveland Twist Drill Co., Cleveland, Ohio, Set Drills; Corbin Cabinet Lock Co., New Britain, Conn.; Coldwell Lawn Mower Co., Newburgh, N. Y., Lawn Mower; Clyde Cutlery Co., Clyde, Ohio, China Platter; Challenge Cutlery Corporation, Bridgeport, Conn., 2 Cases Razors; Caldwell Manufacturing Co., Rochester, N. Y., 6 Shaving Mirrors; Chantrell Tool Co., Reading, Pa., Hammers.

Diamond Saw & Stamping Works, Buffalo, N. Y., Chafing Dish; Dana Manufacturing Co., Cincinnati, Ohio, Dana Food Chopper; Henry Disston & Sons, Philadelphia, Pa., 2 Hand Saws; Dover Manufacturing Co., Canal Dover, Ohio, 2 Family Cabinets, 2 Laundry Set Cabinets, 12 French Set Cabinets, 100 Tourists Irons.

Enterprise Manufacturing Co., Philadelphia, Pa., 3 Choppers, 1 Mill, 1 Shredder, 1 Tobacco Shaver, 1 Fruit Press, 2 Choppers.

Garland Nut & Rivet Co., Pittsburgh, Pa., 600 Pencils.

Hamilton Rifle Co., Plymouth, Mich., 3 Rifles; Hopkins & Allen Arms Co., Norwich, Conn., Single Barrel Gun; Heller Bros., Newark, N. J., Nail Files and Corn Rasps; Humason & Beckley Manufacturing Co., New Britain, Conn., Fruit Knives.

Irwin Auger Bit Co., Wilmington, Ohio, Set Auger Bits.

Keuffel & Esser Co., New York City, Barometer and Thermometer; George W. Korn Razor Manufacturing Co., Little Valley, N. Y., 2 Double Hollow Razors, 1 Safety Razor; Adolph Kastor & Bros., New York City, Bone Shears.

Lamson & Sessions Co., Cleveland, Ohio, 36 Bicycle Wrenches; Lovell Manufacturing Co., Erie, Pa., 3 Wringers; Lufkin Rule Co., Saginaw, Mich., 1 Solid Silver Case Tape, 2 Reliable Tapes; Lockwood Manufacturing Co., South Norwalk, Conn., Draft Ten Dollars; Landers, Frary & Clark, New Britain, Conn., 3 Coffee Percolators.

McCaffrey File Co., Philadelphia, Pa., Manicure Files for every lady; Mack & Co., Rochester, N. Y., Wood Carvers' Tools; Manning, Bowman & Co., Meriden, Conn., Eclipse Bread Maker, Coffee Percolator; David Maydole Hammer Co., Norwich, N. Y., Hammers; Charles Morrill, New York City, Nail Puller and Hand Punch; Miller Bros. Cutlery Co., Meriden, Conn., Pocket Knives; Meriden Cutlery Co., Meriden, Conn., Oyster Forks.

National Specialty Manufacturing Co., Philadelphia, Pa., 1 No. 2 Coffee Mill; National Enameling & Stamping Co., Baltimore, Md., 1 1800 Oil Heater; North Bros. Manufacturing Co., Philadelphia, Pa., Ice Cream for party, 1 4-quart Freezer and Ice Chipper; National Sweeper Co., Newark, N. J., Carpet Sweeper, 1 100-Tool Set, 1 35 Screw Driver, 1 Holder.

Ohio Tool Co., Columbus, Ohio, Set Auger Bits, Iron Smooth Plane; Oneida Community, Oneida, N. Y., 12 Jars Fruit.

Pittsburgh Steel Co., Pittsburgh, Pa., 1 Clock; Charles Parker Co., Meriden, Conn., Mirror; Pike Manufacturing Co., Pike, N. H., Oil Stone and Clock; Pullman Manufacturing Co., Rochester, N. Y., Assorted Garment Hangers; Fayette R. Plumb, Philadelphia, Pa., Nickel-Plated Tools.

Rochester Stamping Co., Rochester, N. Y., Chafing Dish; Romer Axe Co., Dunkirk, N. Y., Hatchet and Axe; Reading Hardware Co., Reading, Pa., 8 Mowers; S. L. & G. H. Rogers Co., Hartford, Conn., 1 No. 173 Set Silverware.

Savage Arms Co., Utica, N. Y., Target Rifle; O. P. Schriver & Co., Cincinnati, Ohio, Household Truck; William Schollhorn Co., New Haven, Conn., 2 doz. Ticket Punches; H. D. Smith & Co., Plantsville, Conn., Carpenters' Tools; Supplee Hardware Co., Philadelphia, Pa., Lawn Mower; Simonds Manufacturing Co., Fitchburg, Mass., 1 Case Saws.

United States Stamping Co., Moundsville, W. Va., 12 Presses, Enameled Ware.

William Vogel & Bros., Brooklyn, N. Y., 1 pair Auto. Search Lights.

Whitman & Barnes Manufacturing Co., Chicago, Ill., Lawn Mower;

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Winchester Repeating Arms Co., New Haven, Conn., 1 Rifle; Wood Shovel & Tool Co., Piqua, Ohio, Garden Tools; Samuel Winslow Skate Co., Worcester, Mass., Skates; L. & I. J. White Co., Buffalo, N. Y., 2 Cases Tools; Walden Knife Co., Walden, N. Y., 2 Pocket Knives.

Mr. Charles Graham of the Graham Nut Co., Pittsburgh, Made 83 points and carried off the First Prize, a costly Grandfather's Clock given by the Pittsburgh Steel Co., Pittsburgh, Pa.

The following is a partial list of winners.

SOME OF THE WINNERS.

Mr. N. A. Garland, Pittsburgh, Baby Scale; William Clyde, Pittsburgh, Tool Chest; G. W. Welles, Duluth, Set of Drawing Instruments; E. T. Jackson, Philadelphia, Winchester Rifle; James H. Kennedy, New York, H. & R. Rifle; J. M. Stanley, "Savage" Gun; Miss Elizabeth B. Tranberg, New York, Set of Dover Sad Irons; J. J. McCaffrey, Philadelphia, Caldwell Shaving Mirror; Mr. Bennett, New Haven, Lantern; M. G. Drew, Bullard Wrench; D. A. Merriman, Pittsburgh, Set of Simonds Saws; J. S. Harris, Cleveland, Pike Corundum Wheel Clock; Harry Wise, Chattanooga, Disston Saw; T. M. Steward, Lawn Mower; S. S. Reckafus, Philadelphia, French Coffee Percolator; A. H. Herr, Lancaster, Pa., Oyster Fork; G. W. Korn, Little Valley, N. Y., Pair of Winslow Roller Skates; A. K. Liveright, Philadelphia, Set of Dover Sad Irons; Mr. Purdy, Lawn Mower; F. E. Muzzy, Chicopee Falls, Mass., Auto. Search Lamp; J. McKee, Philadelphia, L. & I. J. White Edge Tool Set; J. H. Droescher, New York, L. & I. J. White Edge Tool Set; L. M. Steward, Cincinnati, Atkins Saws (Chest); W. R. Howell, Carpet Sweeper; J. P. Kelly, Lawn Mower; J. W. Connor, Utica, N. Y., Winslow Ice Skates.

While the lucky winners were called out one by one, the following concert programme was followed out:

PROGRAMME.

Overture—Poet and Peasant	*Suppe*
Valse—Autumn Roses	*Strauss*
Act II from Faust	*Gounod*
a. La Paloma	*Yardier*
b. If I were on the Stage, from Mlle Modiste	*Herbert*
1. Nocturne	*Kroll*
2. Lion du Bal	*Gillet*
Strings	
Fantasie—Lohengrin	*Wagner*

Refreshments were also served, and it was two o'clock a. m. before the last one of this enjoyable party had retired.

ATTENDANCE.

The following is a list of those in attendance:

NATIONAL HARDWARE ASSOCIATION.

Alabama—J. D. Moore, of Moore & Handley Hardware Co., Birmingham.

Arkansas—J. J. Mandlebaum, of Fones Brothers' Hardware Co., Little Rock; W. W. Webber, of Webber-Ayres Hardware Co., Fort Smith.

California—Brace Hayden, of Dunham, Carrigan & Hayden Co., San Francisco.

Connecticut—L. H. Bronson, of Bronson & Townsend Co., New Haven; L. L. Ensworth, of L. L. Ensworth & Son, Hartford.

District of Columbia—F. P. May, of F. P. May & Co., Washington.

Georgia—George E. King, of King Hardware Co., Atlanta; A. B. Palmer, of Palmer Hardware Co., Savannah; W. D. Krenson, of J. D. Weed & Co., Savannah.

Illinois—George W. Trout, of Trout Hardware Co., Chicago; C. D. Clark, of Clark, Quien & Morse, Peoria; Frank H. Jack, of Isaac Walker Hardware Co., Peoria; R. Tenk, of Tenk Hardware Co., Quincy; C. M. Hurst, of Morehouse & Wells Co., Decatur.

Indiana—C. Van Camp, of C. Van Camp Hardware and Iron Co., Indianapolis; G. W. Miller and Jonas Gan, of Pogue, Miller & Co., Richmond.

Iowa—Col. J. R. Nutting, of Sickels, Preston & Nutting, Davenport; F. Luthe, of Luthe Hardware Co., Des Moines; V. E. Hamilton, of Huber & Kalbach Co., Oskaloosa; F. E. Cutler, of Cutler Hardware Co., Waterloo.

Kansas—J. G. Bauer, of W. A. L. Thompson Hardware Co., Topeka; J. B. Silliman, of Bilsh, Mize & Silliman Hardware Co., Atchison; H. D. Lee and Charles L. Schwartz, of The Lee Hardware Co., Salina.

Louisiana—B. F. Eshleman, of Stauffer, Eshleman & Co., New Orleans.

Maine—W. Chamberlain, of The Emery-Waterhouse Co., Portland; Frederick Walker, of Edwards & Walker Co., Portland; C. F. Bragg, of N. H. Bragg & Sons, Bangor.

Maryland—G. L. Irvin, of Carlin & Fulton, Baltimore; Henry O. Reese, of E. L. Parker & Co., Baltimore.

Massachusetts—Samuel A. Bigelow and Charles King, of Bigelow & Dowse Co., Boston; A. H. Decatur and W. A. Hopkins, of Baldwin, Robbins & Co., Boston; F. B. Wilde, of Brown-Wales Co., Boston; J. F. Breck, of Joseph Breck & Sons, Corporation, Boston; L. C. Carter, of Dana Hardware Co., Boston; P. E. Strauss, of Fitz, Dana & Co., Boston; George W. Herrick, of The Herrick Co., Boston; Edwin E. Farnham, of Richards & Co., Boston; Francis B. Austin and Henry L. Doten, of Austin & Doten, Boston; Arthur C. Harvey and W. W. Henderson, Jr., of Arthur C. Harvey Co., Boston; H. W. Waite and A. H. Raniet, of Waite, Raniet & Co., Boston; E. P. Sanderson, of E. P. Sanderson Co., Boston; Charles C. Lewis, of Charles C. Lewis Co., Springfield.

Michigan—George G. Bogue, of Standart Bros., Ltd., Detroit; E. W. Morley and R. C. Morley, of Morley Brothers, Saginaw; C. C. Philbrick, of Foster, Stevens & Co., Grand Rapids; M. J. Clark and J. J. Rutka, of Clark-Rutka-Weaver Co., Grand Rapids.

Mississippi—Lee Richardson, of Lee Richardson Co., Vicksburg.

Minnesota—H. C. Marshall, of Marshall-Wells Hardware Co., Duluth; G. W. Welles, of Kelley-How-Thomson Co., Duluth; T. G. Walther, of Hackett, Walther & Gates Hardware Co., St. Paul; R. A. Kirk, of Farwell, Ozmun, Kirk & Co., St. Paul.

Missouri—J. A. Warner and Huston Wyeth, of Wyeth Hardware & Manufacturing Co., St. Joseph; S. Norvell, of Norvell-Shapleigh Hardware Co., St. Louis; George B. Richards, of Richards & Conover Hardware Co., Kansas City.

Nebraska—W. S. Wright, of Wright & Wilhelmy Co., Omaha.

New Hampshire—George E. McClintock and C. A. Adams, of John B. Varick Co., Manchester.

New York—Charles H. Turner and James K. Dunscomb, of Albany Hardware & Iron Co., Albany; Hobart Weed and L. C. Davenport, of Weed & Co., Buffalo; Pascal P. Beals and Eugene J. McCarthy, of Beals & Co., Buffalo; E. C. Neal, of Buffalo Wholesale Hardware Co., Buffalo; Chester R. Converse and Capt. F. Barker, of Barker, Rose & Clinton Co., Elmira; Irving D. Booth, of Irving D. Booth, Elmira; John L. Clayton, B. A. Hawley, H. S. Hart, J. H. Van Newkirk, T. J. Usher and W. F. Hudson, of Russell & Erwin Manufacturing Co., New York City; Frederick E. Underhill and Alfred D. Clinch, of Underhill, Clinch & Co., New York City; George F. Wiepert, of Sargent & Co., New York City; J. H. Boucher, of Matthews & Boucher, Rochester; Lee Richmond and G. D. Palmer, of Weaver, Palmer & Richmond, Rochester; J. W. Black, of Burhans & Black Co., Syracuse; A. J. Lowery and B. F. Jeffrey, of Wright-Dana Hardware Co., Utica; H. S. Darby, of J. M. Warren & Co., Troy; J. H. Underwood, of Babcock, Hinds & Underwood, Binghamton; R. H. Treman and Fred. L. Hawes, of Treman, King & Co., Ithaca.

North Carolina—J. A. Odell, C. H. Ireland and C. H. Ireland, Jr., of Odell Hardware Co., Greensboro.

Ohio—J. S. Harris, G. T. McIntosh and E. O. Rauh, of McIntosh Hardware Corporation, Cleveland; C. A. Jewett, H. H. Rudd and W. D. Taylor, of Geo. Worthington Co., Cleveland; J. Q. Riddle and J. C. Henry, of The Lockwood-Taylor Hardware Co., Cleveland; E. H. Luetkemeyer, of H. W. Luetkemeyer & Sons, Cleveland; F. Bahlmann, of The Kruse & Bahlmann Hardware Co., Cincinnati; H. L. Thompson, W. W. Knight and F. Lohman, of The Bostwick-Braun Co., Toledo; D. R. McChesney, of the Stollberg Hardware Co., Toledo.

Pennsylvania—W. W. Supplee and J. S. Bonbright, of Supplee Hardware Co., Philadelphia; S. F. Wilson, John R. Griffith, Paul A. Griffith, W. K. Wilson, E. T. Griffith and C. F. Griffith, of Shields & Bro., Philadelphia; Charles M. Biddle, Charles M. Biddle, Jr., Robert Biddle, 2d, Edward Knight, Charles C. Read and D. H. Reddle, of Biddle Hardware Company, Philadelphia; Henry F. Chorley and W. Allen Barr, of W. H. & G. W. Allen, Philadelphia; Wm. E. Dowler, George D. Greenig and W. H. Jones, of Newlin-Knight Hardware Co., Philadelphia; H. Vance Peters, of James M. Vance & Co., Philadelphia; S. Spencer Scott, Thomas Nelson and Walter T. Parsons, of Seltzer-Klahr Hardware Co., Philadelphia; Powell Evans, A. J. Cohen, J. A. McKee and William H. Walton, of Merchant & Evans Co., Philadelphia; John P. Balderston, William K. Singleton and Francis C. Bonner, of W. F. Potts Sons & Co., Inc., Philadelphia; William T. Gummey, James P. McFarland and Frederick A. Fable, of Gummey, McFarland & Co., Philadelphia; Z. T. Hall, of Hall & Carpenter, Philadelphia; C. J. Riter, of Riter Bros. Co., Philadelphia; P. B. Calvert, of Calvert & Holloway, Philadelphia; L. D. Berger, of L. D. Berger, Philadelphia; T. James Fernley and Thomas A. Fernley, of T. James Fernley, Philadelphia; John Bindley and E. J. Lloyd, of Bindley Hardware Co., Pittsburgh; P. Lyon Logan and R. M. Repp, of Logan-Gregg Hardware Co., Pittsburgh; A. J. Bihler, of James C. Lindsay Hardware Co., Pittsburgh; John D. Cherry, of Wolff-Lane Hardware Co., Pittsburgh.

Rhode Island—H. E. Nickerson, of Congdon & Carpenter Co., Providence; Edward A. Loomis and L. H. Coffin, of Belcher & Loomis Hardware Co., Providence; C. S. Angell, of Union Hardware and Electrical Supply Co., Providence.

Tennessee—Bruce Keener, of C. M. McClung & Co., Knoxville; Joseph Orgill, of Orgill Bros. Co., Memphis; R. H. Dudley, of Gray & Dudley Hardware Co., Nashville; W. G. Simmons, of Keith, Simmons & Co., Nashville.

Texas—F. A. Heitmann, of F. W. Heitmann Co., Houston.

Virginia—O. B. Barker, of Barker-Jennings Hardware Co., Lynchburg; John Donnan, of The W. S. Donnan Hardware Co., Richmond.

Washington—A. S. Burwell, of Seattle Hardware Co., Seattle.

West Virginia—W. P. Heiskell, of Ott-Heiskell Hardware Co., Wheeling.

Wisconsin—John C. Koch, of John Pritzlaff Hardware Co., Milwaukee; John C. Kroner, of Frederick Kroner Hardware Co., La Crosse.

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION.

F. N. Tilton and A. W. Bowman, of American Screw Co., Providence, R. I.; Hobart Ames, Charles H. Myers, S. S. Early, C. S. Hubbard, H. M. Myers, H. A. Urban, J. P. Tabb, Lynford Rowland, Jr., C. F. Richner, J. C. Birge, Walter W. Birge and Samuel Burrell, of Ames Shovel and Tool Co., Boston, Mass.; Henry W. Avery, of The Avery Stamping Co., Cleveland, Ohio; Charles A. Brinley, Giles Reynolds, Morris Rudderow, Nicholas Roosevelt, George J. Adam and H. P. Chenoweth, of American Pulley Co., Philadelphia, Pa.; A. G. Beardsley, G. H. Jantz, James Richens and J. D. Aiken, of American

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Wringer Co., New York City; William G. Smythe, E. E. Lothrop and H. A. Taylor, of American Screw Co., Providence, R. I.; N. A. Glading, W. L. Sanford and J. F. Carey, of E. C. Atkins Co., Indianapolis, Ind.; D. A. Merriman, of American Steel and Wire Co., Chicago, Ill.; Henry G. Atha, John Hausman and Edward Ingalls, of The Atha Tool Co., Newark, N. J.; W. T. Johnson, F. W. Baker, S. W. Baker, F. H. Brewer and J. Hofmann, of American Axe & Tool Co., Glassport, Pa.; Howard M. Davis, W. H. Eaton, Frank Dickerson, W. J. Wetstein and J. I. Andrews, of American Sheet & Tin Plate Co., Pittsburgh, Pa.; T. H. Taylor and T. B. Coles, of American Steel & Wire Co., Chicago, Ill.; F. S. Kretsinger, of American Fork & Hoe Co., Cleveland, Ohio; Alfred W. Barnett, of G. & H. Barnett Co., Philadelphia, Pa.; Louis E. Dietz, William C. Dietz and Edward L. Emneking, of Boss Washing Machine Co., Cincinnati, Ohio; Gerald Hannah and Thomas Hannah, of Oscar Barnett Foundry Co., Newark, N. J.; Gustav Bommer, of Bommer Brothers, Brooklyn, N. Y.; Walter B. Lashar, of Bridgeport Chain Co., Bridgeport, Conn.; T. W. Williams, of Bissell Carpet Sweeper Co., Grand Rapids, Mich.; George E. Holton, of Bryden Horse Shoe Co., Catasauqua, Pa.; A. E. Bronson and W. H. Brooke, of The Bronson-Walton Co., Cleveland, Ohio; Charles B. Adamson and Robert W. Mallon, of Baeder, Adamson Co., Philadelphia, Pa.; S. G. Gilfillan and J. R. Gilfillan, of Belfont Iron Works Co., Ironton, Ohio; Howard R. Bemis, Edwin L. Bemis and John C. Beggs, of Bemis-Call Hardware & Tool Co., Springfield, Mass.; George W. Corbin, A. L. Mackay, George L. Corbin, C. H. Baldwin and D. O. MacQuarrie, of Corbin Cabinet Lock Co., New Britain, Conn.; Charles M. Jarvis, Charles H. Parsons, Charles B. Parsons, W. C. Stevens and W. E. Batholomew, of P. & F. Corbin, New Britain, Conn.; Charles Glover, Fred. W. Lee, Garret P. Fitch and Clarence A. Earl, of Corbin Screw Corporation, New Britain, Conn.; Courtland F. Carrier and L. L. Ennis, of The Cronk & Carrier Manufacturing Co. Elmira, N. Y.; Ludlow S. Sherwood and C. T. Stork, of The Columbian Hardware Co., Cleveland, Ohio; R. B. Jones, of The Clyde Cutlery Co., Clyde, Ohio; Samuel E. Carver, Joseph M. Hottell and David Halstead, of Carver File Co., Philadelphia, Pa.; Louis A. Tranberg and Daniel A. Schnebel, of John Chatillon & Sons, New York City; H. C. Schaaber, of Chantrell Tool Co., Reading Pa.; W. M. Taussig, E. T. Smythe and Alfred Hilger, of Challenge Cutlery Co., Bridgeport, Conn.; Samuel Disston and Harry C. Disston, of Henry Disston & Sons, Inc., Philadelphia, Pa.; Louis J. McGrath, Thomas Devlin and William J. Devlin, of Thomas Devlin Manufacturing Co., Philadelphia, Pa.; E. C. Hough and A. W. Chaffee, of Daisy Manufacturing Co., Plymouth, Mich.; Frank M. Snook and L. W. Stewart, of The Dana Manufacturing Co., Cincinnati, Ohio; O. A. Keyser, Charles T. Johnson and R. F. Lund, of Dover Manufacturing Co., Canal Dover, Ohio.

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Mrs. Edward T. Walker, Philadelphia, Pa.; Mrs. George W. Welles, Duluth, Minn.; Mrs. Charles H. Wier, Baltimore, Md.; Mrs. T. W. Williams, New York City; Miss Adelaide Williams, New York City; Mrs. S. E. Winslow, Worcester, Mass.; Mrs. R. D. Wyckoff, New York City; Mrs. E. J. Wylie, Philadelphia, Pa.

Rooms 116 and 117 were occupied by the Pritchard-Strong Co., of Rochester, and they showed some neat samples of their "Prisco" lanterns and bread mixers. An object of interest in their rooms was a life-size figure of Obadiah, a copy of which they are going to furnish their customers and friends throughout the country.

The L. & I. J. White Co., Buffalo, N. Y., showed their beautiful Touring Exhibit of Edge Tools of every description, contained in a handsome case seven feet high. This exhibit will be shown at all Hardware Conventions, and in all the larger cities, this company having been manufacturers of this well-known line of goods for over three-quarters of a century.

Socialists who were recently shocked to find that the editor of the *Appeal to Reason* was the president of a corporation can comfort themselves with the thought that it was possibly nothing more than newspaper enterprise, and he headed the corporation so he afterwards could describe the real feelings of a real corporation president, and thus give his subscribers a thriller.

White Steel Enameled Ware

For

Hospitals and

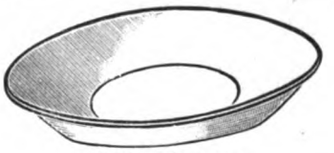
Public Institutions

Also

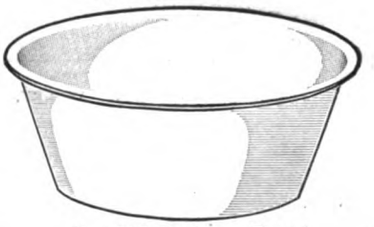
Summer Camp Supplies



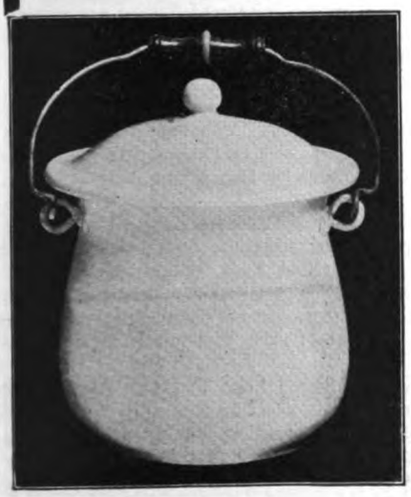
No. 508 Cup.



509 1-2 Saucer.



No. 563 Pudding Pan.



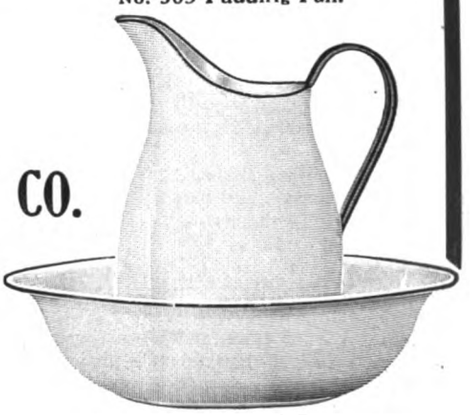
No. 847 Combinet.

The

GEO. H. BOWMAN CO.

NEW YORK, 39 Murray St.

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AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION

ELEVENTH CONVENTION

EXECUTIVE SESSION, WEDNESDAY, 2.30 P. M.

The American Hardware Manufacturers' Association went into executive session on Wednesday, October 17, at Atlantic City, N. J. The meeting was called to order by President Kretsinger at 2.30 p. m. The president delivered his annual address.

PRESIDENT'S ANNUAL ADDRESS.

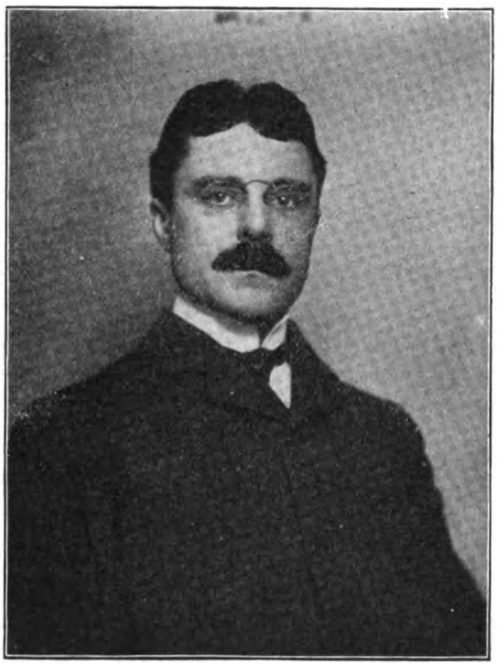
By F. S. Kretsinger.

Members of the American Hardware Manufacturers' Association:

Gentlemen:—It is with delight that I again greet you. I am pleased to be with you again and to see so many present.

First, let me again, and now while face to face with you, express the extreme regret which I felt because of the enforced absence from your June Convention. Had I even contemplated an absence from the country at the time of our meeting last November, nearly a year ago, I certainly would have declined the honor which you kindly paid me, or in any event would have given due notice of my intended journey.

I have read with especial interest the report of the proceedings of the June Convention and have noted with pleasure the acts of the Association in the matter of addresses of our members, which were interesting and instructive; and in the resolutions adopted, which were timely and proper. That the subject of conduct of contracting parties was for the second time (first four years ago) presented to us by a very able and interesting address on "Integrity of Contracts," indicates plainly that it is a subject often brought to the attention of many of our members, and it suggests a thought that possibly others outside of this body, merchants as well as manufacturers, buyers as well as sellers, who are honestly disposed, are equally interested in having clearly defined contracts and agreements conscientiously respected.



C. W. ASBURY.
President.



F. D. MITCHELL.
Secretary Treasurer.

There is another subject that is of more than ordinary interest to the average, and particularly to the long-distance shipper and receiver and that is

THE CLASSIFICATION OF FREIGHT BY TRANSPORTATION COMPANIES.

In no way are we groping in the dark in managing our respective institutions as in the freight department, for, except in very large concerns whose tonnage is so great as to be urgently sought for by even trunk lines, and whose business justifies the maintenance of a freight department with an expert manager, I venture to say that few shippers or receivers have even a faint knowledge of advantageous classification of articles and actual through rates on shipments to distant points. What with the official, Southern, Western and many other established classifications, covering uncertain geographical territory wherein articles are classed under many headings even in each book and often in an obscure way for the use of experts and favored shippers only, it is almost a mental impossibility to determine what are correct and fair through rates on shipments going over several roads. It is only when business is lax and competition keen among carriers (and this is a rare medium) that we come to our rights in the matter of rates through favorable and proper interpretation of classification of our products. No one of us, I venture to assert, begrudges remunerative freight rates nor fairly earned dividends to investors in transportation stocks, but the multiplicity of classification forms, maintained so persistently, is a relic of the past and is apparently for the purpose of blinding the eyes of payers of freight.

We may not be able to agree that it is possible or even desirable for the government to determine all freight rates, for in so doing the shippers' condition might be worse than it now is, besides even railroad owners have some rights, nor may we come to one mind and agree that the government should exact from transportation companies actual delivery dates of all freight accepted by them, irrespective of kind or quantity of articles in each shipment, distance and grades over which they are hauled, and many other conditions, which might be important factors in fixing periods alike just to shipper and carrier, but

IN THE MATTER OF CLASSIFICATION OF ARTICLES OF FREIGHT

I am unable to understand, and no one has ever given me light to see, why iron, leather, lumber, etc., in whatsoever stage of manufacture, are not the same whether carried in cars in Massachusetts or Louisiana, in Minnesota or Georgia or anywhere else, or in any direction.

With one uniform classification of articles in use by all lines over the country, irrespective of freight rates, which must of necessity differ because of length of lines, grades, tonnage and many other reasons affecting each particular railroad company, shippers and receivers could determine with some degree of intelligence and certainty the cost of sales and purchases at destination.

At some time in the near future I hope that this Association will seriously consider and express itself on this subject, and that we can have the earnest support of other similar organizations of manufacturers and jobbers to the end that at no distant day some satisfactory results may come of it.

CATALOGUES.

The evil, that of being invited and in many instances very urgently importuned to pay for cost of catalogues issued by job-

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bers has undoubtedly diminished since we took action by resolution on this subject four years ago, although there may be isolated cases now, where some of you may still be pressed to hand out your substance in fear of losing a customer. This subject has recently been presented to us by one Association in a new form called "Loose Leaf Catalogue," but happily for all concerned it is accomplished with a positive and official declaration that the manufacturers are not to be taxed, are not to be required or even requested to supply gratis either money or catalogue leaves. This independent position taken by our friends is commendable and most gratifying, for both they and we are relieved of much embarrassment, and what at times has even been humiliation. It is earnestly to be hoped that neither demands nor invitations for contributions of this nature will again be received by any of us.

THURSDAY MORNING.

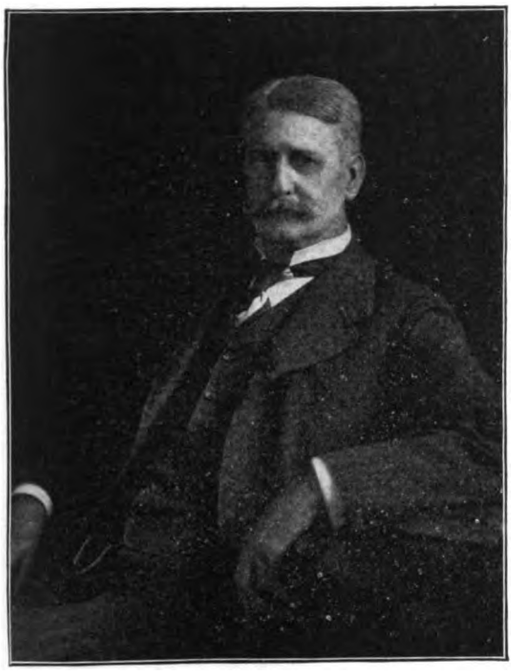
Following the address, F. R. Boocock, secretary of the American Anti-Boycott Association, delivered an address.

A committee on resolutions was then appointed, of which Mr. C. W. Asbury is chairman, consisting of the following: George P. Hart, E. B. Pike, W. H. Hays, W. T. Johnson, D. A. Merriman, C. M. King, H. B. Plumb. L. S. Sherwood and Hobart Ames.

Minor changes were made in the constitution.

The various committee reports were then submitted.

The secretary-treasurer's report showed the Association's finances to be in a highly prosperous condition.



JULIUS C. BIRGE,
of Advisory Board.

The Committee on Grievances reported that no grievances had been brought to its notice.

The report of the Freight Committee was referred to the Committee on Resolutions.

The Membership Committee reported twenty new members.

Marked enthusiasm prevailed throughout the session, and a keen interest was manifested.

Much of the Association's work is accomplished by correspondence among its officials.

The committee work was uniformly confirmed.

An excellent session was had with the exception of the attendance upon the joint session on Thursday afternoon.

FRIDAY MORNING.

The Friday session was devoted to the consideration of reports of committees, the election of officers and the usual routine of miscellaneous business. The following officers were elected:

President, Chas. W. Asbury, Enterprise Mfg. Co., Philadelphia, Pa.

Vice-Presidents: George W. Corbin, Corbin Cabinet Lock Co., New Britain, Conn.; Wm. M. Pratt, The Goodell-Pratt Co., Greenfield, Mass.; Robert Garland, Garland Nut and Rivet Co., Pittsburgh, Pa.

Secretary-Treasurer, F. D. Mitchell, New York City.

Advisory Board: Julius C. Birge, Ames Shovel and Tool Co., St. Louis, Mo.; F. S. Kretsinger, American Fork and Hoe Co., Cleveland, Ohio.

Executive Committee: F. E. Muzzy, J. Stevens Arms and Tool Co., Chicopee Falls, Mass.; C. A. Earl, Corbin Screw Corporation, New Britain, Conn.; W. T. Johnson, American Axe and Tool Co., Glassport, Pa.; Chalmers M. King, McKinney Mfg. Co., Pittsburgh, Pa.; C. F. Carrier, Cronk & Carrier Mfg. Co., Elmira, N. Y.; Edward Ingalls, the Atha Tool Co., Newark, N. J.; Edward M. Kemp, Wabash Screen Door Co., Chicago, Ill.

FRIDAY AFTERNOON.

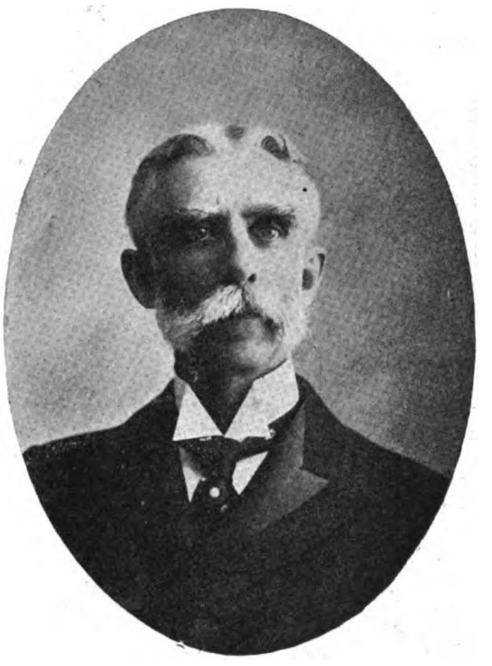
At the session on Friday afternoon the following resolutions were drawn up, presented and approved.

RESOLUTIONS.

Whereas, The President of the United States has seen fit to rigidly enforce all laws pertaining to the control of combinations of capital into so called trusts; maintaining that such combinations of capital are in restraint of trade, and as such are a menace to the industrial welfare of our country, and

Whereas, Organized labor presents a combination of labor in restraint of trade and as serious a menace to the industrial welfare of our country as any combination of capital could possibly represent. be it

Resolved, By the American Hardware Manufacturers' Association, composed of employers of labor, that the attention of the President of the United States and Congress of the United States, be called to this growing danger to our industrial institutions, and that the President of the United States be requested to urge upon Congress the necessity and justice of enacting legislation which will enable the employer to be free from the boycott, sympathetic strike and from such un-American methods as now obtain in the shape of personal violence and picketing of plants where strikes are in progress. Be it further



F. S. KRETSINGER,
of Advisory Board.

Resolved, That the American Hardware Manufacturers' Association firmly believes in the right of employers and employees to contract with each other without the intervention of the government as to hours of labor; and we denounce all efforts of the labor lobby, now maintained at the seat of this government, to restrict the hours of labor in any industry by law, or to deprive the employer of the only means of protection against unfair interference with his business, viz., the right of injunction.

Whereas, There has been much complaint among our membership relative to the abuse by customers of the usual terms of 20 or 60 days or 2 per cent. for payment within 10 days from the date of each invoice, and numerous requests for deferred date payments, many specific complaints stating that some customers deduct the cash discount of 2 per cent. when emitting in 30 or even 45 days, and

Whereas, Some of our members urge a reduction in the premium for prompt payment.

Resolved, That this Association recommend to its membership the continuance of the present terms of 30 or 60 days or 2 per cent payment within 10 days from the date of each

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invoice, but that these terms be strictly and literally interpreted.

Resolved, Further, that a copy of these resolutions be forwarded to the National Hardware Association now in session, with the request that official action be taken thereon.

Resolved, That we favor the enactment by Congress of further legislation empowering the Inter-State Commerce Commission to require transportation companies to make reasonable rates for reasonable service and empowering the said Commission to enforce proportionately low rates when the service in transporting merchandise is unreasonably slow.



GEORGE W. CORBIN,
Vice President.

Whereas, This Association has repeatedly approved of the discontinuance of contributions by manufacturers to jobbers toward the expense of publishing jobbers' catalogues and

Whereas, Requests continue to reach manufacturers from some jobbers for contributions directly or indirectly,



ROBERT GARLAND,
Vice President.

Resolved, That we respectfully request the National Hardware Association now in session to adopt a resolution expressing the sentiment of its members upon this most important subject.

Resolved, That the report of the Freight Committee be referred in its entirety to the Executive Committee for consideration and action.

THE ANNUAL BANQUET.

The Annual Banquet was a most enjoyable affair. It was given in the large dining room of the Marlborough Hotel and due credit must be given to the excellent arrangements made by the Banquet Committee for this happy occasion. The committee had prepared the most elaborate and handsome Menu ever presented at an association banquet. Its beautifully embossed leather cover showed in the center a calendar, to the left of which was placed the emblem of the National Hardware Association in the National Colors and gold—a momento which everyone present at the banquet will preserve for its decorative value.

The speakers and the executive officers of the associations were seated at a long table and the rest of the guests were grouped around individual tables thus giving a chance for friends to get together and speak together during the Banquet.

The menu prepared for the delectation of all is therewith given.

MENU.

Canape Lorenzo
Cape May Salts — Cocktail
Strained Chicken Gumbo
Kennebec Salmon — Hollandaise — Sauterne
Cucumbers — Potatoes Natural
Celery — Almonds — Olives
Lobster a la Newburg
Sweet Bread Cutlets — Marechale — Pommard
Mushrooms, en timbale



W. M. PRATT,
Vice President.

Hardware Sorbet
Blue Wing Teal
Hominy — Currant Jelly
Asparagus-Vinaigrette
Roquefort — Neufchatel
Wafers
Ices and Cakes
Coffee
Mints — Cigars

While the courses were being served Mrs. H. H. Rudd of Cleveland rendered Ave Maria from Cavalieria Rustihana and the Misses Reynolds of Dixon, Ill., sang in their usual charming manner to the enjoyment of all.

TOASTS

Mr. W. S. Wright, Toastmaster.

OUR TRADE ASSOCIATIONS.
Mr. F. S. Kretsinger, President American Hardware Manufacturers' Association.

REMINISCENCES SAN FRANCISCO EARTHQUAKE
Mr. Brace Hayden, First Vice-President National Hardware Association.

OUR NATION.
Hon. John E. Watson, Indiana, Member of Congress.

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COMMERCE AND LEGISLATION

Hon. R. O. Moon, Philadelphia, Pa., Member of Congress.

Toastmaster Wright in introducing the first speaker of the evening said:

W. S. WRIGHT.

Ladies, Gentlemen and Friends: I feel a good deal of hesitancy in occupying this position to-night, for I want to assure you that it is the first time I have ever been called on on an occasion of this kind. I have repeated that once or twice before, and I want you to understand that I am going to continue to say it until you clearly understand that I mean it. I want to say that I realize the fact that I was expected to make a speech and had secured at large expense one of the most able and distinguished orators to write a speech for this occasion, but this gentleman, after he had looked over the toasts that he might properly take the matter up said: "There is no use. For me to say anything on an occasion of this kind is a waste of time with the distinguished speakers that you have to follow. I would only ruin my reputation, and the best thing you can do is to keep still."

However, I do want to say that it is a very great pleasure to greet an assemblage of this kind, of manufacturers, jobbers and retailers from the North, South, East and West, gathered together to renew old acquaintances and make new ones, and



SAMUEL DISSTON,
of Executive Committee.

go home feeling that we are broader and better by exchanging opinions and feeling that we have had a most enjoyable time.

We have placed on our toast list the President of the American Hardware Manufacturers' Association, and through some crossing of wires, or possibly appreciating the fact that all the good things that are not born in Ohio come from Philadelphia, the American Hardware Manufacturers' Association have chosen a Philadelphia gentleman to head their Association, and I have great pleasure in introducing to you for a few remarks Mr. C. W. Asbury of Philadelphia, President of the American Hardware Manufacturers' Association.

REMARKS OF C. W. ASBURY.

Mr Wright then introduced Mr. Asbury, who spoke as follows:

Mr. Toastmaster, Ladies and Gentlemen:

I am decidedly lacking in courtesy if I do not take advantage of this opportunity which is the first I have to express the gratitude I feel for the great honor conferred upon me by the members of the American Hardware Manufacturers' Association. I am not insensible to the confidence so expressed. I appreciate it. I will serve you to the best of my ability with the understanding that under no circumstances will I be a candidate for re-election. At the expiration of the ensuing year I shall expect to be retired on full pay.

There are many things I might say to you to-night. There are some things I dare not say for fear of incurring your displeasure on the very threshold of my office. In this connection I am reminded of a man on his wedding journey accompanied by his wife and mother-in-law. A terrific storm overtook the steamer and the man worried the captain beyond endurance with questions as to whether the ship would founder. Finally the captain, exasperated by the man's constant questioning, exclamed: "You coward! Are you afraid to die?" The man thereupon apologized to the captain and said that all he wanted was a few moments notice before the ship foundered as he had something he would like to say to his mother-in-law.



W. H. HAYS,
of Executive Committee.

I feel that I should be charitable, especially to my manufacturing friends, but I cannot refrain from getting even with one of them by telling one of his experiences. He came home from the works one day—it was after a very strenuous day. He was tired. He lay down to take a few moments' rest before dinner. Almost momentarily he was fast asleep and snoring as was his custom. His wife came into the room. Shaking him gently, she said, "Harry, if you close your mouth you will make



C. F. CARRIER,
of Executive Committee.

less noise." He looked up sleepily and said, "So would you." Now, ladies, I have no desire to remind you of your troubles at home, but I feel also that one of my duties in this office will be the cultivation of a spirit of impartiality, and I therefore feel that I should relate the experience of a jobbing friend. This gentleman's wife said to him one day: "My dear, I think you should take some interest in our son's education; I think you should go down to the school and talk to the teacher, look over

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his lessons, and generally see to it that he is being trained properly." He promised to do so, and did. He went to the school. On his entrance he noticed a general titter in the room. Somewhat mystified, he called one of the boys and asked him to go to the teacher and say to her that Mr. F. would like to see her. The boy returned in a moment with an invitation to come right in. As he walked in, the general laugh continued, and the teacher had great difficulty in maintaining her dignity; so much so that my friend asked her whether any of the boys had pinned anything to his clothing. She said "No," but then explained that she had given to his son a composition. She had asked him to compose a sentence with the word "whole" in it, and the results of his efforts were on the blackboard: "When we have pie at home father eats the whole of it."



E. M. KEMP,
of Executive Committee.

Now, gentlemen, during the coming year it will be my endeavor to bear constantly in mind one thought, and that thought is: "What does the other fellow think?" We admit at the outset that some of the decisions of the Manufacturers' Associations may be reached without due knowledge of the conditions existing in other branches of the trade. We invite hearty



EDWARD INGALLS.
of Executive Committee.

co-operation and conference both with the jobber and with the retailer, and we promise to approach such conferences in a spirit of the utmost friendliness, in the hope that the result of the consideration of those questions which affect all branches of the trade will mean the greatest efficiency in removing such evils as may exist. Such conference in my judgment cannot fail to produce good results, and if the result shall be in any case a difference of opinion, I will assure you that it will be an honest difference of opinion, and it will not be open to a charge of insincerity. (Applause.)

The Toastmaster then introduced Mr. F. S. Kretsinger, who spoke as follows:

ADDRESS OF F. S. KRETSINGER.

Mr. Toastmaster, Ladies and Gentlemen:

The flattering introduction, so generously given, makes my task a difficult one to perform, so let me quiet your fears, if you have any, by assuring you that it is not my intention to mar the pleasures of this occasion by a prolonged talk, nor to delay except for a brief moment the carrying out of the entertaining part of the programme which is to follow. I rise simply to respect the commands of your amiable master of ceremonies, who, as such, is a privileged autocrat, and then in only a few words to acknowledge the compliment, not as intended for me personally, but as especially directed to the American Hardware Manufacturers' Association, which I have the honor to represent.

Organizations in full, active, continuous operation, as are the many Hardware dealers' and manufacturers' associations to-day, are not only of comparatively modern origin, but are essentially American institutions. In their membership is represented greater energy, push and inventive genius, and also a more ready adaptability to new conditions than are found anywhere else in the commercial world; a custom, or a design, or a method of yesterday is a thing of the past, if an improvement is offered



N. A. GLADDING.

to-day. Not the least advantage accruing to membership in such bodies, is the forming of acquaintances, which frequently ripen into friendship and disperse erroneous impressions regarding competitors, and also between contending buyers and sellers.

The associations which are the most successful, whose legislation is most effective, are those which work on broad lines, under influence of the "give and take" rule, and particularly when the questions at issue are vital and concern others as well as their immediate membership. By the candid and temperate interchange of views good is accomplished, whether the questions are between fellow associates or between different organizations. No one thing contributes more to the upbuilding and the successful culmination of our respective associations, than an ever-present spirit of fairness and cheerful willingness to look on all sides of all subjects, which are the subject of discussion. Crooked lines cannot be made straight nor can matters at issue be adjusted by any hasty, maddening methods or by severe criticisms.

Meeting as we do to exchange views on questions which pertain to our respective occupations to adjust differences, to smooth over rough places, or to dispel altogether obstacles which we encounter as buyers and sellers, to adopt new rules of business conduct or to modify old ones, it is of the utmost importance that a dispassionate discussion of the subjects prevail at all times and under all circumstances. That we should differ on both minor and serious questions is to be expected and it is entirely proper that we should strenuously contend in convention and otherwise, each for his own and against his opponent's opin-

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ion, that if possible the other one may be converted to his views.

You, gentlemen of both Associations, are doing a great work, and yet there is more to be done, conditions change rapidly and new questions appear almost without warning, and it is up to us, as men of business, to act in all fairness, all liberality and with full justice, that our records may be pointed to with pride in future years.

Gentlemen of the National Hardware Association, we greet you to-night, not simply as our customers, nor as mere acquaintances, but as our friends, whose interest and whose success we have at heart. Many of us are close friends of long standing, and it is this acquaintance and friendship which appeals to and influences and guides us in our business relations with one another, and so to-night, dropping all thoughts of buying and selling, of list and discounts, of deliveries or terms of payments, it is a pleasure to sit at your elbow in friendly fellowship and join in pleasant converse. When some time in the future the commercial history of these times and the great Hardware business of this country is written, it will be incomplete without especial reference to and ready recognition of the great work done and the great good accomplished by your organization.

Mr. Brace Hayden was then introduced by Mr. Wright, who gave to his listeners his own personal experience of the San Francisco earthquake and said:

ADDRESS OF BRACE HAYDEN.

Many suppose that an earthquake is preceded by certain premonitory symptoms indicated by a close and muggy atmosphere or some other marked phenomena of atmospheric disturbance, but nothing of the kind foretold the shake of April 18th, for it came upon us altogether unawares. The evening preceding was charming, places of amusement filled with people, the streets crowded, business the day previous was very active; in fact, we were congratulating ourselves on the improved business conditions, the outlook being the brightest for several years past. Shortly after five o'clock of Wednesday morning, the 18th of April, or to speak more accurately, at 5.15, when most good people were in bed the shake commenced. Some say ushered in by an indescribable and terrifying rumbling sound, which I must confess I did not hear, whether because our locality was exempt or my slumber too sound, I can't say, but the first I knew there was a severe trembling of the house that made me sit up in bed and take notice. This was followed by a rotary up and down jerky motion that increased in intensity, accompanied by the swaying of the house, the creaking of the timbers, the cracking of plastering, the falling of chimneys, pictures, bric-a-brac and china, the rocking of the floor, and it was as difficult to stand upright as it would be in a skiff on a short choppy sea. The uppermost thought was will the house fall. There is no time during an earthquake for reflection to think of how much better life you could have led during past years. All this should have been done beforehand, for about the only thing you can do is to hold on to something and wonder when the shake will cease, the bed seemed hardly big enough, it was like a small raft in a stormy sea. I must confess that my heart beats were above the normal, and I had a flitting reminder of the Biblical account of Korah, Daphan and Abiram when the earth opened and swallowed them up together with their families. Two seconds seems a long time when having a tooth pulled, but I can assure you that forty-eight seconds of a quake, when your house is swaying around and up and down and you don't know when it is going to stop or what the result will be, while it may not be quite so painful, seems altogether longer than absolutely necessary for the practical purposes of life; it is not conducive to equanimity of thought. It is unsettling of your ideas of the stability of the earth, and, the phrase, "solid ground on which we rest" is somewhat of a misnomer; but all things have an ending and so it was with this shake. Nature's mutterings were over, her spasm of pain, or of settlement of the earth's crust had ceased; the repair of the geological fault that had been made, and she was at rest; our houses that had not succumbed to the shock settled back into their normal upright position, but minus their chimneys. There is nothing so conducive to steadying your nerves and restoring your equilibrium as to go to work, so in picking and sweeping up the debris of broken china, glass, etc., and in comparing neighborly experiences and losses of which there was a great similarity supplied the needed opportunity; all were not so fortunate as to escape with such trivial losses, for there were some houses that succumbed to the force of the shock, and in whose ruins many a victim was buried. The houses that fell were mainly those which rested upon insecure foundations or whose construction was faulty or materials unsuitable, and where durability and soundness and honest building was sacrificed for appearance sake; the quake revealed such shams and it was generally through such hasty, cheap and meretritious building that lives were sacrificed. In the business and wholesale district, where the structures were of a more durable character, there were very few in which business could not have been continued without any serious interruption. The damage done by the earthquake is variously estimated at from five to twenty millions, but even the maximum sum is trivial in comparison with the subsequent loss. With the subsidence of the trembler our troubles were not over by any means; in fact, they had just commenced, for soon ominous clouds of smoke were seen arising in the lower part of the city, down towards the water front, to be succeeded by the red flames of fire. Promptly the firemen were on hand, hose unreeled and coupled to hydrants, steam up and the fighting force ready for the battle; why the delay, when every moment was precious and the flames gaining headway, they would soon be past control. What's the matter Chief, generally so quick and decisive, why delay the command "turn on the water;" alas, there was none to turn on, the hydrants were opened but the water was not there. Spring Valley mains had been disrupted and the water was sinking into the earth or escaping through the sewers, and as the terrible truth became known the realization that San Francisco was at the mercy of the flames gradually dawned upon the people.

Chief Sullivan who had been at the head of the Fire Department for many years—an efficient and capable man—had been apprehensive of a conflagration, had studied the situation and who had formed his plans to cope with such a disaster, was very early fatally injured, and the force thus left without his guiding judgment; how they worked for three days and nights without rest is a matter of local history, fighting the flames as best they could with inefficient means of drawing water from the bay within very restricted limits, without proper appliances, driven back step by step, their efforts all to no purpose. Dynamite was seemingly the only recourse left and this was used with no unsparing hand; the booming of this giant force sung out the death knell of many a structure, and its thunderous voice, incessant for two days and nights, was heard for miles around, but it did little to stay the onward march of the devouring flames, and it was not till Van Ness Avenue was reached, varying from a mile and a half to two miles from the ferry at the foot of Market Street, that the flames were stayed in that direction, and it proved the value of a wide avenue as a barrier to a conflagration; where that barrier ended the flames continued out Mission Street for another mile and when the fire had spent its force on Friday night, the area of destruction included about 2,500 acres, or a space practically two miles square, once filled with substantial business houses in solid blocks, many supposed to be fireproof, filled with costly merchandise; banks, churches, public buildings, schools, hospitals, costly residences, luxuriously furnished with beautiful paintings, statuary, libraries, and priceless memorials of the past, modest homes and cheaper shelters all swept away in the holocaust of fire; no need to draw upon the imagination to supply the horrors of the destruction of Ancient Rome by fire, or the conflagration that swept Chicago about thirty-five years ago, or the more recent and limited fires that swept over Boston and Baltimore, for experience had now supplanted imagination, and ours was a dreadful one. The calamity was so over-palling that men's senses were blunted and we could see our property swept away, business disrupted, homes destroyed, and even the sacrifice of life without a tremor.

As the fire commenced to spread, and the fact realized that there was no water to stay its progress, the city authorities took prompt measures to stop any panic. Federal and State troops were immediately on duty preventing looting and preserving order. Martial law was proclaimed or rather supposed to be, and which answered the purpose just as well of stopping robberies. People commenced to vacate their homes or were ordered out by the police or military, hastily gathering a few things they could carry or drag along for expressmen or teams were difficult if not impossible to obtain. Where to go was the question; will the fire a mile away reach us, was the anxious inquiry and thought; it cannot be possible that it will climb over these intervening hills and valleys, so the incredulous waited and when it did reach their locality, and it seemed that nothing could stay its onward march, and the whole city was doomed, hundreds of thousands were in the streets with hastily gathered impediments, consisting of such things as they could carry or drag, rich and poor alike, the well-to-do carrying only clothing or protective covering, the poorer dragging and tugging along with their household goods, all precious to them, trying to drag trunks, pushing along sofas and even trying to save pianos, only to leave them to the devouring flames. Canary birds and excited parrots must be saved; little children with their pets, and even strong men with kittens were to be seen; the sights were pathetic and the streets were filled with as motley a crowd as ever gathered in a cosmopolitan city, all nationalities represented, all subdued and uncomplaining by the overwhelming disaster. Where were they going, where find refuge and safety; some to the Golden Gate Park and the surrounding hills, some to the Presidio with their great expanse of open field with nothing for the fire to feed upon, there to camp for many a night and at first with the stars of Heaven for their canopy, others sought the ferries and the cities across the bay, Oakland, Alameda, Berkeley and suburban towns, absorbed, housed and cared for thousands.

Soon hunger commenced its insistent demands, only to be satisfied at first by patience and excitement, altogether too unsubstantial to last long. Those who had provisions shared with those who had none; such supplies as were left in the city were commanded by the authorities. Soon the suburban towns and nearby cities heard the cry of distress and hastened forward supplies. The bread line was formed and rich and poor alike took their places in the ranks and waited patiently their turn for supplies which money could not purchase; tents were found and put up, and the houses that remained—and they covered a large area—did double duty and so shelter was found. The telegraph flashed tidings of disaster far and wide and the East, West, North and South poured out with unstinted hand the ample promptings of their generous souls. San Francisco was suffering, was passing through a terrible ordeal, the response was quick, millions of money was sent, trainload after trainload of provisions, blankets, clothing, tents, etc., were hurried forward, the railroads and express companies giving precedence to her necessities. This awful touch of trouble had made the whole nation one kindred, but the trial was largely robbed of its bitterness by this generous and quick outburst of sympathy and kindness. San Francisco will never forget

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it. The manufacturers, bankers and merchants of the East have done their full share in encouraging our people, and personally, and as representing a firm that is well-known to many of you, we are under lasting obligations for words of kindness and sympathy, for offers of help and assistance that were showered upon us by hundreds of our friends; their words and deeds are indelibly stamped upon our hearts and in our memories, and in the rehabilitation of business we are taking as active and permanent a way as we know how of proving our sincerity, and I am sure that the experience and thankfulness of our neighbors and fellow sufferers in the Hardware and allied trades was and is the same as our own.

And what of the future? Is San Francisco destined to be buried in oblivion, a memory of the past as has been suggested, either through jealousy or of honest doubts of survival after such a staggering blow? Is its magnificent harbor, the only one of note, and placed by the hand of the Almighty in the economy of Nature's highway, midway of the 1400 miles which stretches between San Diego on the South, and Coloumbia River on the north, nearing upon its broad expanse, shipping from every nation, to be rendered useless, and its bay or succession of bays to become merely a swimming pool for the unwieldy porpoise and a refuge for seagulls? Is the commerce of the Orient, which is being distributed to and from our country over the great systems of railroad which find a terminus at our seaport, to seek some other lines of communication or to be wiped out altogether?

To ask these questions is but to answer them, for San Francisco is great and powerful even in her majestic misfortune. Chicago, Boston, Charleston, Galveston and Baltimore have all suffered from great disasters. Did their men sit down in mournful apathy and whine at their losses; by no means, but with manful enterprise they began the work of reconstruction, and the blood of San Franciscans pulses with the same healthful virility, the same determination to rebuild their city, but on broader lines, on more solid foundations, with better equipment and with safer and more substantial structures, that she may become a pride, not only to herself, but to her sister cities of this great country. The difficulties are great, but so are her opportunities. There has been some criticism as to her slowness of initiation, but this has come mainly from people who do not understand and cannot realize the situation, who do not know the immense difficulties with which she has to grapple; millions of tons of debris cover her roadways, sidewalks, and the ground upon which her buildings once stood; these wrecks must be cleared of their brick, stone and tangled masses of twisted structural beams, shapes, pipe and rods, the debris removed miles away. The streets are already crowded with a close succession of wagons filled with this rubbish; the work is slow, even supplemented as it is by temporary spur railroad tracks laid in many of the streets. Then again delay is necessitated in consequence of the inadequate supply of labor and its extravagant demand in rates of wages; labor strikes have been of common occurrence, some classes of building materials have greatly advanced, and many workmen so indifferent to their obligations of faithful work that taken altogether contractors, builders, architects, engineers and capitalists alike hesitate to commence building operations, when they cannot calculate the cost with any degree of accuracy; but these matters will find a natural settlement before many months have passed. Labor is being and will continue to be so well paid that it will attract an army of workers and skilled mechanics, and in due time the permanent buildings will be reared fast enough to meet all requirements. The earthquake and conflagration have demonstrated that buildings can be put up both quake and fireproof, as many examples are to be seen that substantiated this fact. The weak spots, both of foundation and superstructure, have been revealed, and in avoiding these the new structures of the future will probably cost very little if any more than many of the so-called first-class buildings that were expensive but weak.

Business can be and largely has been housed in temporary structures, without disadvantage to maximum distribution, and we can bide our time awaiting more advantageous conditions for the uprearing of permanent structures. But San Francisco has by no means been idle, business is fast assuming its proportions as of old, even if it has not already exceeded it; transactions in real estate have been very active since the fire and values have not as a general thing declined, but on the contrary there have been many advances. Building contracts have been very numerous and many permanent buildings started, but there is so much to do in every direction that the great amount of work performed seems small in contrast with what remains to be done. The banks, being the media through which business transactions are finally resolved, are in splendid shape, and their clearings are probably as faithful and sound an index of general business conditions as any that can be had, and these show for the months of July, August and September an average of about 13 6-10 per cent. greater than for the similar period of last year; and for the week ending October 6th, 19 8-10 per cent.; and the merchandise stocks that are constantly moving show plainly that their consumption has by no means been curtailed, but on the contrary it is on the increase and will continue to grow, as the State and territory, tributary to San Francisco, is in good and healthy condition, and the millions of property in the city that has been destroyed must be gradually replaced and in better manner than before. The insurance tangle is for the most part solved; it was slow of adjustment at the beginning, and no wonder with the hundreds of millions involved and under conditions new and complex; at first the companies doubtless felt that the earthquake was mainly responsible for the enormous losses and therefore expected that a comparatively large amount of salvage would result; probably we should not criticise their preconceived ideas, as the telegraphic news to the East and to the whole world, magnified the earthquake damage and losses, and it was quite natural that when the army of adjusters arrived it took them some little time to give up their preconceived and form new opinions particularly as the financial interests of their companies lay in clinging to the earthquake claim. Most every company had been very hard hit and a number of them seemingly felt justified in demanding concession, even when they had to admit that the loss was occasioned solely by fire. Most of the best and soundest companies acknowledged their responsibility and met their losses bravely and honorably. A few have shirked when probably there was no absolute necessity for so doing; a few deny any and all liability sheltering themselves behind the more or less pronounced earthquake clause in their policies, and then somewhat strangely offering to compromise at an arbitrary figure set by themselves: a very few say they won't pay, possibly believing that their assets in a foreign country cannot be reached. A resort to litigation in these different classes is the only means of proving who is right or of obtaining settlements.

To such companies who cannot substantiate exemption under any clause in their policies, and who have forced settlements, either through the necessities of the assured or his fear in their implied unsoundness, or such foreign companies who rely for immunity upon the distance of their resources and the difficulty of reaching them, or any other company who has not honorably met its obligations as fully as it was able and legally bounden, there is a day or reckoning coming, for an unreliable insurance company is a very poor one to depend upon whether the risk is in San Francisco or elsewhere, and it is to the interests of business men and all others to watch the settlements of our losses and not the companies who have shirked meeting their contracts.

San Francisco will be rejuvenated, not only by the wealth centered there, but capital from many directions will seek investment, because there is money to be made and the opportunities of certain and satisfactory returns will be greater than ever before.

Mr. John E. Watson, who was next on the list of Toasts, was unable to attend owing to arduous congressional duties and he sent his regrets through the Hon. R. O. Moon, Member of Congress, who then addressed the audience on the subject of Commerce and Legislation.

It was after midnight when the banquet was over and those who attended certainly enjoyed it.

PRESENTATION.

The American Hardware Manufacturers' Association is to be congratulated on its retention of F. D. Mitchell as its Secretary-Treasurer. Mr. Mitchell has proved a singularly efficient officer, and the success of the organization has been materially advanced by his energetic and intelligent efforts. In recognition of his highly valuable services, of the esteem in which he is personally held by the donors, and as a token of good fellowship a splendid case of solid silverware was presented to him in a neat and timely presentation speech on Wednesday. The offering consisted of:

1 doz solid silver Stratford teaspoons.
1 doz. solid silver Stratford forks.
1 doz. solid silver tablespoons.
1 doz. solid silver table knives.

The committee having the testimonial in charge consisted of C. D. Clark, Peoria, Ill., and J. B. Silliman, of Atchison, Kans.

MORE THAN HIS MATCH.

Si Medders—Trolley cars are a great blessin', Josh.

Josh Kronkrib—They be thet. They be th' only thing around here thet an automobile is afraid of.—*Judge.*

A MISTAKEN DIAGNOSIS.

A young woman who recently had taken charge of a kindergarten entered a trolley car and as she took her seat smiled pleasantly at a gentleman sitting opposite. He raised his hat, but it it was evident that he did not know her.

Realizing her error, she said, in tones audible throughout the entire car:

"Oh, please excuse me! I mistook you for the father of two of my children!"

She left the car at the next corner.

OUR BRITISH LETTER.

(Concluded.)

ed the works of F. Braby & Co., Ltd., of London, in order that they might learn something about the making of galvanized goods. Other makers in Sheffield and Birmingham have also thrown open their works in a similar manner. Indeed, this appears to be the age of technical study; the public demand the knowledge from their tradesmen, and traders are responding to the cry, the result being that a greater interest is being taken, not only in the use of modern improved appliances, but also in their sale, as it is apparent that the more there is known about the goods, the greater will be the interest displaying them and bringing them under the notice of buyers.

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OUR BRITISH LETTER.

(From our Special Correspondent.)

London, October 13th, 1906.

HARDWARE ENGINEERING.

During the past few weeks an important Engineering and Machinery Exhibition has been held in London, and it has been attended by a large number of visitors, the majority of whom have been engaged in some one or other branches of engineering. A somewhat novel feature was, however, introduced last week, the occasion being Ironmongers' Day at the Exhibition. A large number of ironmongers, associated and non-associated, including Charles Parsons, the President of the Ironmongers' Federated Association, Secretary Smith and several of the leading members of the Central Board, together with Alderman Pond, the President of the London Ironmongers' Association, were present. On that day F. W. Bridges, one of the organizing managers of the Exhibition, invited all the ironmongers in the United Kingdom, entertaining those who availed themselves of the opportunity of inspecting the unique display of engineering and machinery, to high tea. F. W. Bridges, who is also the proprietor of *The Ironmongers' Chronicle*, had prepared a very interesting programme, and conducted those present round the Hall, pointing out to them the leading features of interest from an ironmonger's standpoint. When the Exhibition was carefully scrutinized, and the objects displayed upon the several stands examined, it was really astonishing how many of the exhibits were closely allied with an ironmonger's trade, and especially so when it is remembered that ironmongers are the chief distributers of sundry engineers' tools, and machine tools and accessories. During the last few years a marked advance has been made in ironmongers' workshops, and these establishments, so necessary to the life and progress of the retail ironmongery business, have developed considerably; the introduction of power and the utilization of modern machines, bringing many workshops, formerly modelled on crude lines, up to the standard of engineering requirements; indeed, many ironmongers now possess gas and oil engines, run their own dynamos, light up their premises with electricity, and utilize the power obtained in running their machines, and in working labor-saving appliances. The Exhibition which has just been visited by so many ironmongers contained a marvelous assortment of modern tools, including some beautifully finished goods produced in the United States and handled in this country by well-known tool importers. Some useful drilling machines were especially noticeable, and the pipe-bending machines, which are now becoming very popular, were much appreciated by those ironmongers who practice gas fitting, cycle repairing and other work which requires tube-bending. Such appliances providing for rapid bending cold, save labor, and enable repairs to be affected without the destruction of finish involved when metal has to be heated in a forge. Ironmongers are now taking up electrical work to a greater extent that they have ever done before, and electric wiring and fitting, involving the use of switches and electrical fittings, is now carried on by most ironmongers' workmen. The introduction of incandescent gas lighting has saved the gas-fitting industry from extinction, and the still more modern inverted burners which have been placed on the market within the last two or three seasons, have again brought new work to the ironmonger and enlarged his spher of operations. Many unique machines utilized in all branches of work referred to were shown at the Exhibition. Metal workers, too, and among that number not a few are also ironmongers, found much to interest them. Such machines as cutting-presses, circular shears, double seamers, planing-machines, air drills, pneumatic hammers, and improved lathes being especially admired, and their relative values carefully scrutinized. I think one of the most effective stands at the Exhibition was that made by the L. S. Starrett Co., of Athol, Mass., who are now operating an extensive business in this country. The marvelous variety of calipers and dividers, micrometers and squares and other precision tools used by mechanics embodying the most advanced ideas in practical tool making. I noticed that among the enterprising trade journals who had stands at the Exhibition, the *American Machinist*, the European edition of which well-known journal is consulted as an authority on technical matters connected with engineering.

AUTUMN AND WINTER TRADING.

The remarkably fine and dry weather which has prevailed in this country for some weeks past has somewhat prolonged Summer and early Autumn trading, and retarded what may be termed the cold weather business. A break in the continued dry season, and a snap of cold has, however, brightened up the prospects of Autumn trade, and caused some inquiry for heating appliances, in view of which ironmongers are setting out their shop-windows with stoves and heating accessories, so many of which the manufacturers have provided them with this season. There has been a marked advance in gas and oil radiators, not only in their better construction, greater heating powers and reduced consumption of fuel, but also in their extended use, and ironmongers are finding a demand for this method of heating growing year by year. The American Radiator Co. have some good lines, and the patterns they are offering just now are specially adapted to the requirements of the British market. Their goods are very ornate, and their heating power all that is needed. Indeed, I notice that some of the English makers are adopting radiators more ornamental. Their castings being closely assimulated to the American styles. Every year brings new patterns of register and dog grates, interiors and well stoves; sometimes the improvement lies in the degree of combustion attained, at others in the economic properties and small consuming fire baskets provided; at other times makers seem to vie with one another in using fire-bricks so arranged as to throw out the maximum amount of heat; again air-distributing chambers contrived so that hot air may be utilized, and distributed in every portion of the room, thus effecting economy and preventing draught, are given prominence. Practically all these points appear to have been closely watched by makers this season, and some really good stoves and grates are being handled. Perhaps, however, one of the most noticeable features in present day construction is the tendency to put back the centuries in constructive designs. Some of the quaint old styles now being shown are faithful reproductions of sixteenth and seventeenth century dog-grates, and many of the quaint old cast backs made in Sussex in the early years of the eighteenth century out of the soft iron obtained locally, smelted by wood cut from the forests which have long disappeared are being faithfully copied. The Carron Co., an old-world firm who flourished in the eighteenth century, and yet evergreen in their methods of trading, and in the progressive measures they adopt, have recently placed on the market some beautiful reproductions of late eighteenth century work, some of their register grates, dogs and interiors being modelled of the familiar lines of the Louis period, and Adams, whose names are associated with eighteenth century art, and familiar on both sides of the water. It is pleasing to note that many British ironmongers appreciate the modern art reproductions, and are not slow in introducing them in their stocks.

TECHNICAL EDUCATION NOW REGARDED AS ESSENTIAL.

Technical education is now accepted as essential to good business, and the salesman who does not possess some knowledge of the goods he sells is regarded as behind the times; the man who is ignorant of the constructive processes through which the goods he handles pass before being placed in his showroom, is altogether out of the running, for it is the man who can best explain the qualities of the wares he offers who is most likely to secure the largest sales. These facts are being gradually driven home and accepted by British Hardwaremen, consequently ironmongers are giving their assistants greater scope for acquiring the necessary knowledge, and the ironmongers of the future are being trained in a degree altogether beyond the ideas of ironmongers who donned the black apron a few years ago. The spread of education in Great Britain during the past few years also accelerates the speed with which technical education is gaining ground, for at the present moment there is scarcely a town wherein technical education in some of the higher branches cannot be obtained. The larger schools in the principal manufacturing centres are providing technical slasses for the education of working men, tradesmen's assistants, and others; among the different subjects being dealt with are metal working, gas-fitting, plumbing, copper-smithing, light and heavy ironwork, etc. There are also opportunities being granted by manufacturers to assistants in order that they may learn something of the constructive nature of Hardware goods. Quite recently the Croyden Ironmongers' Assistants' Association visit-

(Continued on opposite page.)

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SOME STRANGE USES OF PAPER.

It used to be said that there was no thing but could be made out of leather. The same thing is now said of paper. From water mains, rifle barrels and window panes to clothing, tablecloths and napkins, the range of articles into which paper is squeezed, spun and chemically wrought, is bewildering. Further than that the range of uses to which paper is applied it increasing rapidly. The United States are now the greatest producers of paper in the world, but the smallest exporters. The latter fact is because we use more paper than any other nation and because in some lines of manufacture Germany incontestably leads the world. The adaptation of paper to its present manifold uses is simply a matter of applied chemistry, says a writer in the Cleveland Plain Dealer, and in this science the Germans have long been pre-eminent. But even in Germany and in France, where paper making has reached so high a stage of advancement, it is still Yankee brains that furnish the machinery with which the fabric is produced, and not only are American paper making machines exported to Europe, but American skilled workmen are employed to go with the machines and operate them in the paper mills on the other side of the water. An instance of this has just been afforded in the great copper mining company of Falun, Sweden, which has recently added to its one producing plant, several large paper mills. As part of its equipment, four paper making machines have just been ordered in this country, and a number of expert American paper makers have been engaged to go abroad with them, put them up, and run them when they are in working order. This combination of copper producing and paper making is. as a matter of fact, a very natural result of existing conditions.

The Swedish company, the Stora Kopparbergs Bergslog Aktiebralog, as it is called, and, by the way, it is said to be the oldest corporation in the world, uses for supports in its mines a vast quantity of timber. After all the supports possible are cut out of a tree there still remains a large surplusage of excellent wood, which for a long time went, in a great measure, to waste. Now paper making in Sweden is a great industry, because of the great forests which produce the wood for pulp. So it occurred to the Copper Company that here was a good way to dispose of its waste timber, especially as the heat used for roasting the copper ore could be applied at the same time for the generation of the steam necessary to the drying process in paper making.

It is from Sweden that Great Britain is now getting a large proportion of the paper which she is obliged to import. The average consumption of paper in England is about 5,500 tons a day, and of this she produces only about 3,400 tons, leaving the remaining 2,100 tons to be bought abroad. Sweden, or to speak more accurately the Scandinavian peninsular, furnishes the bulk of this, although our own great paper producing concerns have large establishments in London and are rapidly gaining ground in the English market.

The Swedes as well as the Germans have invented some remarkable appliances for paper, among which is a grease proof paper, which is superior to any other so far produced, but which will soon be matched by an equally good, if not better, article made in this country. One of the uses of this grease proof paper abroad is for the wrapping of butter for shipment. While there is plenty of this grease proof paper now made here, it is used extensively for the wrapping of hams, bacon and similar food products, it has not the merit of being odor proof as well as grease proof, and butter is so sensitive to odors that this paper would not serve in packing it for shipment. The Swedish grease poof paper, on the other hand, is absolutely odor proof as well, and nearly all of the vast quantities of butter shipped from Denmark to England are wrapped in it. The butter reaches Great Britain in pound packages, closely enveloped in the grease and odor proof paper—packages that in a sense are hermetically sealed.

Reverting to the use of American machinery in paper making as exemplified in the case of the Swedish company above mentioned, there is still a more striking instance of it nearer home. For a long time back the machine used in Germany for putting the finish on envelope paper was called the Yankee machine. It was the invention of an American, yet strangely enough there was not a single one of the machines in use in the land where it was invented. And even now the only ones, with a single exception, are in a big paper mill now about completed in Pennsylvania, by German capitalists and under German direction. The other Yankee machines are in the mills of another German in Wisconsin. The peculiarity of paper required for envelopes is that it must be rough on one side, so that the mucilage will stick well, and highly finished on the other in order to give a fine smooth surface for writing.

Probably the very latest commercial fact in the application of paper is in the way of fire proofing. Paper fire proofing, among other advantages, has this one, that the chemicals used penetrate the entire texture of the material and are absorbed by it before it is rolled into any thickness that may be required, thus making them much more effective than when wood itself is treated with them. The paper wood thus produced is as hard as wood itself, is susceptible of brilliant polish, and any variety of decorative treatment, is vastly lighter, perfectly adjustable and absolutely fireproof. The erection of skyscrapers necessitated a very serious study of fireproof materials, and the fire proofing treatment of wood, and the result is that paper is coming very largely into use in all cases where woodwork has to be used. It is particularly adaptable for ceilings and is coming into such popularity for that purpose that the famous papier mache ceiling in the Albany Capitol, which so scandalized the state, is not unlikely in a very short time to be in the height of fashion. In fact, a gentleman who has had a long experience in the paper business said that the day was not far distant when all interiors of fine houses, irrespective skyscrapers, would be very generally provided with fireproof paper woodwork. The material has been adopted for the finishings of the interiors of warships and the Pennsylvania Railroad Company is using it very extensively for the head lining or ceilings of passenger cars. The material commonly used for this purpose, being heavily treated with oils, is highly inflammable, and the adoption of the paper fireproofing material is another precaution for the safety of passengers. In addition to the Pennsylvania road, the New York Central also, it is understood, is considering the adoption of the same material for the interiors of its passenger cars.

As a matter of fact the action of the Navy Department in taking such care to have all necessary woodwork made of material that has been made fireproof by chemical treatment, has turned the attention of people to this subject very seriously. If battleship interiors must be fireproof, it is asked, why should not also the interiors of all passenger cars and public vehicles of all sorts where fire must be counted as among the serious elements of danger?

As for articles of daily use that are now made of paper, their number is surprisingly large. Eliminating such things as car wheels, in which paper long ago demonstrated its superiority over steel; the water buckets, the covering for hay ricks and other similar articles long of familiar use, there are hats and cups and clothing. In Detroit there is a concern which is doing a large and very lucrative business in the manufacture of paper clothing. Paper, of course, as demonstrated in the water buckets, can be made almost as impervious to water as India rubber itself, and combined with layers of thin cloth a material is made which can be and is put into undershirts, waistcoats and jackets, which present a good appearance and are very durable. Without paper cloth it might almost be said that the enormous ballroom sleeves worn by women not long ago would have been next to an impossibility. The strong, stiff but yielding fabric was precisely what was needed to make the sleeves remain in the form that fashion decreed for them.

In dress linings, skirt linings, coat linings and in facings, paper cloth is coming more and more into use, and is giving very good satisfaction. Good looking and very durable hats are made of paper, and paper soles and heels for boots and shoes of the cheaper grades have long been in use. When it was said above that rifle barrels were made of paper, only the literal fact was stated, although the paper rifle is not practical, for various reasons, among others the cost. It was Mr. Whistler, brother of the artist, who had the first paper rifle barrel made in this country, and, although it stood the strain of firing perfectly, it was made and considered only as a curiosity, illustrative of paper possibilities. Water mains made of paper, however, not only are a practical possibility, but are in actual use. Where the conditions are such as to warrant the very considerable extra expense of paper water mains—as, for instance, where, from the nature of the bed in which they must lie, cast iron mains would speedily oxidize—paper water mains, costly as they are, become a matter of economy and are very generally used. Window panes of paper, likewise, are used in cases where there are such constant vibrations or such sudden jars, as would break glass. By a chemical process paper may be made so translucent that a printed page can be read through it with perfect ease. Put in a window frame, it gives a soft light sufficient to illuminate a room for nearly all purposes not requiring a particularly strong, clear light, although objects seen through a paper window pane are seen as through a glass, darkly.

Waterproofs of paper are made in considerable numbers. The material consists of a lining of cloth in the middle with a coating of waterproof paper on both sides and out of it excellent pon-

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THE ZINN AHEAD



Among Safety Razors The Zinn Automatic Safety Razor stands pre-eminently First,—not because we say so,—no,—but because thousands of customers all over the country are delighted with the quick, clean and perfect shaves it gives.

Its simple construction---holder and blades--24 of them which require neither honing nor stropping---compactly held in a handsome case, make

THE ZINN

THE HOLIDAY MONEY MAKER



Show a customer a Zinn Blade

GEM CUTLERY CO N.Y.

He will buy a Zinn Razor

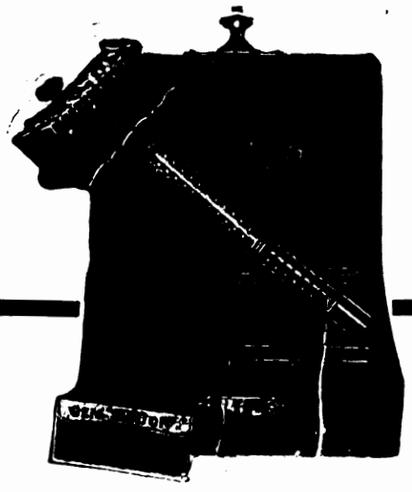


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HAND-POWER ELEVATOR.

The Eaton and Prince hand-power elevator, manufactured by Eaton & Prince Company, 70-76 Michigan Street, Chicago, possesses several distinctive business-bringing features which will

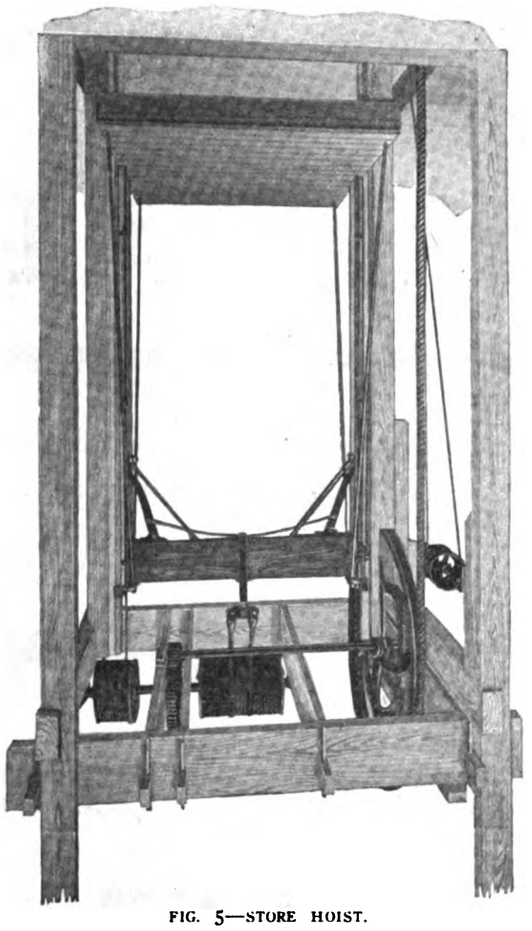


FIG. 5—STORE HOIST.

merit the interest of any customer desiring an elevator of this sort. See Fig. 5.

This company has been building elevators of all descriptions for twenty-five years and has spared neither pains nor expense to perfect their product. One of the most interesting, practical

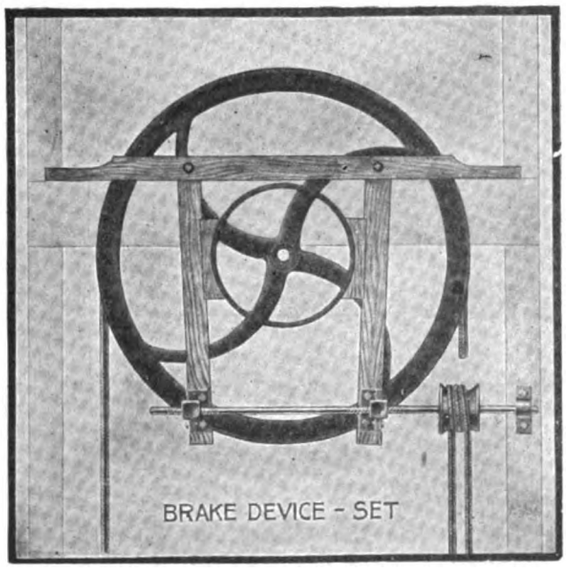


Fig. 6.

and essentially important features of their store hoist is the Brake Device shown in Figs. 6 and 7. It consists of a double shoe working on each side of a band which is cast to the arms of the rope wheel. Each shoe has a bearing on the band; this feature enables the operator of the elevator to lower his car filled to its utmost capacity with the aid of his fore finger and thumb only on the brake line. This brake device is operated by means of an endless cord running around the sheave on the screw shaft of the brake, as shown. A very clever locking device is a feature which absolutely prevents the car from running up into the ceil-

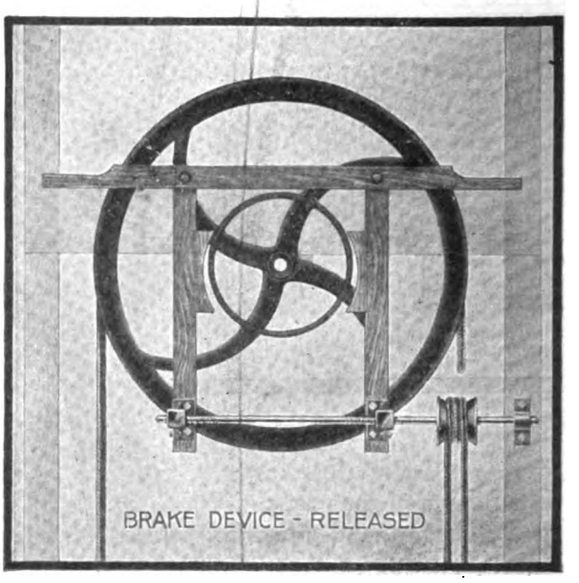


Fig. 7.

ing and smashing things up generally. The car is at all times under perfect control of the operator and cannot possibly move in either direction until brake is released by operator.

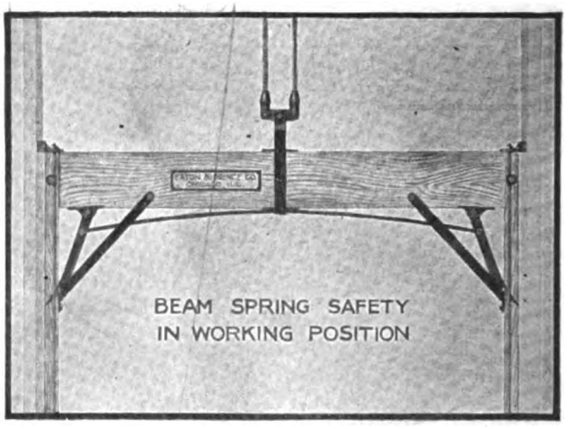


Fig. 8.

Another exclusive feature is a Beam Spring Safety Device and is shown in Figs. 8 and 9. In the event of the cables breaking this locks the car to the guides, thus preventing its dropping.

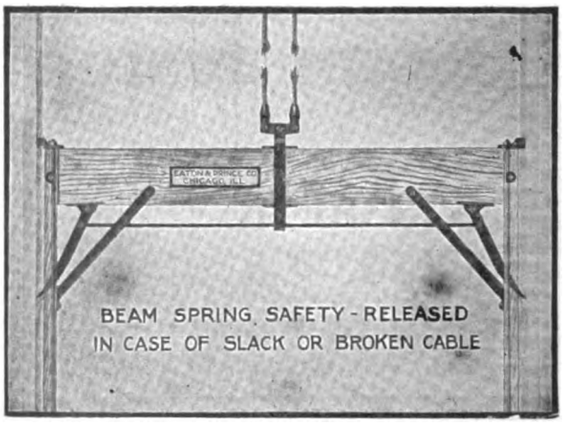


Fig. 9.

This company has issued an interesting booklet fully illustrated, which they are sending out to any one interested and which explains in detail their hand-power elevators.

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chos are made, although Uncle Sam still sticks to the good old India rubber for his soldiers. Nearly all articles formerly in leather are now made of paper—such as suit cases, traveling bags, etc., and so successful is the imitation that a man who had himself been in the paper business for nine years bought an article of this kind in London recently under the full conviction that it was leather he was purchasing.

Bamboo fiber makes absolutely the best copying paper there is and the bamboo paper is made almost exclusively in Japan. For that reason—simply because they have the raw material and we have not—we buy a great deal of copying paper in Japan, and the Japanese, on the other hand, buy large quantities of different kinds of paper from us. The Chinese are great consumers of paper in their own country in religious ceremonies, and last year one American paper manufacturing concern alone, which has its central office here in New York, shipped over 100 tons of paper to Canton, China, for use in that way. There is another curious little detail about the Chinese paper trade, and that is in the matter of laundry tickets. The Chinese laundryman, when he gives his laundry ticket, keeps a duplicate of it himself. It is a bright red slip of paper, a little over an inch wide, and he keeps a bunch of these slips hanging on a hook in his laundry. When he issues one of them he writes his Chinese characters in duplicate one above the other on the slip and then tears the paper in two across the middle, giving one end to the customer and keeping the other.

Now, it requires a peculiar kind of paper for this. In the first place, it must be one that will take the brilliant red coloring matter, and then it must have a distinct grain that will tear straight across and not in any direction along the line of least resistance, as in most good paper. Furthermore, in the Chinese laundryman's opinion, it is absolutely necessary that the paper shall come from China. To meet these various demands is a very easy proposition for the paper makers. The paper is produced here in the mills of the East and then shipped to the Chinese Trading Company in San Francisco, which sends it back to the East again, where it is sold to the laundryman as the genuine article, straight from the Flowery Kingdom.

For all purposes of laboratory filtering, paper is superseding every other appliance, and there is in this state a large plant which is doing a very profitable business in manufacturing nothing but filter paper.

Along the line of recent inventions is a process for spinning paper into a fine thread which cannot only be used for sewing, but out of which a very beautiful fabric can be woven. Specimens of table cloths and napkins made by this process were exhibited in this city recently, which compared very well in appearance with fine articles of linen. The process at present developed is pronounced by paper experts to be altogether too expensive for any practical purpose, although it is easily within the possibilities that the day is not so very far distant when we will be using paper table linen. Still, another freak exhibition of what can be done with paper was the production of a paper ax with an edge so hard and fine that it could be used for cutting. One of the recent and very successful applications of paper is in a line which at first thought would seem almost as surprising as the manufacture of axes of paper. This is in its use as an insulating cover for electric wires. Paper is one of the best conductors of electricity there is. Thus boys in a press room often hold one hand on a roll of paper and with the other light a gas jet with the electric spark drawn by touching the end of the finger to a metallic burner. The electricity is first developed in the paper by the friction of going through the calenders in the later milling processes. Electric wires are connected from these calenders to the earth to draw off the fluid, but notwithstanding this the paper reels gather and store charges of electricity that often are not dissipated for months if the reel stands in storage so long.

Yet with all this susceptibility of paper to electric excitement, it has now become one of the substances most used, after going through the necessary process, for insulating electric wire. One single company here in this city disposes of twenty tons a day of paper to be used for this purpose alone.

The proposition that the waste and refuse of to-day is the raw material of to-morrow, in modern industries, is as true in connection with paper manufacture as in everything else. For instance, the pulpy mass called begasse, which is left after the sugar cane has been crushed and squeezed dry of its sacharine matter, and formerly was burned and got rid of as a nuisance, is now used for the manufacture of paper. The Cunningham Bros., the great sugar men of Texas, have two paper mills which make several grades of paper out of begasse, and the business is so profitable that they are about to open new mills.

One of the most profitable side industries growing out of the manufacture of paper came from the discovery of the fact that casein was vastly better than the glue formerly in use for putting the heavy coating on the finer grades of paper. The discovery was not only a bonanza for the man who made it and for those who backed him, but also for the dairies. The skim milk which is left after the cream has been taken off for butter and other purposes and was in the nature of mere refuse for the big dairies, is now turned into a source of profit almost as great as that from butter itself, from its use in the manufacture of casein for paper coating and sizing.

An insurmountable obstacle to the making of old newspapers into a good quality of paper was the fact that the printer's ink with its resin and its heavy linseed oil could not be got rid of by any known process. Paper was made of old newspapers, but it was poor in appearance, poor in quality and always betrayed its origin. So old newspapers became in a certain sense mere waste until about six years ago, when a young man named McEwen from over in New Jersey, ciphered out the fact that the resin and the oil in old newspapers, when the whole mass of ink and paper fiber together was subjected to a very high temperature, would be just the thing for sizing for boxboard paper.



The "Reliance" Way

The Mop Wringer That "Makes Good"

The Reliance

Proves itself the **strongest, simplest** and **most durable** Mop Wringer on the market. A **strong** claim which it would be idle to make if the Reliance didn't **"make good" in actual performance.**

Not only is it the **best** Mop Wringer made, but it **sells** for **25 per cent. less** than the next best; and **sells itself** strictly on its **merits.** It fits onto any pail.

There's no "come back" on the dealer who sells the Reliance. Send for descriptive catalogue and price list.

The Lee Chair Co.
Oneida, N. Y.

The Old Way



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There's a Screw Loose in the Shear You Are Using

UNLESS You Have the **Screwless Spring-set Shear**

THAT Is the Shear You Should Buy and the Shear You Should Sell

Which Kind do YOU Handle

The Screw-loose, Screw-set Shear

or The...

Screwless Spring-set Shear

?

Because:

1. It never wears loose at the joint.
2. Blades always held together automatically with just the right spring tension.
3. Pivot free to rotate, forming roller bearing.
4. Largely self-sharpening.
5. Handy to take apart.
6. Tension adjustable.
7. Gives complete satisfaction to your customer



Davies Automatic Shear Co.,

41-43 Malden Lane, New York City.

WRITE FOR CIRCULAR "A"

Mention "Hardware."

THE SELECTION OF A VOCATION.

With the completion of preliminary education and with the advent of the trade school season there is naturally a large proportion of the youth of the country that is confronted with the necessity of selecting a line of work which shall be productive of the most satisfactory results financially and otherwise. The gravity of the situation is usually appreciated, if indeed, it is not exaggerated, but there is no question that the tranquility of succeeding years has much to do with engaging in a field that can be mastered and made congenial. It is said that there is no well balanced man who does not have a hobby, and assuredly that man has a bright future whose life's work or that proving his mainstay is also his hobby. The men who have made names for themselves have been favored with a bent that industriously followed has been a leading factor in their achievement of fame. Their liking for their work is so great that they are impatient when not busy at it, and, as anecdote has often told us, had rather do their work than eat or sleep. Those of us who are not so fortunate in that our hobbies are unproductive or are expensive, so far as the supply of bread and butter is concerned, must resign ourselves to our fate and select what we feel can at least be made congenial and gain for us an honest livelihood. Of course in thus disposing of our hobbies we are measuring success from the financial standpoint, because the procuring of the wherewithal is a leading incentive to educating ourselves, though the real measure of success and ultimate happiness must take into account a good number of other considerations than mere income, however important that may be.

If the youth feels confident with respect to his capabilities in a certain direction he needs no assistance in making his selection. If he believes that he has some mechanical genius, but a taste for something for which there is only a restricted market, then unless he has something more than a remote chance of realizing his greatest desire he can, it would seem, safely undertake to learn a trade. The inborn skill with the hands of a man who is mechanically inclined makes it possible for him to acquire a proficiency with more than one trade if needs be, which is saying that the make-up of the mind of the skilled worker would probably admit of his safely selecting any one of a wide number of trades. Such being the case, he can decide on that branch of work which is likely to prove most engaging or the most promising in the way of recompense. Certainly it will be admitted that those who forge to the front and become foremen and responsible, trustworthy workers are those who have proved industrious, persevering craftsmen, who have a fondness for their work and a proper esteem for its honorable position. For the man without a special bent in ability to use his hands there is perhaps some question. With him skill with the hands is apt to be a relatively slow development, though he will doubtless with untiring persistency sooner or later gain proficiency. There are probably many such men who have reached places at the top.

Whether the handcraftsman can also become the master of his trade, in the sense of being an employer making contracts and executing work, depends more than is apparently understood on another feature of the mind. The head that can manage a business in all its branches is not necessarily also the head that can handle all the practical details of actual work.

HUMOROUS LOGIC.

Lucy Triplett recently applied for a divorce in a Western court. It is evident she could no longer stand for the suggestion implied by such a name.

President Eliot, of Harvard, has gone on record as being distinctly opposed to spelling reform. Judging from the way his own name is spelled his ancestors would not agree with him.

The crop reports show the hop crop to be again short. The internal revenue reports show a big increase in the beer production. What do hops have to do with beer, now, anyway?

The modern factory is all right, but it is still far behind nature. Show us a factory, for instance, which can compare with the ostrich, which eats Hardware and produces millinery.

Just because a corporation is said to have no heart is no sign that it does not possess other human attributes. Nerve, for instance; whoever accused a corporation of lack of nerve?

It seems a poor lawyer is often a very valuable attorney. Corporations often look at it that way, if the poor lawyer happens to be a member of the United States Senate.

Chicago fans have all been baseball mad for a week, during the championship games, and it is safe to say those who bet on the wrong team are still in that condition.

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REVIEW OF THE MARKETS.

WIRE NAILS: There has been a heavier production during the present month with slight slackening in the demand, making the immediate business rather light by comparison, specification on contracts still keeping the mills busy. They are still considerably behind their orders, with no prospect of catching up immediately, as steel is still scarce, which, if more plentiful, would be quite a help. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in ten days:

Carloads to jobbers	$1.85
Carload lots to retail merchants	1.90

New York.—The trade of the jobbers has kept up well, and the demand is well sustained, with scarcely any variation. Quotations for small lots from store are on the basis of $2.05 per keg.

CUT NAILS: The mills are reported as being behind orders, but with continued scarcity of steel, which limits the volume of the output. Some mills are quoting prices 5 to 10 cents a keg advance on official quotations. Quotations are as follows: f.o.b. Pittsburgh; Carload lots, to jobbers, $1.90; less than carload lots to jobbers, $1.95; less than carloads, to retailers, $2.05. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 5 and 10 cents advance on Steel Cut Nails.

New York.—It has been impossible to obtain Cut Nails enough for the demand, orders for nails to supply which have been lessened considerably by the manufacturers. The scarcity of steel bothers the trade to a large extent, although they hope for better service before long. Small lots from store are generally quoted on a basis of $2.05 per keg.

BARB WIRE: Filling specifications on contract orders furnishes the mills with enough to do, as the business is extremely good in trade channels at steady prices. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

Jobbers, carload lots	$2.00	$2.30
Retailers, carload lots	2.05	2.35
Retailers, less than carload lots	2.15	2.45

SMOOTH FENCE WIRE: Orders for wire for manufacturing purposes are still in excess of production, and shipments for prompt delivery are quoted by some of the small mills at a premium. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

Jobbers, carloads	$1.70
Retailers, carloads	1.75

The foregoing prices are for base numbers 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

INDIA OILSTONES: It is announced by the Pike Mfg. Co., Pike, N. H., that a change has been made in the list prices of its India Oilstones. The list on fine grade stones having been somewhat higher than on coarse and medium, they are now made the same, but with slight advances in a few sizes. The company has also adopted a new price-list on German Water Hones, which necessitates a re-arrangement of discounts which it is believed will prove more convenient to the trade.

COPPER PRODUCTS:—The market for Copper, Brass, Bronze and kindred materials is still an advancing one. Some interests are marketing this class of metals absolutely without guarantees, applying on all business, both where specifications are promptly given and where orders are accepted for future delivery. The following prices reflect the market mainly on shipments from stock in average quantities, with concessions for mill shipments and for large orders: Sheet Brass, 3 per cent. discount from list; Brass Wire, net list; Brass Rods, 10 per cent. discount; Brazed Brass Tubes, 17½ per cent. discount; Brazed Copper Tubes, 12½ per cent. discount; Soft Copper Wire, net list; Sheet Copper, 27 cents per pound, base; Seamless Brass Tubes, 25 cents, base; Seamless Copper Tubes, 29 cents, base, per pound; Tobin Bronze Rods, 23 cents, base, in round lots; Soldering Coppers, 26 cents per pound, 300 lb. and upward; lots of 100 to 300 lb, ½ cent extra, and less than 100 lb., 2 cents per pound extra.

GALVANIZED PAILS AND TUBS: The strength of the sheet metal market has been reflected in several recent advances in some of the lines of Galvanized Ware. A further advance of about 5 per cent. in Galvanized Pails and Tubs has been noted in the quotations of leading manufacturers.

DIVIDERS AND CALIPERS: The advance made some weeks ago by certain manufacturers of Dividers and Calipers has been followed by a further advance of about 10 per cent.

ROPE: The following prices may be said to represent the market:

	Cents per Pound.
Pure Manila, 7-16 and larger	12¼ to 13
B. Quality Manila	11¼ to 11¾
Pure Sisal, 7-16 and larger	9¼ to
No. 2 Sisal, 7-16 and larger	8 to 8¼
No. 1 Jute, ¼ and larger	8 to 8½
No. 2 Jute, ¼ and larger	7 to 7½

Less ¼ cent to the large trade.

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels	39 cents per gallon.
In lots of 5 barrels or more	38 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.
Calcutta Oil ..... 68 cents per gallon.

THE PHILADELPHIA TRADE.

The wonderful prosperity which has been enjoyed by our country for the past few years shows no signs of abatement. Business in our own particular branch is exceptionally brisk. Orders are many and of good size. Prices are firm and pretty generally advancing, and manufacturers are holding strictly to advanced costs. The greatest difficulty we have to contend with is the inability of the manufacturers to supply our needs with any degree of promptness. Numberless orders are cancelled simply on this account. The following letter from a manufacturer, whom, we will add, is one of the largest in his line in the United States, exemplifies very clearly the immense volume of business that is being done this year.

"Owing to the enormous increase in our business this year it is simply impossible for us to specify any certain date of shipment for your order dated July 24th, and the only thing we can do will be to try and ship in time for the holiday trade.

The above answer was received by us after numberless inquiries respecting this particular order, and is a fair sample of replies we receive from the factories, if we are fortunate enough to get any. Prices, as we stated before, are firm, although we cannot say that we see any material increase in our profits.

The burning question now, however, does not seem to be so much of price, but—can we get the goods and get them quickly? We are looking forward to a splendid trade in seasonable goods, and trust our hopes will be realized.

Biddle Hardware Co.

THE CLEVELAND TRADE.

After a vacation of sixty days among the bears, porcupines and big fish, I find my predictions published in your September 10th edition verified. There is more danger from a runaway market than is desirable, but the conservative feeling among a majority of manufacturers is strong. The copper magnates seem to have a long lever, and if consumption, the prop upon which it rests, does not tumble, Amalgamated may beat Standard Oil yet. Advances have been extremely conservative by both manufacturers and jobbers. With the increased expense that the rush in business causes, there is danger that ordinary profits may be sacrificed. Among business men radical advances and declines are not wanted. Speculation and business are not good partners. Reasonable regular dividends are preferred, to the king and pauper system. It seems to some people that right

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — NICHOLSON FILE CO., - Providence, R. I.

is being sacrificed to reputation in our effort to maintain Cuban independence. The interest of Cuban people demands peace, which every election is likely to disturb. With a settled government their prosperity is assured. Cuba would be the beneficiary in becoming a part of this country. And right commands us to act in her interest. If her sugar threatens our sugar trust, the people can endure less expense for their sweetness.

The Lockwood-Taylor Hardware Co.
C. B. Lockwood, Pres.

THE PITTSBURGH TRADE.

Regarding business in the Hardware jobbing trade of Pittsburgh, we can say that we are crowded to the limit at present. A few days of cool weather started the laggards and orders during the past week have nearly snowed us under. Retailers should make a little allowance for shipments being a day or two slow, as many of them held back until goods were actually called for, and now, of course, want them on an hour's notice. Prices continue to advance in many different lines, and goods are difficult to procure from manufacturers, who all appear to be crowded with orders.

Logan-Gregg Hardware Co.

THE MINNEAPOLIS TRADE.

Business is good in all lines. We think this is particularly true of Hardware, both jobbers and retailers; every indication that these conditions will prevail during the balance of the year. Locally, conditions among the retail trade no better than they have been. Very little prospect of improvement. Seems unfortunate that this is so, when general business conditions are so good and profits ought to be made.

W. K. Morison & Co.

THE SAN FRANCISCO TRADE.

"Will San Francisco ever be rebuilt, is the question asked by people in the East," remarked Ira E. Bennett, editor of the *Washington* (D. C.) *Post*, who is visiting this stricken city. The answer is, he continued, that San Francisco is now being rebuilt. It is not a question of the distant future. The process is visible to the naked eye. Every steel building that was under construction at the time of the disaster is being rushed to completion. Other buildings have been contracted for, and with the removal of debris and the arrival of materials, the work will proceed. Nothing could be more absurd than to doubt the recovery of San Francisco from its great misfortune, in the face of the work that is actually in progress. The contract for the reconstruction of the Palace Hotel on its old site, on a grander scale than ever, has been let. The St. Francis is now completing its great steel annex. Business houses are arranging to build newer and stronger structures than those which succumbed to the earthquake conflagration of April 18-21. The city will not be rebuilt in a day or a year, but it will go up with remarkable quickness.

There is considerable feeling in California at the failure of Congress to pass a bill admitting building material into San Francisco free, and the California delegation, the papers are saying, are held answerable that they made no more vigorous effort in behalf of the measure. The bill was introduced by John Wesley Gaines, of Tennessee, and he says that if any California Representative spoke or worked in favor of his bill, he did not hear of it.

The scale of wages for labor in San Francisco at the present time is as follows: carpenters, $4 to $7 per day; bricklayers, $7; plasterers and cement workers, $5; lathers and plumbers, $6; turners, shinglers, painters, paper-hangers, horseshoers, hod-carriers and signwriters, $4.

The Hardware trade in San Francisco and all over the coast continues exceedingly active and with the Fall business, barring the city's excessive rehabilitation demand, 25 per cent. in excess of that of last year. The local wholesalers are now in first-class shape for filling orders, and they are all well located and conducting business in their usual way before the city's disaster, the continuing difficulty being in obtaining goods enough to promptly fill orders. This is the complaint of every jobber on the Coast, and while their factory orders are much larger than heretofore, the new trade from the retailer is of such volume that the manufacturers are not able to keep up with the rush.

Surveyors are at work subdividing a thirty-acre tract and setting grade stakes preparatory to grading the land for a large tool and implement manufactory which will be established by Baker & Hamilton.

Several Eastern people were here a few days ago looking for a suitable smelter site and after selecting a choice twenty-five acre lot, left for the East to consult with other interested persons. Before leaving they secured an option on the land for sixty days, and it is believed that before the time is out the sale will have been made.

"If you want to know what the United States is doing in our line with our Canadian neighbors," said a prominent jobber, "look at this," and he handed the writer a clipping from a Canadian correspondent's letter in a San Francisco paper of this week. The first figures given are articles from Great Britain to Canada for the fiscal year 1905, and the second figures quoted, notwithstanding the Canadian tariff, gives a preference of 33⅓ per cent to British Products, represents purchases from the United States: pig iron, $247,406—$610,315; bar iron and steel, $289,961—$565,870; bridge and structural iron $2,119—$717,165; rolled edge bridge plates, $4,199—$402,576; plates and sheets, $189,417—$712,448; angles, beams, channels and like material, $240,710—$1,244,245; hoops, bands, scroll and strips, $51,247—$127,240; railway fish and tie plates, $18,604—$151,823; nails,



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$4,615—$160,708; tubings, $137,879—$978,453; wire, $166,664—$622,634; nuts and bolts, $7,528—$116,084; tools, $47,099—$772,470; machinery $293,384—$4,023,425; gasoline engines, $623—$193,652; pumps, $3,760—$199,877; butts and hinges, $1,341—$59,016; saws, $5,473—$168,783; files and rasps, $8,472—$63,788. The correspondent adds that the tariff preference arrested the decline of British trade with the Dominion, but did not apparently interfere much with the growth of the United States trade. INDUSTRIAL PRESS ASSOCIATION.

EMIGRANTS FOR THE SOUTH.

SECURING NEEDED EUROPEAN LABOR FOR DEVELOPING INDUSTRIES.

A shipload of European emigrants for the Southern States sailed from Bremen on October 18 direct for Charleston, S. C. Concerning this new movement for providing the South with much needed laborers, Consul W. P. Atwell writes from Ghent as follows:

Commissioner E. J. Watson, of South Carolina, who is in Europe endeavoring to turn the tide of emigration to America southward, has been in Ghent at the branch office of his department located here. This branch office has been in operation about one year, and conducted in such a manner as to command the confidence of the Belgian authorities. That Mr. Watson is undertaking work in Europe upon a somewhat broader scale than is usually attempted, and for a purpose that will make the results of his experiments worth studying, may be gathered from the outline given by him to the consulate. Commissioner Watson says:

"I have long been convinced, as has United States Commissioner-General Sargent, that the only practical solution of what is now rapidly becoming the great immigration problem in the United States rests in the selection and direction of emigrants, as far as possible, at their own homes before they are booked and started to America to be dumped into the congested centers of population without the remotest knowledge of country or conditions or where they are to find the kind of work they are fitted for. This has been resulting in the making of paupers and criminals out of good men, who, had they been landed at the door of opportunity and at points from which they could be readily and easily absorbed, would have become quickly useful members of the body politic. The care of the present laws of the United States is simply as to the admission of the immigrant on reaching the great ports. The moment he is admitted he becomes the prey of unprincipled labor sharks.

SELECTING EMIGRANTS FOR THE SOUTH.

"There is a clause in the Federal laws permitting departments of State governments to do the work of selection and distribution at the right place, i. e., before he is booked, and knowing that unless a responsible government undertook this upon practical lines no demonstration as to its value would result, I have undertaken to put our work in Europe upon such a basis that we can send into the South, where thousands can be readily absorbed, carefully selected persons particularly fitted for the work that will be required of them. One of the greatest difficulties has been in the fact that there was no trans-Atlantic steamship line entering a South Atlantic port carrying third-class passengers. During the month that I have been in Europe I have succeeded in having this defect cured, in a measure, by inducing the directorate of the North German Lloyd Steamship Company to make the experiment looking to the establishment of a permanent line between Bremen and the port of Charleston, and the first ship is to sail on October 18. This puts within our grasp the means of carrying the agricultural and laboring emigrant direct to a section in which remunerative work and a good home await him, and where he will be directed by officials instead of labor agencies, and have the fostering care of the State itself thrown around him.

"Our operations are to be confined entirely to Northern Europe, and in every step that is taken we invite the sanction and approval and the aid, as far as possible, of the United States officials and of the authorities of the countries in which we are working. Our delegates, of whose appointments the several governments are notified officially through the State Department at Washington, are peremptorily instructed to regard sacredly all laws and to conceal from no one any of their acts. In this way, with the co-operation resulting, we are looking to selection and distribution at one stroke at the port of departure rather than at the port of entry, where, from the nature of things, proper restrictive and distributive work can never be done."

AN ANXIOUS MOMENT.

A professor of science, well known for his absentmindedness, was engaged in a deep controversy one day with a fellow student when his wife hurriedly entered the room. "Oh, my dear," she cried, "I've swallowed a pin."

The professor smiled. "Don't worry about it, my dear," he said in a soothing tone. "It is of no consequence. Here"—he fumbled at his lapel—"here is another pin."

EXTENDING TRADE.

HOW AN AMERICAN CONSUL DOES PRACTICAL WORK TO THAT END.

A method by which American manufacturers can find a reasonable market in Europe is the subject of a report from a traveling agent of the Commercial Museum in Philadelphia. He speaks of a system which is growing up among American consulates which he describes as "a commercial first aid," and is designed to be a bureau of information about American manufactures that will abolish a great deal of the lengthy correspondence that must take place between manufacturers and foreign consumers before sales are made.

"The real reason," he says, "why American goods do not have a larger sale in Europe is that it takes the purchaser so long to find out about them, since two or three communications must travel thousands of miles. In the smaller European cities, and even in the larger ones, there have been no places where a purchaser desiring American goods could get information about them. He has had to write to America probably several times before finding out what he wanted to know. By that time he has decided that too much trouble was involved, so be bought elsewhere.

PLAN OF CONSUL LEDOUX.

"The honor," he says, "of instituting a system whereby this difficulty may be overcome belongs to Urban P. Ledoux, United States consul at Prague, Bohemia. At present this little out of the way town, unknown to many Americans, contains the most complete directory of American manufactures in Europe. Attracted by Mr. Ledoux's success, many consuls all over Europe are beginning to establish similar directories. American sales in Europe are sure to boom when this system shall become general.

"For a year previous to February, 1905, Mr. Ledoux worked on this plan, indexing, classifying, filing and collecting. On February 15, 1905, he gave a reception to all the other consuls and the officials of the city and formally announced that his American commercial intelligence department was open to the people of Prague. Since then the business men of the town have constantly patronized it, and American trade has tripled.

"Information about every American product that could possibly be needed in Prague is on Mr. Ledoux's files. He has everything properly classified and can give the fullest details at a moment's notice. Under each heading can be found descriptions of the article required, statistics as to its manufacture, names of the various manufacturers in the United States, their prices and their own catalogues.

AMERICAN PAPERS ON FILE.

"Another feature is the commercial reading room at the consulate. In this room 100 of the leading commercial and trade papers of the United States are on file and accessible. This room has become so popular in Prague that it is always crowded. Indeed, the consulate's commercial system has proved so successful that it is one of the best-known places in the city.

"A third feature is the direct assistance given to those interested in connecting with American houses in the way of help and correspondence. The consul has prepared a series of postal cards covering the more frequent forms of request. All that is necessary for the Bohemian business man to do is to sign his name and mail the card.

"This system gives an example of how the best type of American consuls are doing practical, systematic work in furthering trade interests. Prague has the best system; a few other consuls are following Mr. Ledoux's example, and in time it is hoped that the scheme will be in effect in every city that has an American consul."

THEY COULDN'T BEAT THAT.

A minister walking along a road saw a crowd of boys sitting in a ring with a small dog in the center.

"What are you doing with that dog?" he asked.

"Whoever tells the biggest lie, he wins the dog," said one of the boys.

"Oh," said the minister. "I am surprised at you boys, for when I was like you I never told a lie."

There was a moment's silence. Then one of the boys said:

"Give the gent the dog, Jim."

SURE ENOUGH.

Indignant Agriculturist—Looky here, gol-ram ye! Didn't you tell me this suit o' clothes that bought of ye about two weeks ago would wear like iron?

Swindlebaum—Yase, mein friend, I didt tell you dat; undt aindt it rusty already?—*Puck*.

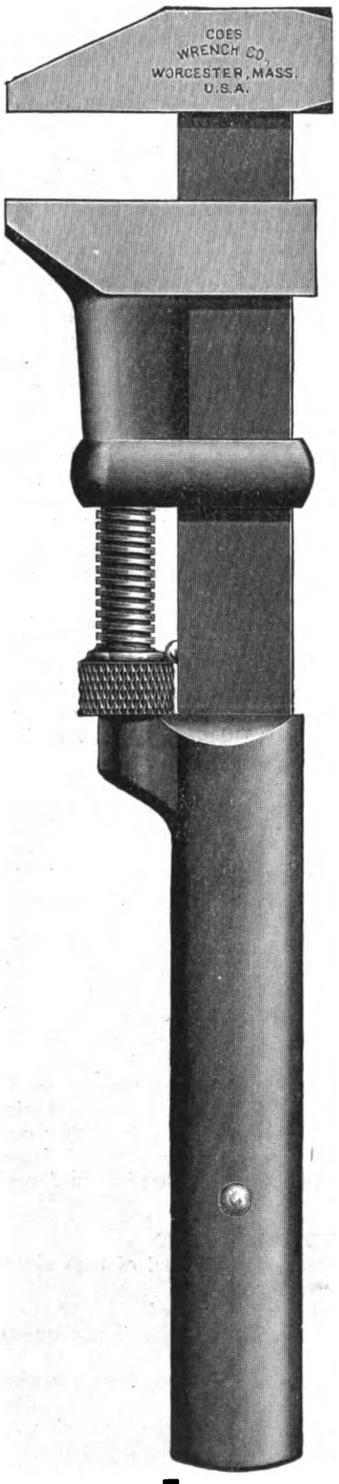
GIVE HIM A SHOW.

Wife—You were talking in your sleep again last night, dear. Why do you persist in doing it?

Husband—Good Lord, Maria, a man ought to be allowed to talk sometimes, oughtn't he?

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30 Per Cent



More endurance, in actual service, under the most exacting conditions, puts the Coes Family of Wrenches at the head of the list of screw wrenches.

Search the world over--you will not find their equal anywhere.

Coes' Wrenches

Have achieved fame as sellers, simply because the oldest mechanics in the land have used them for years in preference to any other---and they recommend them to their friends.

The question remains: How many do you need? Write your Jobber to-day to avoid delay in shipping.

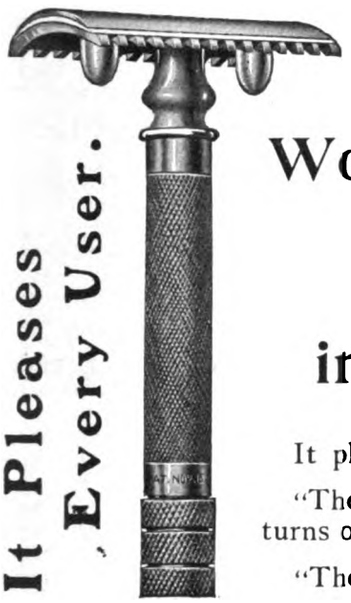
Coos Wrench Co., Worcester, Mass.

AGENTS, J. C. McCarty & Co. and John H. Graham & Co., New York.

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Gillette Safety Razor

NO STROPPING NO HONING



It Pleases Every User.

The Most Wonderful Selling Razor in the World



It pleases every customer, who in turn brings a new customer.

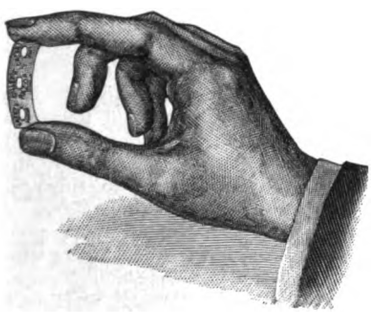
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

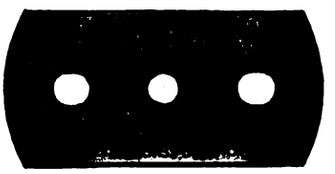
12 BLADES, 24 SHARP EDGES,

Every blade will give from 20 to 40 close, smooth, comfortable shaves.

Triple silver-plated set with 12 blades $5.00.
Quadruple gold-plated set with 12 blades $10.00.
Quadruple gold-plated set with 12 blades and monogram $12.00.
Standard combination set with shaving brush and soap in triple silver-plated holders $7.50.
Other combination sets in silver and gold, up to $50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.



Sold by Leading Drug, Cutlery and Hardware Dealers.

We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.



GILLETTE SALES COMPANY,

Times Building, - - New York City

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HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Alexandria, Pa.—A new Hardware store has been opened in the Bucher block by Spackman Brothers.

Astoria, Ore.—Articles of incorporation of the Foard & Stokes Hardware Company have been filed, wherein the capital stock of the new concern is fixed at $50,000. The headquarters office will be in this city and the incorporators of record are Martin Foard, Frank R. Stokes, V. Boelling, F. A. Leahy, C. Le Blanc and J. G. Hayberg.

Boulder, Colo.—The E. E. Wilson Hardware Co. has been incorporated, with a capital stock of $20,000.

Custer, Okla.—Proffitt-Moody Hardware and Implement Company has been incorporated. Directors: M. E. Proffitt of Independence, Okla.; V. E. Rymer, Mae E. Rymer, both of Custer, Okla. Capital stock, $6,000.

East Liverpool, Ohio.—East Liverpool Hardware Company has been incorporated by G. M. Batey, Lester C. Nease, D. F. Nellis, Emmett B. Crites and E. C. Adams. Capital, $10,000.

Fremont, Neb.—Whitten & Matteson have engaged in the Hardware business.

Heaton, N. D.—St. Jacques Bros. are erecting a new store building to be used as a Hardware store.

Hermosa, N. M.—The Hermosa Cutlery Association has been incorporated by J. L. Day, A. L. Graeger and Edgar Buchanan.

Idaho Falls, Idaho.—Idaho Hardware Company has been incorporated; capital, $50,000.

Leitchfield, Ky.—The People's Hardware & Furniture Company has been chartered with $10,000 capital stock.

Little Rock, Ark.—The Chichester Hardware & Furniture Company have filed articles of incorporation, showing a capital stock of $10,000

Llano, Tex.—Atkins-Qualls Hardware Company has been incorporated; capital stock, $10,000. Incorporators, J. D. Atkins, E. H. Qualls, J. C. Stribbling.

Merrill, Wis.—H. R. Fehland Hardware Company has been incorporated; capital stock, $25,000. Incorporators: H. R. Fehland, Mary Fehland and E. F. Hanf.

Monessen, Pa.—Monessen Hardware Co. has been incorporated; capital stock, $13,000.

Morris, Ill.—Morris is to have a new Hardware store which will open up for business as soon as the stock of goods arrives. The proprietors of this new concern are Price Matteson and Fred Ashton. The new enterprise will be conducted in the new Collins building on Liberty Street.

Princeton, Idaho.—D. B. Stevens & Son are erecting a new Hardware store building.

Reidsville, N. C.—The Whittmore & Mobley Hardware Company has been chartered. A. J. Whittmore, principal incorporator. The capital is $48,000 authorized.

Robert Lee, Tex.—The Lane Hardware Company has been incorporated; capital stock, $5,000. Incorporators, A. D. Lane, H. H. Pearce, A. J. McLendon.

San Francisco, Cal.—The Acme Hardware and Supply Company has been incorporated with a capital of $75,000. The incorporators are Behrend A. Joost, Marten B. Joost, Anna D. Joost, Charles A. Roller and Charles Roller.

Sherman, N. Y.—Sperry Hardware Co. has been incorporated. Capital $10,000 and directors: E. Sperry, H. W. Sperry, Elizabeth Sperry, Sherman.

Changes and Improvements.

Amarillo, Tex.—The Morrow & Thomas Co. has purchased an interest in the Stringfellow & Hume Hardware Co.

Anita, Iowa.—F. H. Robinson has sold his Hardware and furniture store to H. Bovee.

Atlanta, Ga.—A branch store to cost $17,000 is being erected at 440 Marietta Street by the King Hardware Company. Work on the building will be pushed forward rapidly and it will be ready for occupation in a short while. The store is to be built of brick and will be three stories in height.

Augusta, Ga.—The Augusta Hardware Company, recently organized with a capitalization of $75,000, with the view to opening in this city one of the biggest wholesale Hardware concerns in Georgia, has acquired possession of the bankrupt stock of Deveney, Hood & Co., and the Hardware stock of Day & Tannahill, it being stated, however, that this latter firm will continue its wagon and carriage business. The Hardware Company has also bought the stock of Hatcher Brothers.

Aurelia, Iowa.—W. M. McCall has purchased the Hardware store of Ludwig Pingla.

Belhaven, N. C.—J. K. Voliva Hardware Co. are building a large store to take care of their growing trade. They will carry a complete stock of Hardware, building material, and a large assortment of cook stoves and heaters.

Bennett, Iowa.—The Bennett Hardware Co. has sold its business to Hanson & Henting.

Bentley, Iowa.—Heft & Timberman have been succeeded in the Hardware business by P. M. Heft.

Bismarck, N. D.—Gus Grambs has purchased the Hardware store at Dickinson of Senour & Langley and will take possession January first.

Blair, Neb.—C. O. Krogh has sold his Hardware business to William M. Martin.

Blockton, Iowa.—J. Conner has purchased the Hardware stock of Ed. Nation.

Burlington, Vt.—John A. Manson has left the Hardware firm of John A. Manson & Co., which he established twelve years ago. He will retain an interest in the business here which will be conducted under the same name as heretofore. E. H. Prouty, head clerk for several years, will become manager.

Calumet, Okla.—G. W. Young has sold his Hardware store to Thompson & Johnson.

Carbon, Iowa.—Guernsey & Jaques have succeeded to the Hardware business of Parr & Guernsey.

Center, Mo.—George Foster & Co. have succeeded to the Hardware business of Young, Foster & Co.

Central City, Neb.—W. T. Morris has purchased the Hardware store of Stephen & Meyer.

Charlotte, N. C.—The Charlotte Hardware Company, recently organized, has increased its capital stock from $30,000 to $125,000. This company recently bought out the old Charlotte Hardware Company on East Trade Street and opened business at No. 20 East Trade Street. John C. McNeely is president and the company has started into business under most favorable auspices.

Fairlie, Tex.—J. E. Roderick has sold his Hardware store to R. A. Rountree.

Forest Grove, Ore.—M. Peterson has been succeeded in the Hardware business by M. Peterson & Son.

Gouverneur, N .Y.—Charles H. Bowen & Co. have sold their Hardware business to W. R. Perrin & Co.

Gouverneur, N. Y.—M. E. Loveland has purchased the Hardware, mill and mine supply store of Cutting & Perrin.

Greentop, Mo.—Z. C. Miller has sold his Hardware business to P. H. Johnson.

Greenville, S. C.—The Markley Hardware Company has let the contract for a $7,000 warehouse, which will span Reedy River near the foot of Main Street, where the extensive plant of the company is located. Work on the new building will begin at once. The warehouse is to be 200 feet in length by 60 feet in width. It will extend up and down the river and cover almost the entire bed of the stream. The building is to be made of galvanized sheet iron, made in the form of imitation pressed brick. It will be two stories high.

Imperial, Neb.—Hicks & Bullock have succeeded to the Hardware and harness business of Hicks & Hays.

Jansen, Neb.—Thiessen & Co. have sold their Hardware business to A. M. Friesen.

Joplin, Tex.—J. H. Frank has succeeded to the Hardware store of J. W. & J. B. Frank.

Kimbal, Kan.—V. S. S. Kelsey has purchased the business of the Kimbal Hardware Co.

Leeton, Mo.—S. I. Major & Co. have purchased the business of the Thieman Hardware Co.

Livingston, Mont.—J. F. Nolan has sold his Hardware business to the Peoples Hardware & Implement Co.

Long Island, Kan.—Rhodes Bros. have sold their Hardware and implement business to Thomas Bros.

Madison, Wis.—The firm of Stephenson & Studemann, dealers in tinware, Hardware, etc., on West Gilman Street, has sold out to Wolff & Kubley, in the same business on South Pinckney Street, the change to take place on or about November 1st.

Marion, Iowa.—W. H. Sterling has sold out his Hardware business.

Muskegon Heights, Mich.—H. Van Der Stelt is building a 20 by 50 foot addition to his Hardware store.

Norman, Neb.—Henry Siebrass has sold his Hardware store to F. W. Hoobler.

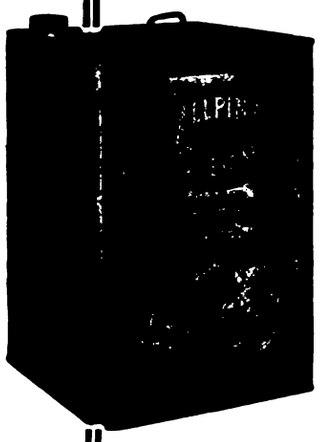
Olean, N. Y.—The Hardware firm of W. S. Wilkinson & Co. now transact business under the firm name of Wilkinson & Shaner.

Olin, Iowa.—Warren King has purchased the Hardware business of Huber & Fulton.

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Capture The Paint Trade

Of your town. You can easily do it by handling and selling it Turpentine, absolutely pure, free from any and all adulterants: Petroleum, Benzine, Naphtha, Gasoline or Alcohol or Turpentine substitutes—the Turpentine that satisfies the most exacting requirements.



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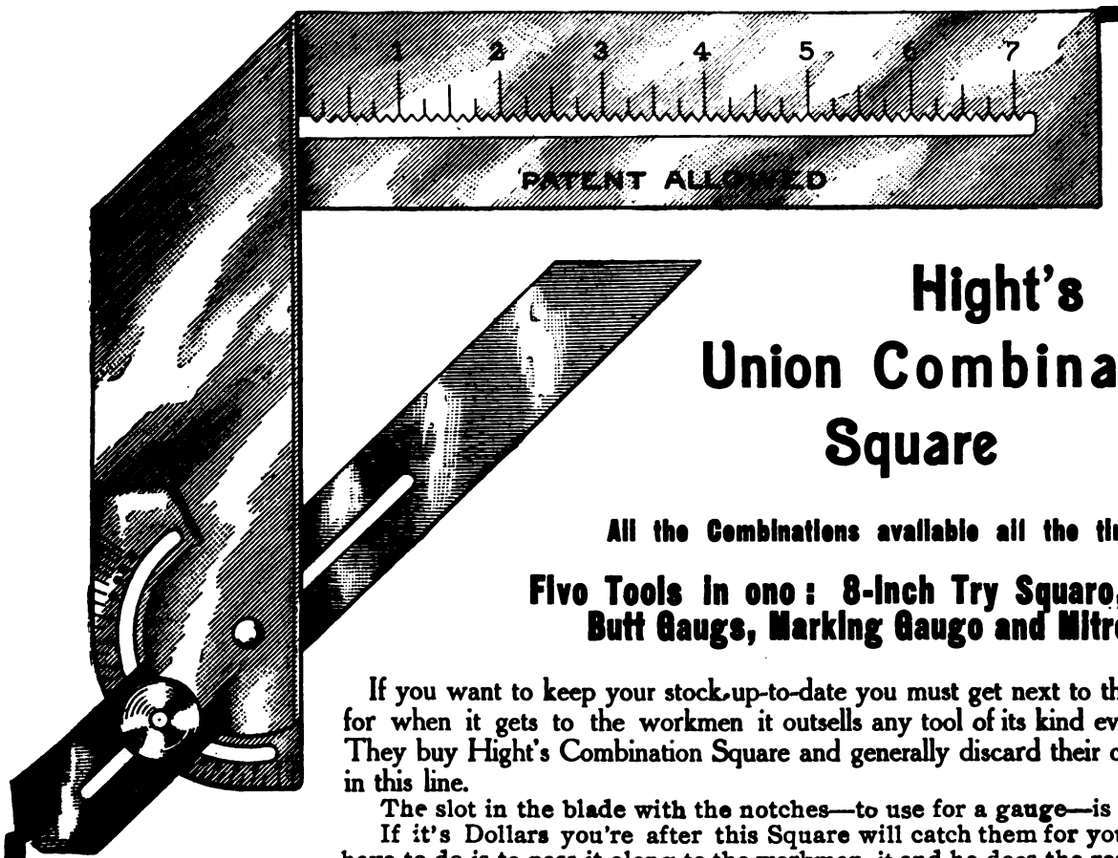
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Five Tools in one: 8-inch Try Square, Bevel, Butt Gauge, Marking Gauge and Mitre

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The slot in the blade with the notches—to use for a gauge—is a winner.

If it's Dollars you're after this Square will catch them for you—all you have to do is to pass it along to the workman, it and he does the rest. Prices and full description sent on application.

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HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Boston, Mass.—Boston Tool Co. has been incorporated to manufacture tools, machinery, etc.; capital, $10,000. President, Charles C. Camber, Boston, Mass.; treasurer, Frank E. Ross, Lynn, Mass.; clerk, Louis F. Carlow, Cambridge, Mass.

Boston, Mass.—The American Parafelt Company has been incorporated to manufacture jar rings, etc.; capital, $100,000. President, A. J. Detwiler, Williamsburg, Pa.; treasurer, C. A. Patterson, Martinsburg, Pa.

Buffalo, N. Y.—The Susquehanna Hardware Mfg. Co., recently organized for the manufacture of light and medium lines of Hardware, has contracted for the erection of its factory at Susquehanna, Pa.

Lansing, Mich.—Announcement has been made of the organization of the Michigan Screw Co., which promises to become an important establishment for Lansing. The company has a capital of $100,000. Both Lansing and outside persons are the incorporators of the new concern. R. E. Olds will be president and M. Ray Potter secretary-treasurer. Hugo Lumberg of Detroit will be manager and shop superintendent, and W. M. Roberts, also of Detroit, will be sales manager.

Melrose, Mass.—The Hathaway Recording Scale Co. has been incorporated for the purpose of manufacturing machines for weighing, recording, etc.; capital, $75,000. President, H. Hathaway, Melrose Highlands; treasurer, J. S. Hathaway, Boston.

Menasha, Wis.—The Paul-Luttman Company has filed articles of incorporation. The capital stock of the company is $15,000, and the incorporators are Arthur D. Paul, John W. Luttman and W. L. Wheeler. The business and purposes of the corporations are "to conduct, pursue and carry on the work of a foundry and machine shop; to carry on the manufacture of all kinds of castings of iron, steel or other metal; to carry on the manufacture of all kinds of machinery, tools and other articles, either of iron, steel or other metal, or of wood or of both metal and wood, and generally to do all kinds of repairing and machine work," etc.

New York, N. Y.—The New York Safety Chest Co. has been incorporated to manufacture safty chests, safety locks, etc.: capital, $6,000. Incorporators: G. A. Dewey, H. C. Miller, F. C. Robertson, New York City.

Changes and Improvements.

Athol, Mass.—The building being constructed for the L. S. Starrett Company will be completed December 15. It is to be four stories high, 282 feet long and have an average width of forty-five feet. The hack-saw blade department will be moved into the new building, and part of the grinding department will be there. In one end of the building will be a storehouse.

Benton, Ark.—The Owosso Manufactur- have enlarged it in every department, which Malvern, have begun the operation of their plant. In rebuilding the plant the company has enlarged it in every department, which will enable them to double their former capacity. In addition to manufacturing screen doors and window frames it is the intention of the company to install an up-to-date handle factory. This new concern alone will give employment to 150 men.

Chattanooga, Tenn.—The Volunteer Disc Plow Company have applied for an amendment to their charter increasing the capital stock from $50,000 to $100,000. The names appearing as incorporators are F. Llewellyn, M. Llewellyn, S. V. Weeks and others. The plows of the concern are at present made at the plant of the Chattanooga Implement and Manufacturing Co., but it is understood that steps will soon be taken for the company to erect a plant of its own.

Columbus, Ohio.—The Columbus Bolt Works is working on what will be one of the strongest built and most conveniently arranged warehouses in this section of the country. The building is to be five stories high, of reinforced construction, and each floor calculatedt o carry a load of 2,000 pounds to the square foot.

Elmira, N. Y.—The Eclipse Machine Co. is making extensive alterations to its plant at Elmira Heights to accommodate the changes that have been made in the class of work done at the factory. Heretofore the company has confined itself to the manufacture of bicycles and bicycle brakes exclusively, the Morrow brake having been the sole product since 1899. The company is now engaging in a general machine business, the equipment of the plant being such as to permit of a high class of work being done. With the grinding, polishing, plating and buffing departments, the blacksmith shop and case hardening ovens, there is no class of machine work which cannot be done at the plant.

Kenton, Ohio.—The Kenton Hardware Manufacturing Co. are contemplating making improvements in the very near future which will include the erection of a one-story brick foundry building. The company will require a 66-inch cupola and a belt or rope driven elevator in addition to the transmission system.

Lawrence, Mass.—F. V. McLenathan, manufacturer of leather belting, is to erect a new factory in that city, 35 by 100 feet, one story and basement.

Little Valley, N. Y.—Case Bros. have decided to move their cutlery factory to Kane, Pa.

Little Falls, N. Y.—The business with the Henry Cheney Hammer Co. has so far outgrown the accommodations of the present plant that the erection of an addition has been decided upon. The new building will be about 32 by 60 feet, three stories high, and will be of brick, with first floor of stone and steel.

Newark, N. J.—The Oscar Barnett Foundry Co. is to erect a new plant consisting of a machine shop 40 by 135 feet, shipping room 50 by 150 feet, light foundry 100 by 150 feet, heavy foundry 100 by 150 feet, carpenter and pattern shop, buffing and sorting room, japanning room and storage room. All the buildings will be of brick and steel construction.

New York, N. Y.—New York Belting Co., 51 Beekman Street, are increasing their capacity for the manufacture of leather belting by the addition of a large new plant where hydraulic power presses are being installed.

New York, N. Y.—The Duplex Metals Company, 208 Fifth Avenue, which some months ago purchased the plant of the Combination Steel Company at Chester, Pa., fitting it up for the manufacture of Monnot metals in plates, sheets and wire of copper-steel, announces that the wire department is now in operation and it is ready to fill orders for this product. J. F. Monnot is president and Byron E. Eldred secretary and treasurer.

Northampton, Mass.—William A. Rogers, Limited, of Niagara Falls, N. Y., and Northampton, Mass., manufacturer of silverware and cutlery, has moved the plating plant of the Northampton works to Niagara Falls, merging it with the company's plating plant in that place. Several years ago the company purchased the cutlery plant of the E. Wood Cutlery Co., and the cutlery and plating plant of the Rogers & Wood Co., both of Northampton, and has since largely increased the capacity and output of both. The blanks for plating will continue to be manufactured at Northampton as well as all other lines of cutlery which have hitherto been made there, and facilities for the manufacture of blanks and general table cutlery are being increased at the present time, so that there will be no decrease in the number of people employed at Northampton.

Oklahoma City, Okla.—The Wire Goods Manufacturing Co., manufacturers of farm and ornamental fencing, lawn gates, railing, window guards, etc., is contemplating the erection of a large factory.

Omaha, Neb.—The John Deere Plow Co. has purchased an entire block of property lying just south of its present building, with the ultimate intention of erecting one of the largest warehouses in the west.

Piqua, Ohio.—The Favorite Stove and Range Company, in order to take care of its increased business, has increased the capital stock from $300,000 to $1,500,000. This increase, only a part of which will be used at the present time, will be used in securing additional ground, putting up new buildings and purchasing additional equipment.

Port Arthur, Man.—The Meisel Manufacturing Co., a branch of the Port Arthur Harvesting Machine Co., has entered into a contract with the town to establish a manufactory here, to employ at least 150 men and have the same in operation by May 1, next year. Mill machinery and heavy harvesting machinery will comprise the output.

St. Paul, Minn.—The Northern Malleable Iron Company have purchased a tract of between seven and eight acres of the property formerly occupied by the Bohn Manufacturing Co., and will build a large malleable iron plant. The buildings will be of steel and concrete construction, the main structure having dimensions 110 by 900 feet. Their equipment will consist of three melting furnaces and the proper proportion of annealing ovens.

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Did you ask how? By getting in line with our selling plan that brings you and parties thinking of painting into direct, personal contact.

Pitkin's Barn Paint is being forcefully and continuously advertised to nearly three million farmers---the people who are its logical users. Many have used it with perfect satisfaction for 25 years. More are going to use it. This advertising *is bringing results,* and by our plan the dealers who co-operate are reaping the benefit, viz., the profits.

It costs you just one cent to get all the particulars, but if you work with us the mail order house can't steal all your trade.

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Our Illustrated Price List No. 55 showing complete line of paints is ready for those who want it.

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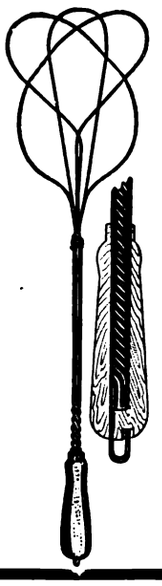


While you are looking about for the best there is—just look at this!

"Cleaner"

Rug and Carpet

BEATER



Beats everything: Clothing, Upholstered Furniture, Mattresses, Robes, Rugs and Carpets.

"It can't be beat" Why? Because it is made from the best

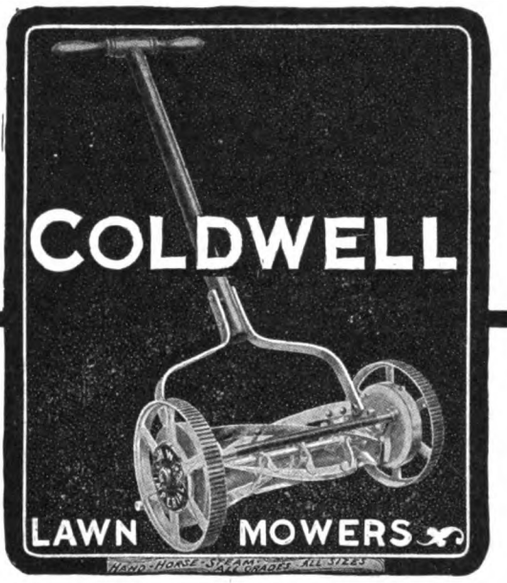
Furniture Spring Steel.

We warrant this beater not to break off at the handle, nor to become loose or break off. Very elastic.

Write for catalog price list.

HOLT-LYON CO.

TARRYTOWN, N. Y.



90 Per Cent.

of the lawns in the United States are mowed by Coldwell Lawn Mowers, because they are adaptable to the greatest variety of grass.

We make Hand, Horse and Motor Power Mowers.

Their reputation makes them quick sellers. Try 'em.

COLDWELL LAWN MOWER CO.

NEWBURGH, N. Y.

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HARDWARE DEALERS' AND MANUFACTURERS' RECORDS

(Concluded).

HARDWARE DEALERS RECORD

Changes and Improvements.

Oxford, Neb.—Howell Bros. have been succeeded in the Hardware business by Howell & Schepker.

Pendleton, Ore.—A. Kunkel is moving his Hardware store to Spokane, Wash.

Peoria, Ohio.—John Daum, a well-known resident of Marysville, has purchased a half interest in the Hardware firm of Thompson & Thomas of Peoria. The firm will be known as Daum & Thompson, Mr. Daum having purchased the interest of Mr. Thomas.

Port Angeles, Wash.—R. Gutenberg & Co. have succeeded to the Hardware business of Gutenberg Bros.

Pueblo, Colo.—R. W. Cline has purchased the business of the Ashton-Hanger Hardware Co.

Pontiac, Mich.—Beattie & MacCallum is the name of a new firm which succeeds William W. Beattie, Hardware dealer. Mr. Beattie recently purchased the interest of his partner, Ralph D. Tobin, the firm formerly being Beattie & Tobin.

Portsmouth, Iowa.—C. C. Cooper has purchased the Hardware business of M. J. Shafer.

Rockford, Ill.—A. Nelson, who has been conducting a Hardware business at 623 Seventh Street, has decided to close his store and will go to Iowa where he has other interests.

Savannah, Ga.—The Hardware business of William & H. H. Lattimore, at No. 19 Broughton Street, west, has been transferred to C. X. Balfour of Thomasville and W. P. Calvitt of Savannah.

St. Joseph, Mo.—A statement filed shows that the capital stock of the Parrish-Erickson Hardware Company was at a meeting of the stockholders, increased from $10,000 to $20,000.

Stockbridge, Mich.—Mann & Stephens have sold their Hardware store to Harry Singleton, Adelbert Brearly and Chris. Taylor.

Strawn, Kan.—Charles Thrall has purchased an interest in the Hardware store of A. J. Baxter.

Vancouver, B. C.—J. A. Gray has sold his Hardware business to O. H. Fox.

Waco, Texas.—J. R. Railey & Son have succeeded to the business of the Railey Hardware Co.

Wilbur, Wash.—The Plough Hardware Co. has purchased the Hardware department of M. E. & E. T. Hay.

York, Neb.—J. V. Hyder has sold his stock of Hardware to A. E. Grant of Albany, N. Y.

Roseburg, Ore.—A. J. Bellows has purchased the Hardware store of Beard & Oliver.

Rose Hill, Iowa.—Brown Bros. have succeeded to the Hardware business of Brown & Hensil.

Rosendale, Mo.—Bales & Wright have been succeeded in the Hardware business by Bales & Beecher.

Roswell, N. M.—H. J. Shaver has sold his Hardware store to J. D. Rollins.

Seymour, Mo.—J. F. Norman has been succeeded in the Hardware business by the Good-Norman Hardware Co.

Shelby, Iowa.—Antes & Miller have sold out their Hardware business.

Silver City, Iowa.—Little & Landon have purchased the Hardware business of A. P. Reeve.

Sugar City, Colo.—Jacob Chisdes has purchased the Hardware business of J. F. Laubham.

Weeping Water, Neb.—Mason Bros. have sold their Hardware business to M. J. Wickersham.

West Washington, Pa.—Collins Rush has sold his entire stock of Hardware in the Griffith building on Fayette Street, to C. T. Irwin.

Wilsonville, Neb.—McCue Bros. have sold their Hardware business to G. H. Travis.

Youngstown, Ohio.—On account of the continued ill health of C. O. Mayberry, the C. O. Mayberry Hardware dealers are forced to go out of business.

Zearing, Iowa.—Edward Woehler has succeeded to the Hardware business to Woehler Bros.

Van Buren, O.—Eugene Giesey, who recently disposed of his Hardware stock by auction, has reopened his store and will conduct it the same as before.

Wilsonville, Neb.—G. H. Travis has purchased the Hardware store of McCue Bros.

Fires.

Abbott, Tex.—The warehouse of Dawson Bros., Hardware dealers, has been destroyed by fire.

Havelock, Iowa.—The Hardware store of H. P. Armitage has been destroyed by fire.

Jordan, Minn.—Fire started in the Hardware store of C. H. Casey recently. Mr. Casey's loss is $25,000 to $30,000. Insurance will nearly cover entire loss. Fire started from explosion in basement, caused by some one dropping match on combustibles.

Pine Beach, Va.—Meert Hardwart Co.'s store has been totally destroyed by fire. Fully insured.

Sarcoxie, Mo.—The Hardware store of Carmack & Wood has been damaged by fire.

Warren, Pa.—Fire broke out recently in the large four-story warehouse of the Pickett Hardware Company, Limited, and for a time threatened the business section of the city. The firemen worked under difficulties on account of frequent explosions of oils, powder and fulminating caps stored in the building, but the flames were finally controlled with a property loss of $100,000.

Willard, Kan.—In a recent fire the Hardware and implement stock of Winters, Rogers & Co., was destroyed.

MANUFACTURERS RECORD

New Incorporations, etc.

Providence, R. I.—The Art Die Sinking Co. has been incorporated. Herman G. Possner, Albert W. Possner of Cranston and Clinton W. Brown of Providence are named as the incorporators. The company will be located in Providence. It is authorized to make and sell all kinds of die making machinery, hub-cutting tools, designs and patterns, and building and selling machinery. The capital stock is placed at $50,000.

Rochelle, Ill.—The Eureka Metal Box Strap & Mfg. Co., recently incorporated, is now located in its new factory. The building is 100x100 feet, with boiler and engine room adjoining. The line of manufacture will include metal shingle bands, flexible clasps, box strapping, twisted bars and clutch nails.

San Francisco, Cal.—San Francisco Saw and Tool Works have been incorporated by Isaac Fried, R. N. Colby, William Mitchell, Louis Lauten and E. K. Mains, The capital stock is $25,000.

Sodus, N. Y.—Parsons-Lane Co. has been incorporated to manufacture tools, metal castings, etc.; capital, $5,000. Incorporators: William N. Parsons, Augustus H. Lane, William T. Gaylord, Sodus, N. Y., and others.

Stamford, Conn.—The Stamford Gas Stove Co. has filed a certificate of organization in which the amount of capital stock subscribed for is given as $75.000. The president of the company is Henry J. Warren of Stamford. H. P. Goff of Pittsburgh, Pa., is vice-president and John J. Garrison of Detroit, Mich., is treasurer. The other officers are: Assistant treasurer, E. B. Mooney of Brockton, Mass.; secretary, Harry L. Starrett, of New Haven; assistant secretary, F. T. Lockwood, of Stamford.

Syracuse, N. Y.—The Globe Melleable Iron Co., which proposes to take over the plant of the Hyde Steel Tool Co. and manufacture melleable iron castings, has filed papers of incorporation. The capitalization is $50,000.

Topeka, Kans.—A new company is being organized for the purpose of manufacturing a number of farm and garden implements recently invented by B. H. Pugh, who lives near Oakland. The new company will be chartered for about $50,000 and will commence the erection of the factory building some time this fall.

Utica, N. Y.—Spitzli Mfg. Co. has been incorporated to manufacture Hardware, novelties, etc.; capital, $20,000. Incorporators, Adolphus F. Spitzli, L. E. Spitzli, George H. Spitzli, M. A. Spitzli, Utica, N. Y.

Changes and Improvements.

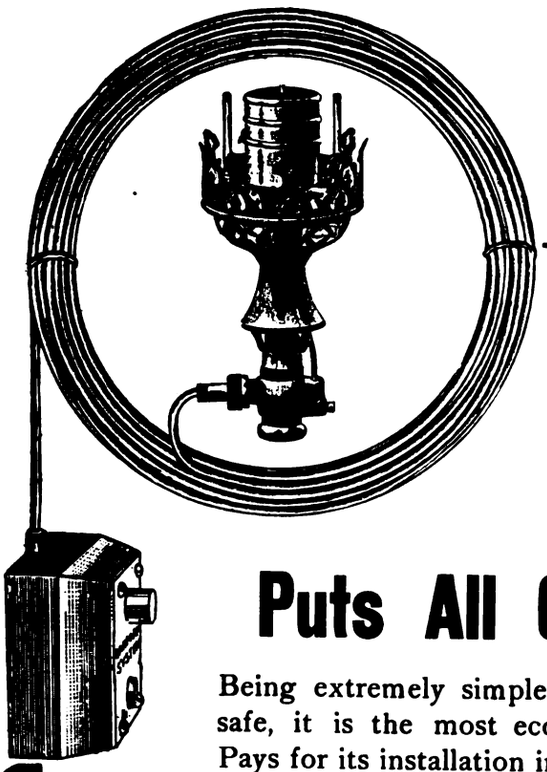
Piqua, Ohio.—The Wood Shovel & Tool Co. have been doing business only for about two years, but they have already found it necessary to enlarge their facilities and will begin work on additions to their factory that will increase their output about 50 per cent.

Worcester, Mass.—The Graton & Knight Manufacturing Co., manufacturers of leather belting, are to erect a new building, to be five stories and basement, and 80 by 140 feet.

South Marion, Ind.—The new Hoosier stove factory is nearing completion very rapidly, and will be under roof before many weeks. The walls have been completed, and the place is beginning to take on a finished appearance. The factory will have a special track of its own to connect with the Clover Leaf, and shipping facilities will be very convenient.

San Francisco, Cal.—The Pacific Hardware & Steel Company, Henry T. Scott and others, have under consideration the erection of a rolling mill in South San Francisco, where it is understood a site has been selected.

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You want it----we have it. Of all the distance gas lighting apparatus ever put on the market, The Oakman System

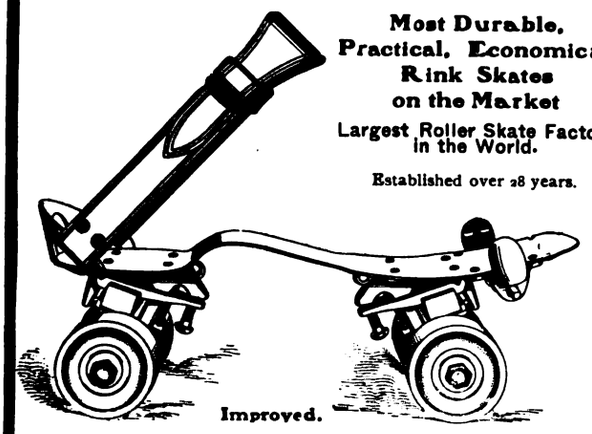
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Being extremely simple—thoroughly practical absolutely reliable and safe, it is the most economic and convenient device on the market. Pays for its installation in a short time.

That's why you should investigate its merits as a seller. *Write us to-day for full particulars.*

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M. C. Henley's Roller Skates



Most Durable, Practical, Economical Rink Skates on the Market

Largest Roller Skate Factory in the World.

Established over 28 years.

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"The Easiest and Lightest Running Skate on Earth." Used in All Principal Rinks.

Spring Steel Foot Plates Rubber Cushions between trucks and foot plate. Trucks instantly removed or replaced. Finest construction—one of the most desirable features being the light weight of these Ball Bearing Skates. Full nickeled or bronze finish.

Ball Bearing Noiseless Club Skate.

STEEL OR BOXWOOD WHEELS.

POLO—Complete Polo Outfits, including Polo Goal Cages, Arena Guard Nets, Polo Skates (professional and amateur), Polo Shoes, Leg Guards, Polo Balls, Finest Grade Hickory Polo Sticks, Polo Suits. Over two million Henley Skates sold in the U. S.

Send for Catalogue and Official Polo Guide.

M. C. HENLEY, Richmond, Ind.

THE SPIDER

"NEVER-BREAK"



that will not scorch or burn even the most delicate dainty, sauce or gravy.

Will not absorb grease or flavor.

Does not get smeary, dirty, unsanitary.

Always clean, sweet, hygienic. Never warps.

Name always stamped on the handle.
You should have our complete catalog.

THE AVERY STAMPING CO., Cleveland, Ohio.
Exclusive Manufacturers.

Consult

our catalog file for anything you need in the hardware line. We keep it up-to-date for your benefit.

Write --- wire or telephone us.

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The
Caloric Fireless Cookstove



Does all Kinds of Cooking—

Boiled and Roasted Meats, Poultry, Game, Sauces, Fish, Soups, Vegetables, Cereals, Fruit Preserves, Puddings, etc.

With less fuel, less labor and an economy of time and with better results than any other method of cooking.

No smoke—smell— evaporation. No cook needed.

15 days trial. Money refunded if results are not as guaranteed.
Send for illustrated booklet, terms and prices.

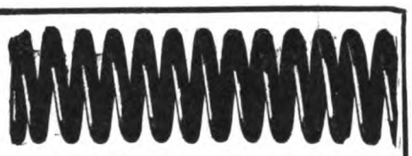
AGENTS WANTED.

Caloric Fireless Cookstove Co.

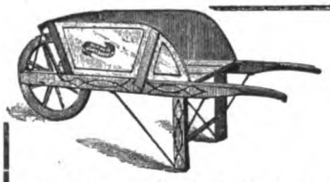
124 Pearl Street **GRAND RAPIDS, MICH.**

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.
These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





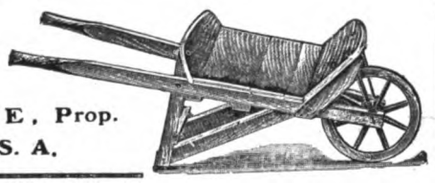
JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.



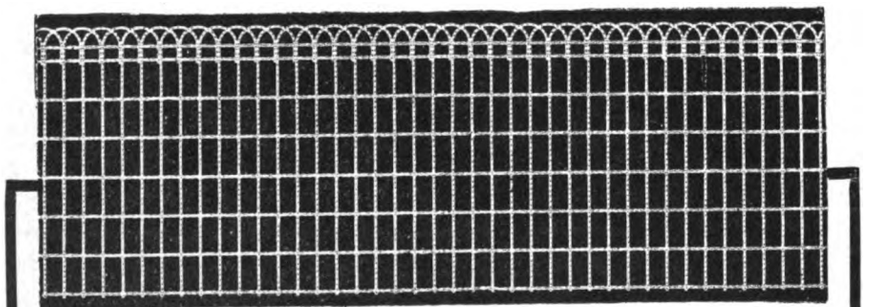
The McWhinnie Wheelbarrow Works

We manufacture
Wooden Canal--Garden--Stone--Coal and Stave Wheelbarrows

Dutchess Garden Bolted Barrow
With Wood and Steel Wheels.
Also all kinds of Steel Tray and Steel Tubular Barrows.
Send for Catalog No. 5.



THOMAS McWHINNIE, Prop.
Poughkeepsie, N. Y., U. S. A.



"Cyclone" Ornamental Fence and Gates

are a good line for the Dealer, whether they handle our farm fence or not. Built up to 6½ feet high. We carry a stock in New York City for nearby deliveries.

CYCLONE WOVEN WIRE FENCE CO.

Holly, Mich. Cleveland, Ohio. Waukegan, Ill.

SUN

White Light
No Smoke

Gasoline Torches

Out-door or In-door use—Single or double.

Wind can't blow them out.

Capacity

Six quarts gasoline give ten hours' white light.

Tank practically seamless and of heavy Block Tin, dipped in best Japan and baked ten hours, making the durability very great.

Confidential prices on application.

Big Catalog Free.

SUN STOVE CO.
Detroit, Mich.

I CAN SELL
Your Real Estate or Business
NO MATTER WHERE LOCATED.
Properties and Business of all kinds sold quickly for cash in all parts of the United States. Don't wait. Write to-day describing what you have to sell and give cash price on same.

If You Want to Buy
any kind of Business or Real Estate anywhere, at any price, write me your requirements. I can save you time and money.

DAVID P. TAFF,
The Land Man,
415 Kansas Avenue,
TOPEKA, -- KANSAS.

100 Perfection Paper Fasteners, mailed for 10 cts. Schooley Novelty Co., Homestead, Pa.

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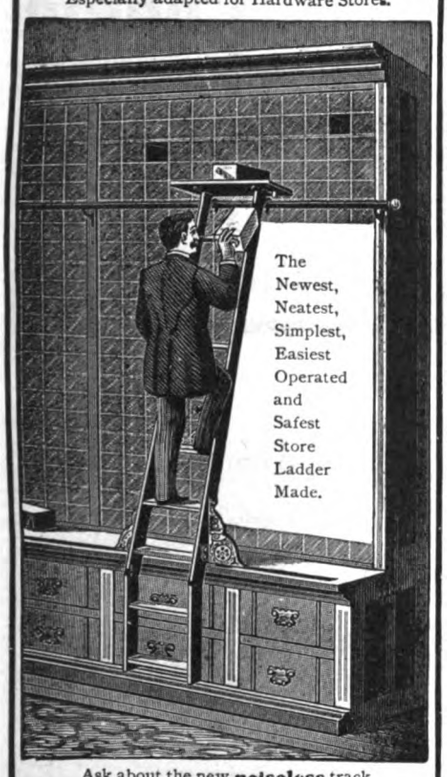


Robert Murray.
24 Duane St.,
New York City.

General Hardware

Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

The **BICYCLE STEP LADDER.**
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.

Don't Steer



Your business craft through untried channels in the clipper line.

It's dangerous. You hazard profits—repeat orders and last but not least—your business reputation—your most precious asset.

Try the time-tested, loss-proof and customer-fetching

COATES CLIPPERS

We make all kinds of clippers for all kinds of hair.

For twenty-five years they have steered many a dealer straight to the goal of profits.

Try a sample order this Fall and see!

You ought to have our catalog and prices.

Coates Clipper Co., Worcester, Mass.

JOHN H. GRAHAM & CO., Sole Selling Agents
113 Chambers St., New York

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

For Sale.

IN county seat, town of 7,000, in Central Southern Nebraska, sewerage, water, electric lights and gas, and paved streets. Stock invoices $8,500; sales, $30,000; employ a plumber and trimmer. Fine farming country and stock is clean and in a very attractively arranged store. Address "B," care HARDWARE.

MALE HELP WANTED

OFFICE MANAGERS, thoroughly familiar with up-to-date methods and having intimate knowledge of manufacturing business are offered excellent opportunities with well-known manufacturers; salaries $1,000 to $5,000. Write us to-day. HAPGOODS, 305 Broadway, N. Y.

Position Wanted.

A NEW YORK concern of experienced salesmen desire the sale for the East of an article of merit. If not properly represented here, write, H., c/o HARDWARE, 309 Broadway, New York.

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CARY'S UNIVERSAL BOX STRAP

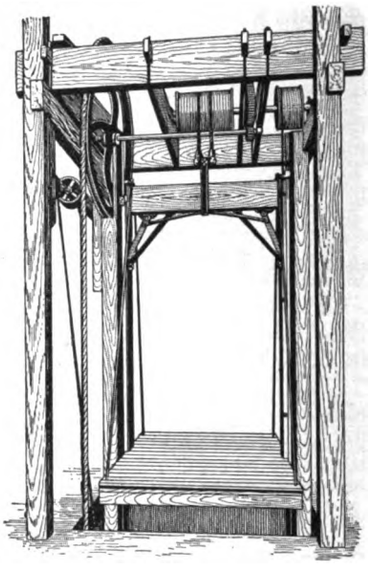
A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

We Pay the Freight
You Install Elevator Yourself



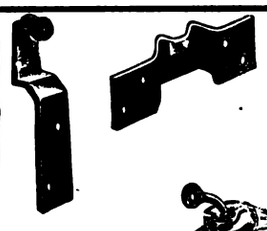
STORE HOIST

We will ship this Elevator direct to you, freight paid and you can itstall it yourself without expense except the help of the average mechanic. This is an exceptional offer. Everyone knows that **EATON & PRINCE** means dependable Elevators. No other Elevator is quite as good because none is made with such infinite care. Send for Catalogue No. 57.

We are also extensive makers of Passenger and Freight Elevators for direct and alternating electric current. Send postal for illustrated catalogue No. 56.

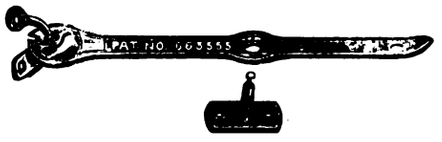
EATON & PRINCE COMPANY
70-76 Michigan St., Chicago, Ill.





"THE SENSIBLE"
Storm Sash Hangers and Fasteners

Are the best on the market. A perfect lock and ventilator. For sale by all Jobbers of the Northwest, because it is the only tight fitting Hanger on the market.



Manufactured by **R. G. WINTER MFG. CO., Milwaukee, Wis.**

Tool Chests

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.

Machinists' and pipe fitters' empty Tool Chests.

Agents for Steel Tool Chests.

Send for Catalogue.

AMERICAN TOOL CHEST CO.
200 West Houston St., New York, U. S. A.

DON'T FAIL

TO MENTION "HARDWARE"

WHEN WRITING

TO

THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₩ gal	40c
Linseed, City, boiled, in bbls, " "	43c
Out of Town, on spot, ₩ gal	38c
Calcutta, raw, in barrels, ₩ gal	68c
Lard, prime city, ₩ gal	71@72c
Lard extra, No. 1	52@55c
Lard, No. 1	42@44c

Paints and Colors

Barytes, Foreign floated, ₩ ton	$17.50@19.00
Barytes, American floated, ₩ ton	$18.00@19.00
White Lead, American, dry, in bbls., ₩ lb	6¾c
White Lead, American, in oil, in lots of less than 500 lbs., ₩ lb. net	7¾c
In lots of 500 lbs. and over, ₩ lb	7¼c
White Lead Eng., in oil, ₩ lb	9¼@9¾c
Zinc, American dry, ₩ lb	4½@5c

Putty, Commercial—₩ 100 lb

In bladders	$1.65 @1.85
In bbls or tubes	1.30 @1.40
In 1 lb. to 5 lb cans	2.60 @2.90
In 12½ to 25 lb cans	@1.85 1.75

Spirits Turpentine

In regular bbls	62@62½c
In machine bbls	62½@63c

Dry Colors

	₩ Lb
Blue, Chinese	20@25c
Blue, Prussian	25@35c
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	2@3½c
Sienna, Italian, raw & powdered	2@3½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7½c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	2@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Ivory, best	10@20c
Blue, Chinese	20@25c
Blue, Prussian	27@30c
Blue, Ultramarine	14½@15c
Sienna, burnt	2@3½c
Sienna, raw	2@3½c
Umber, burnt	11½@12c
Umbe ,	11½@12c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B	52@55c
G. D	per M 34@35c
F. L	per M 40@48c
G. E	per M 48@50c
Musket	per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M	20&5%
B.L. Caps (Sturtevant Shells) $2.00 per M	20%
All other Primers per M. $1.52 to $1.60.	

CARTRIDGES—

Blank Cartridges:	
22 C. F., $5.50	10&5%
32 C. F., $7.00	10&5%
22 cal., Rim, $1.50	10&5%
32 cal., Rim, $2.75	10&5%
B. B. Caps, Con. Ball, swgd	$1.90
B. B. Caps, Round Ball	$1.49
Cent. Fire	25%
Target and Sporting Rifle	15&5%
Primed Shells and Bullets	15&10%
Rim Fire Sporting	50%
Rim Fire Military	15&5%

SHELLS, EMPTY—

Brass Shells:	
First quality, all gauges	60&5%
Climax, Club, Rival, 10 and 12 gge	65&5%
Paper Shells:	
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge	35&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge	30%
Climax, Union, League, New Rival, 10 and 12 gauge	25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list)	30%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge	33⅓%

SHELLS, LOADED—

Black Powder	40%
Smokeless Powder, medium grade	40&5%
Smokeless Powder, high grade	40&10&10

SHOT—

Drop, up to B 25 lb bag	$1.80
Drop, B and larger, per 25 lb bag	2.05
Buck, 25 lb bag	2.05
Chilled, 25 lb bag	2.05
Dust Shot, 25 lb bag	2.25

GUN WADS—₩ 1000—

B E., 11 up	$ 60
B. E., 9 and 10	70
B. E., 8	80
B. E., 7	80
F. E., 11 up	1.00
F. E., 9 and 10	1.25
F. E., 8	1.50
F. E., 7	1.50
Ely's B. E., 11 and larger	$1.70@$1.75
Ely's F. E., 12 to 20	$3.00@$3.25

(15%)

Animal Pokes

Iowa Farming Tools.	₩ doz.
Hawkeye	$3.25
Western	4.00

Anti-Rattlers

Fernald, Quick Shift, ₩ doz. pair, net	$2.00
Burton's, ₩ doz. pair, Nos. 2 and 5	50c
Per doz. pair, No. 1	75c
Per doz. pair, No. 4	1.00
Kohler's:	₩ Gro.
Daisy, No. 4	Net. $4.80
Perfect, No. 2	Net. 6.00
Bolt Holder, No. 1	Net. 8.40

Anvils

American "Horse-Shoe"	9¼c
Arm and Hammer	8½@8¾c
Eagle Anvils, ₩ lb, net	9¾@9¾c
Hay-Budden, Wrought	9@9½c
Peter Wright's	10½c
Trenton	9@9½c
Columbian, all steel, ₩ lb, net	9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill)	$18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells	70%
Com. Auger Bits	75@75&5%
Forstner Pat. Bits	25%
Ford Auger Bit Co:	
Auger Bits	40@40&5%
Car Bits	
Machine Bits	
C. E. Jennings & Co.:	
D'ble Spur pattern car, No. 60	40&7½&10%
Nobles Double Spur, No. 83	55&10%
No. 10, Extension Lip	25&10%
Car Bits, No. 10	25&10%
Car Bits, No. 20	40&7½&10%
Bing Augers	60⅔&10%
Jennings' Pattern	50&10@60%
Snell's Auger and Car Bits:	
Extra	60&10&10%
No. 1	60&10&10&10%
Russell Jennings' Augers and Bits	25&10&33⅓%

HOLLOW AUGERS—

Ames	25&10%
Bonney's Adjustable	$5.50@6.00
Hibbard's Adjustable	Net prices
Ives	25&10%
Millers Falls, Goodell	15&7½&10%
Universal, each $4.50	30%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat	33⅓&10%
Clark's small, $18	50&10%
Clark's large, $25	50&10%
Ives' Model, ₩ doz. $60	50%

DOUBLE CUT GIMLET BITS—

Common, net	$3.00@$3.25
German Pattern, net	$4.80@5.75
Mayhew's Diamond ₩ doz. $1.25	40%
C. E. Jennings & Co	45&10%
Ladds	60&10%
Mayhew's	40&10%
Snell's Bell Hangers	60%

TWIST DRILLS—

Bit Stock	60&10@60, 10&10
Taper and Straight Shank	60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co	33⅓&5%
L'Hommedieu's	15%
Snell's	40&10%
Watrous'	35&5%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$3.75@5.00
Handled Scratch	$3.50@4.00
Patent Peg	$1@$4c
Sewing, Cem	33@$1.00
Shouldered Peg	65@70c
Shouldered Brad	63@66c
Socket Scratch ₩ doz	$1.00
Stanley Rule and Level Handled Brad	45%

Awl and Tool Sets

Aiken's Awls and Tools:	
No. 10, ₩ doz. $7.50; No. 20, ₩ Doz. $10	60&10%
Brad Sets:	
No. 42, $10.50: No. 43, $12.50	70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $13; 3, $12; 4, $9; 5, $7	50%
Ice Awls	55%
Miller's Falls Adj. Tool Holders: Nos. 1, $12; 2, $12; 4, $12; 5, $18	15&10%
C. E. Jennings & Co's. Adj. Tool Hdls.	33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18	30%

Axes

Single Bit, base weights:	
First Quality	$5.00
Second Quality	$4.50
Double Bit, base weights:	
First Quality	$7.50
Second Quality	6.75

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:	
Shingling, etc	50%
Broad and Bbl	40&10%
Boy's Axes	50%
Peck Edge Tool Co.:	
Hatchets, shingling, etc	50%
Broad and Bbl	40&10%
Boy's Axes and Hatchets	50%

Axle Grease

Dixon's "Everlasting" Graphite:	
1 lb cans (36 in case)	15 cts.
3 " " "	25 "
10 " firkins (6 in case)	$1.20 "
25 " "	2.75 "
50 " kegs	5.00 "
100 " "	9.00 "
200 " half bbls	8½/lb
375-400 lb "	
Snow Flake:	
One-quart cans, ₩ doz.	$ 2.00
Two-quart cans ₩ doz.	3.20
One-gallon cans, ₩ doz.	6.00
Five-gallon cans, ₩ doz.	24.00
Quarter bbls. (15 gals.), ₩ gal.	.45
One-half bbls. ₩ gal.	.40
Bbls., ₩ gal.	.35

(Discount 10%)

Balances, Spring

Chatillon's:	
Light, class A	50%
Circular Balances, class C	50%
Ice Balances, class B	50%
Straight Balances, Class A1	50%
Class A2	40%
Class D, E, F	30%
Class G	20%

Balances, Sash

Caldwell's	30%
Pullman's	50&10@60

Beef Shavers

Enterprise:	
Japanned, each, $3.00	25@30%
Tinned, each, $10.50	25@30%

Bells

HAND—

Hand Bells, polished brass	60@60&10%
Pure bell metal	60%
Silver chime	33⅓@35%
White metal	60%

DOOR—

Trip, Gem	50&10%
Gong, Abbe's	45%
Gong, Yankee	60%
New Departure:	
Rotary	30@10%
Push	30%

COW—

Common wrought	75@75&10%
Kentucky	70@70&10%
Kentucky, Sargent's list	70%
Texas Star	50%
Western, Sargent's list	70@70&10%

Bellows

Blacksmiths'	65&10@70%
Hand	25&10%
Moulders'	25&10%

Belting Rubber

Boston Belting Co:	
"Boston"	50%
"Imperial," seamless stitched	45%
Niagara	60%
New Jersey Car Spring & Rubber Co:	
Extra Para	40&10%
Reliable	50&10%
Staple	60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50	50%
Seymour Smith & Sons	25&10%
Miller's Falls	15&10%
Weston's	40

Binder Twine

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	13c

Bit Holders.

Angular	45%
Extension:	
Barber's, ₩ doz. $15.00	45@50%
Ives' ₩ doz. $30.00	60&10%

Blind Adjusters

Columbian	33⅓%
Domestic, ₩ doz. $3.00	33⅓%
Excelsior, ₩ doz. $10.00	50&10&2%
North's	10%
Zimmerman's	50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₩ gr	$9.00
Zimmerman's	50@50&10%

Blocks, Tackle

Eddy's	50&10@60%
Hartz' Steel	40&10@50&5%
Iron Strapped, Japanned Sheaves	70&10%
Iron Strapped, Lig Vitae Sheaves	60%
Rope Strapped, Japanned Sheaves	65&10%
L. V. Sheaves	40%
Lanes:	
Junior, Self Sustaining	30%
Pat. Automatic	30%
Perfect Safety	30%
Stowell, Novelty Block	50&10%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c	60&10%
Cast Iron Chain	60&10%
Cast Iron Shutter Bolts	60&10%
Ives' Patent Door Bolts	30%
Wrought Barrel	60@60&10%
Wrought Barrel Bolts, Griffin's	75&10%
Wrought Square	70@70&10%
Wrt Shutter, St'nrd list	50&10%@50&10&5%
Wrought Spring, Sargent's	70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller	75%
Larger and longer	65&5%
Phila. Eagle, $3.00 list May 24, '99	30%
Bolt ends, list Feb. 14, '95	65&10%
Bolt ends, with C and T nuts	65&5%
Machine, ¾x4 and smaller	75%
Machine, larger and longer	65&10%

TIRE—

American Screw Co:	
Bay State, plain, list Dec. 28, '99	30%
Bay State, fluted	30%
Eagle Phila	33⅓%
Norway, Phila	30%
Common	75&10@30%
Norway, Phila	30%
Portchester, Norway	30%
Phila	33⅓%

STOVE AND PLOW—

Plow	65&10%
Stove	37½&10%

MISCELLANEOUS—

Sink	30%

Bone Mills

Enterprise	25@30%
Stearns	40%

Borers, Tap

Enterprise	20@25%
Each	$1.25, $1.75, $2.50
Nos.	1 2 3
C. E. Jennings & Co.:	
No. 8	30&10%
No. 10	25&10%
Common ring	20&10%
Ives	25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat	$3.50, $3.75	
Ajax		40%
Phillips		$4.00 net

Bow Pins

Hotchkiss	60&10%

Boxes, Mail

Heller's	40&5%

Box Hooks

Humason & Beckley's	60&10&10%

Box Openers

Humason's	₩ doz. net $5.00
Bemis & Call's	25%

Box Scrapers

Bradley's	25%

Box Strapping

Cary Mfg. Co's., in case lots: "Universal"	25&20%
Standard Metal Strap Co's.: Bulldog	25&10&10&5%

Braces

Barbers'	50&10&10@60&10%
Barbers' Ratchet	60@60&10%
Common Ball American	60@60&10%
Ives':	
Barbers'	60&5%
Barbers' Ratchet	60@60&10%
New Haven Novelty	70%
New Haven Ratchet	60&10%
Spofford	60&5%
C. E. Jennings & Co.:	
No. 108@114	50&5&10%
No. 208@214	50&5&10%
Lancaster Mach. & Knife Works	50%
Gen. Spofford's	60%

Brackets

Griffin's Folding	70&10%
Griffin's Pressed Steel	80@80&10%
Bradley's Pat., full cases	80&10@80&10&10%
Bradley's, in broken cases	80&10%
Baine's Adjustable	25%

Bracket Saw Frames

Miller's Falls Co	25&10%

Bracket Sets

Miller's Falls Co	33⅓&10%

Bright Wire Goods

Standard list, June 24, 1903	60&25

Bull Rings

Humason, Beckley & Co's	30%
Rea's 2½ in. net, ₩ doz	$1.50
Sargent's	30%
Seymour Smith & Sons	30%

Bull Punches

Humason & Beckley's, ₩ doz. net	$3.05

Butchers' Cleavers

New List, Feb. 1, 1906:	
Foster Bros., flat heads	30%
Foster Bros., round heads	30%
Lancaster Mach. & Knife Works	33⅓&10%
L. & I. J. White	30%
Plumb's	33⅓%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star	15@15&10%
C. E. Jennings & Co	30&10%

Butter and Cheese Triers

Ordinary Black Handle	25%
Humason & Beckley's	40%

Butt and Rabbet Gauges

Stanley's	25&10%

Butts

BRASS—

Wrought Brass, list September, 1903	15%

CAST IRON—

Fast Joint, broad	40&10@50%
Fast Joint, narrow	40&10@50%
Loose Joint	70&10&10%
Loose Joint, Japanned	70&10&10%
Loose Joint, Jap. with Acorns	70&10&10%
Loose Pin	70&10&10%
Mayer's Hinges	70@70&5%
Parliament Butts	70@70&5%

WROUGHT STEEL—

	Discount.
Reversible and Broad	75&5%
Light reversible, Light Narrow	75&10%
Loose Joint, Narrow L't, Inside Blind, etc	75%
Back Flaps, Table Chest	70&10%

(Extra, 10&10%)

Calipers

Bemis & Call:	
Wing	30%
Double	30%
Inside and outside	30%
Straight leg	30%
Call's Pattern, inside	30%

Can Openers

American	₩ gross, $1.75@$2.00
Goodell's Acme	₩ gross, 1.00
Hopper's	₩ gross, 15.00
No. 5, iron handle	₩ gross, 22.00
Sardine Scissors	$1.75
Sardine Scissors, forged steel	₩ doz., $3.00
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50	30%@30&10%

Cartridges

See Ammunition.

Casters

Bed	70@70&10%
French or Philadelphia Iron wheel Plate	75 @75&10
Payson's Furniture	30@30&10
Payson's Truck	70&10&10
Standard, Ball Bearing	70&10
	65

Cattle Leaders

Humason, Beckley & Co's	70%
Sargent's	70&10%
Welton's	70&10%

Chain

American Coil, Straight Link:

Inch	₩ 100 Lbs.
3-16	$3.60
¼	5.20
5-16	4.25
⅜	4.10
7-16	3.95
½	3.85
9-16	3.80
⅝	3.75
¾	3.80
⅞ to 1	3.90
1⅛ to 1¼	3.90

Covert Manufacturing Co., Brass chain, Halter chain, Heel chain, Rein chain, Stallion chain 75

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Chains

Galvanized Pump chain, ₱ lb.....4¼@4¾c
Ger. coil, list July 24, '97...60&10@60&10&10%
Ger. Halter chain, list July 24, '97.60&10&10%
Jack chain, Iron.....60&10@60&10&10%
Jack chain, Brass.....60&10@60&10&10%
Oneida Wire Dog chains.....65@50&5%
Trace Wagon and Fancy Chains:
New list.....60@60&10%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....80%
COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....45%
Sisal.....33⅓%

Chain Guards

Aluminum S. & N. Co.....50%

Carpet Stretchers

Montross' "Excelsior," ₱ doz., $6.00....20%
Bullard's.....33⅓%
Cast Iron, Steel points, ₱ doz.....80c
ockets, ₱ doz.....$1.75

Carpet Sweepers

Sterling Carpet Sweepers:
Model A, Nickel trimmings..... 25.00
" B, Japd. " 21.00
" " Nickel " 23.00
" C, " 21.50
" D, Japd. " 19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise.....25¢@30%
Goodell's Family, net ₱ doz.....$5.00
Rollman's, net., ₱ doz.....6.00

Chisels

SOCKET FRAMING & FIRMER—
Standard Makes.....75@75&10%
L. & I. J. White.....30@30&5%
C. E. Jennings & Co., No. 70.....25&10%
Jennings & Griffin Mfg. Co.....65&2&10%
TANGED & MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$6.00 to £
C. E. Jennings & Co.....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels.....35&10%
Tanged Gouges.....25&10%
Tanged Firmers.....33⅓&10%
Tanged Gouges.....33⅓%
L. & I. J. White.....25&5%
COLD CHISELS—
Good quality, ₱ lb.....13&16c
Snell's best C. S.....40&5%
Cronk's.....50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—
Chicago Flexible Shaft Co's.:

	Each.
Lightning Belt Clipping Mach.	$15.00
New '98, Chicago	8.75
1903 Chicago	10.75
Twentieth Century	5.00

Coach Oil

Snow Flake.

One-pint cans, ₱ doz.	$ 3.00
One-quart cans, ₱ doz.	4.80
One-gallon cans, ₱ doz.	15.00
Five-gallon cans, ₱ doz.	66.00

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills

Box and Side.....50&10@60%
Enterprise Mfg. Co.....20@25%
Lane Bros. Co.....30%

Compasses, Dividers, &c

Atmol Calipers and Dividers.....40%
Bemis & Call Co's.:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers...75@75&10%

Coopers' Tools

Barton's.....20@20&2%
L. & I. J. White.....20@20&5
Sandusky Tool Co.....20@20&10%

Corkscrews

Detroit Cork Screw Co.....33⅓%
Humason & Beckley Mfg. Co.....50&10%
Samson, ₱ doz.....$10.00

Corn Hooks

	₱ Doz.
Kretsinger Cut-Easy	net $6.00

Corn Knives and Cutters

Bradley's.....net
Wadsworth's.....60%

Countersinks

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50%

Cow Ties

See Chains.

Crayons

Sargent's List.....20%

Dixon's:	₱ Gro.
Eclipse.....7 in., $3.75; 9 in.,	$4.38
Emerald	5.00
Oriole	5.0
Rainbow	3.12
Solid	7.50
Tailor black, $5.62; red and blue	9.00

Curry Combs

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co's.....25&10%

Cutlery

Foster's Pocket.....30%
Carriers' Pocket.....10%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass.....40%
Embossed Glit.....30&10%
Leather.....40%
Union Hd'wre Co., new list.....50&50&10%

Door Checks

Bardsley's.....40@45%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10%
Pullman's Screen, ₱ doz. net.....$4.50

Door Holders

Empire.....50%
Superior.....33⅓%

Door Springs

Columbian Steel.....20%
" Faultless.....50%
Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....25%
Pullman Coil.....25%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 39 in., ₱ doz. net.$1.10@$1.25
" " 48 in., " " " 3.50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners

Iwan's Adjustable.....55%
Iwan's Stationary.....40&5%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list..75&10%
Sargent's list.....60

Drawing Knives

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Jennings & Griffin.....60%
Watrous.....16⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Miller's Falls, each $8.00....15&10%
Stearns' bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00,
Adjustable, No. 10, $12.00.....33⅓%
TWIST DRILLS—
See Augers and Bits.

Egg Beaters

Holt-Lyon Co.:	₱ Doz.	₱ Gro.
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz.	$6.60 1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.80
No. 2, Tinned, hotel size	2.00	24.00

Emery Wheel Dressers.

Sterling.....35%

Escutcheons

Wood.....25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Iron Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key.....50%
"Victor," Metal Key.....50&10
"Duplex," Metal Key.....60%
"I. X. L." Corked Lined.....50%
"Reliable," Cork Lined.....50&10%
"O. K." Cork Lined.....50%
"Chicago," Cork Lined.....60%
"Perfection," Cedar.....40%
"No Brand," Cedar.....50%
SELF MEASURING—
Enterprise ₱ doz. $36.00.....40&10%
Lane's.....$40.10&3%

Files

DOMESTIC—
New list, Nov. 1, 1899:
American.....75&10@75&10&10%
Arcade.....75&10@75&10&10%
J. Barton Smith.....75&10@75&10&10%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75&10@75&10&10%
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan.....75&10@75&10&10%
Nicholson.....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal.....60@60&10%
IMPORTED—
Stub's.....Stub's list, 30@33⅓%

Filters

Acorn.....50%
Fulper's Natural Stone.....$8.50@$13.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

Bishop's.	₱ Doz.
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Freezers, Ice Cream

"Alaska":

Qts.	1	2	3	4	6
Net	$1.15	$1.85	$1.60	$1.95	$2.60

"North Star:"

Net	$1.25	$1.45	$1.75	$2.25	

Fruit, Wine & Jelly Presses

Enterprise.....20@25%

Fry Pans

Standard list.....75&10%

No.	1	2	3	4
₱ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$6.00	$7.00	$8.00	$9.00

Kitchen Specialty Co.: Net ₱ Gro.

Size A A	$8.10
" A	8.70
" B	9.30
" C	9.90

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking Mortise, etc.....60%
Stanley's.....35%
Starrett's Surface, Center and Scratch.
Wire, Morses.....25%
Wire, P. S. & W., low list.....33⅓%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graphite, Lubricating

Dixon's Pure Flake:
682— 1 lb. cans.....20c. ea
683— 5 lb. screw top tin cans.....85c. ea
684— 10 lb. screw top tin cans....$1.60 ea
644— 25 lb. boxes.....15c. lb
645— 50 lb. boxes.....14½c. lb
646—100 lb. kegs.....14c. lb
647—350 lb. barrels.....12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75.....50%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&10%
Riveting and Tinners'.....40&2½%
HEAVY HAMMERS & SLEDGES—
Under 5 lb 50c lb.....30&5%
5 to 5 lb 40c lb.....30&5%
Over 5 lb 30c lb.....30&10&5%
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Handles

WOOD—
Auger, assorted, ₱ gro.....$2.75
Auger, large, ₱ gro.....3.25
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32½.....40%
Axe, Pick, etc.....60&5%@60&10%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron..... 25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. $2.25@$2.75
Hammer, Hatchet.....60&10%
Hoe, Rake and Fork.....45@50
Rollis Hdw. Co. Hafts, $9.00.....40&10%
"Simplicity" File Hdls, ₱ gro....$ .80&1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Handle.....40%
Shovel and Spade, Long Handles..40&5@50%
CROSS-CUT SAW HANDLES—
Atkins.....40&5%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....66⅔@70
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&25
Hinge Pattern, net.....$6.00 ₱ doz.
Standard.....60&25
Special, No. 25.....$3.50
" " 30..... 3.90
" " 40..... 5.00
" " 20..... 6.25
Track for same, ₱ 100 ft. net.t..... 5.75
Cronk's:
Nos. 1. 1¼, 2 and 3.....60&5%
Nos. 11, 12.....70&10%
No. 50, net.....$3.50
No. 44, net.....4.00
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr...60&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....60&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $3.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $3.20
Ball Bearing..... " 4.15
No. 105..... " 2.25
New Model..... " 2.85
New Champion..... " 2.25

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 438, 40 drawers, no partitions, run. ft., $3.60; net each.....$30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.88; net each..... 35.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each..... 54.38
OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.86; net each..... 15.40
No. 1702, open base with center shelf. run. ft., $2.25; net each..... 18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each.... 22.92
NAIL BIN BASES—
No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each..... 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each..... 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each..... 30.68

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought.....90@90&10%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track..$7.00
Myers Unloader, wood track..... 7.00
Comb. Car, Double steel T..... 7.00
Comb. Car, wood track..... 7.00
Rev. Car, Double steel track..... 7.00
Rev. Car, wood track..... 7.00
Myers Unloader, cable..... 7.00
Myers Unloader, single rail..... 7.00
Sure Grip Sling Car, steel or wood track..... 12.00
Dbl. Rail steel track, complete, ₱ ft. —
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each..... 1.80
Nellis Fork, each..... 3.00
Double Grapple Fork, each..... 7.00
Sprouts, Shear Fork, each..... 1.40
Walker Fork, each..... 2.50
Common 6 in. wood sheave pulley, Fig. 433, ₱ doz..... 3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz..... 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 435, ₱ doz..... 3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz..... 4.80
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz..... 4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz..... 3.50
Floor pulley, wood sheave, Fig. 433, ₱ doz..... 4.50
Hanging Hooks for double steel track, ₱ doz..... 1.40
Hanging Hooks for single steel track, ₱ doz..... 1.40
Hanging Hooks for wood track, 10 in., ₱ doz..... 1.00
16 in., ₱ doz..... 1.30
Floor Hooks, ¾ in., ₱ doz..... 1.40
Malleable Rafter brackets, ₱ doz..... .70
Wrought Rafter brackets, ₱ doz..... .70
Rope Hitch, ₱ doz..... 3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.00
Iwan's Hay, imp. serrated, ₱ doz., net. 9.50
Kohler's Hay, sickle edge, ₱ doz., net. 9.70
Auburn Straw.....40&10%
Weymouth, pat., ₱ doz., net.....$6.00
Wadsworth's.....40&10%

Hedge Trimmers

Wadsworth's:
No. 1.....10%
No. 2.....10%

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap	6 to 12 in., ₱ lb....3½c
	14 to 20 in., ₱ lb....3½c
	22 to 36 in., ₱ lb....3½c

STRAP AND T HINGES—
(New Prices)
List December 20, 1904:

Light Strap Hinges	65%
Heavy Strap Hinges	75%
Light T Hinges	60%
Heavy T Hinges	55%
Extra Heavy T Hinges	70%
Hinge Hasps	45%
Corrugated Heavy Strap	75%
Corrugated Ex. Heavy T	70&10%

Extra, 10 & 10%

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SPRING HINGES—

Bommer Brothers:
- Bommer Spring Hinges 40%
- Bommer B. B. Floor Hinges 40%

Bardsley's Patent Checking 15%

Chicago Spring Butt Co.:
- Chicago Spring Butts 25%
- Triple End Spring Butts 50%
- Chicago Ball Bearing Floor Hinge 50%
- Garden City Fire Engine House Hinge 25%
- Chicago Saloon Door Hinge 25%

Columbian:
- Steel Hinges 60%
- Floor Hinges 60%
- American 30&5%
- Gem 30&5%
- Oxford 30&5%
- Acme, Steel 35%
- " Brass 25%

Niles Mfg. Co 30&5%

Superior:
- Floor Hinges 33%

GATE HINGES—

Clark's, Nos. 1, 2, 3 50&10@60&10%
N. E., ₱ doz., $7.50 80%
N. E., Reversible, ₱ doz., $5.50 60%
N. Y. State, ₱ doz., $4.20 60%
Western, ₱ doz., $4.20 60%

BLIND HINGES—

Parker 70&10@70&10&10%
Sargent's, Nos. 1, 2, 5, 11, 13 75%
W. H. Co's., No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.80 ₱ doz. sets 50&10%

Hitching Cords

Covert Mfg. Co 45%
Hitchers Stall 30&2%

Hollow Ware

ENAMELED—

Agate Nickel Steel Ware 60%
"Never Break" Steel:
- Spiders, Griddles, &c. 65&10%
- Maslin Kettles, &c. 60%
- " " Porcelained 50%

STOVE HOLLOW WARE—

Blacklock:
- Ground 55@60&10%
- Plain or Unground 60@65%
- Country Ware ₱ 100 lbs. net $3.75@$3.00
- Enameled Ware 50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled 50%

GLUE POTS—

Tinned 35%
Enameled 40%

Hooks

BUSH—

Jennings & Griffin's 33⅓&5%
Wadsworths 55&10%

CAST IRON—

Ceiling, Sargent's list 50&10@60%
Chandelier 60@60@10%
Clothes Line, Sargent's list 50&10&10%
Coat and Hat, Sargent's list 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list 50@50&10%
Lamp 60@60&10%
Picture 50&10%
Screw Hat 60&10@70%
Wardrobe 60&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz. $1.35
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%

WIRE—

Atlas, new list, single cases 35%
Atlas, Metal Clasp 75%
Wire Coat and Hat, Acme 60&10%
Wire Coat and Hat, Gem 70&10%
Wire Ceiling, Gem 70&10%

MISCELLANEOUS—

Belt 60&10%
Covert Mfg. Co.:
- Safety Gate and Scuttle Hooks 35&5%

Grass, Wadsworth's 60%
Cronk's, Grass, ₱ doz. $2.75
Hooks and Eyes, Brass 60&10&10%
Hooks and Eyes, Mal. Iron 70&10%
Cotton, box and hay 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C	25c	25c	22c	21c	21c	40&5%
American, all sizes, net						9½c
Nos.	6	7	8	9	10	
Anchor and New Haven	13c. net for all sizes 5 to 10.					
Nos.	6	7	8	9	10	
Ausable	26c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	26c	26c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	80&10%
Essex	25c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes, net						9½c
Livingston						10&10%
Maud S	25c	23c	23c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb						12c
Northwestern	25c	23c	23c	21c	20c	25@35&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western						40&10%

Horse Shoes

F. O. B. Pittsburgh:
- Horse and mule, Iron, ₱ keg $4.00
- Steel, ₱ keg 3.75

Horse Ties

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Sisal 30%
- Jute 45%

Hose, Rubber

Boston Belting Co.:
- "Boston" 50%

Niagara 60%

N. J. Car Spring & Rubber Co.:
- Extra Para 40&10%
- Reliable 50&10%
- Staple 60&10%

Standard 70&10%

Hose Bands

Star Hydrant 80&20%
Steam 70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross $9.00 net
Crown net
Gem Ice Shave net
Sargent's Ice Awls 55%
Snell's 50%
Star net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, No. 33, ₱ doz. $6.00 25@30%
No. 84, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain 20@25%

Knives

Kimball's:
- Bread Knives, ₱ doz. $1.50 20%
- Butcher Knives 25%
- Shoe Knives 25%

Cronk's Chopping, net ₱ doz. $1.50
Foster Bros., butcher, &c. 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives net

Knives, Hay and Straw

Wadsworth 40&10%

Knife Sharpeners

Pike's: 40%
- Nat. Grit Carving Knife Hones ₱ doz. $3.00
- Solid Stone Carving Knife Hones ₱ doz. $2.50
- Quick Edge Pocket Knife Hones ₱ doz. $3.00
- Mounted Kitchen Sandstone ₱ doz. $1.50

Knobs

Bardsley's wood, door, shutter and base 10@15%
Base, rubber tip, 3½ in bead, ₱ gro. $1.15@$1.25
Door Mineral 65@70c
Door Por. Jap'd 70@75
Door Por. Nickel $3.10@$3.20

Lanterns

C. T. Ham, Class A, B, C and D 40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion 75&10%
Clipper Improved 50&10&10&5%
Enterprise 40&10%
Genuine Philadelphia Mowers:
- Styles M, S, C, K, T 70&10%
- Style A (all steel) 60&10%
- Style E, low wheel 60&10%
- Style E, high wheel 70&10&5%
- Drexel, low list 50%
- Gold Coins, low list 50%

New Departure, high wheel 70&10%
New Departure, low wheel 75%
Pennsylvania 60&10

Lawn Sprinklers

Enterprise 25@30%
Philadelphia Lawn Mower Co.:
- Philadelphia Lawn Sprinkler:

Nos.	1	2	3
Per Dozen	$12.00	$15.00	$24.00

80%

Kohler's:
- Daisy, net, ₱ doz. $7.50
- Mystic 6.00
- Rainmaker 4.80
- Dew Drop 1.20

Leads

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Jute 45%
- Sisal 33⅓%

Lemon Squeezers

Berger Bros., ₱ doz.: 8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz. $9.60
Little Giant 50@50&5%
Porc. lined, Iron, ₱ doz. $1.75
Porc. lined, Wood, ₱ doz. $1.35
Wood, common, ₱ gro., No. 0, $5.25 @$5.50; No. 1, $6.25@$6.50

Levels

C. E. Jennings & Co's.:
- Hexagon 25&10%
- Iron Bench, new design 25&10%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet 40&10%
Cotton Trot 20%
Samson Cot., Nos. 4, $2.90; 4½, $3.75 20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50 20%
Wire Clothes:

	18	19	20
1000 feet	$3.35	$3.00	$1.75
75 feet	1.80	1.25	1.10

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 40%
Reading Hardware Co 40%
Sargent & Co 40%

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 40%
Ames Sword Co 40@45%
Brown's brass 25%
Brown's chain 25%
Champion 40%
Eagle 40%
Smith & Egge bicycle 50%
Wrought Iron 75&10@80%
Yale Lock Co 60%

TRUNK—

Corbin's 25&10%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory 45@5&50%
Lignumvitæ 45@5&50%
Bliss:
- Carpenters, Tinners, Box, Carvers 33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden, net ₱ doz. $4.00
Regular Goods 70&10%@75%

Meat and Food Cutters

American 30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$80

Dixon's, ₱ doz. 30&10@40&10%

Nos.	1	2	3	4
Each	$14	$17	$19	$60

Enterprise 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$3.75	$6	$4.50	$6

Little Giant 40@50%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz. 40@50%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) 25@30%

Meat Juice Extractors

Enterprise 25&10%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00 40%
Sargent's 60@60&10%

Mitre Boxes

C. E. Jennings & Co 30&10%
Seavey's, ₱ doz., $30 40%
Stanley Rule and Level Co.:
- Nos. 340 to 460 30%
- Nos. 50 and 60 35%

Mop Wringers

	₱ Doz.
No. 1 Reliance	$12.00
No. 2 Reliance	16.00

Motors

COFFEE MILL—

Specialty Novelty Co., each $5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Asen list, July, 1899 85@85&10%

PICTURE—

Niles' Patent 40%
Porcelain head, combination list 60&10%
Porcelain head, Sargent's list 30%

Nail Nippers

'Gem," ½ gross lots, ₱ gross $21.00
" less quantity, ₱ dozen 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net $7.50
Black Hawk, ₱ dozen 9.00
Cyclops 50&10%@50%
Cronk's, ₱ dozen, net $12.00
Eureka, No. 74, ₱ doz., net $3.50
Eureka, No. 75, ₱ doz., net $3.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00 30&5%
Lightning, ₱ doz., $18.00 20%
Morris No. 1, list $20.00 50%
National, ₱ doz., $24.00 10%
Pelican, ₱ doz., $ 9.00 40@40&10%
Rollis Hardware Co., No. 1, $18.00 50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro.	.55
Corrugated	.85
Knurled	.50@70%

Nippers

Acme 50%
Nettleton Mfg. Co.:
- Reversible Cutting 40%

Smith's cutting 50%
Todd's cutting 30%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $6.00	30%

Nuts

Cold Punched:

	Off List
Mfrs. or U. S. Standard.	
Square, blank	$5.00
Hexagon, blank	5.45
Square, blank, C. T. & R	5.20
Hexagon, blank, C. T. & R	5.05

Hot Pressed:

	Mfrs. U. S. or Nar. Guage Standard
Square, blank	5.20
Hexagon, blank	5.30
Square, tapped	5.20
Hexagon, tapped	5.70

Oils

Linseed, city, boiled, in barrels
Linseed, city, raw, in barrels
Out of town on spot
Calcutta, raw, in barrels
} See "Review of Markets"

Lard, prime city, ₱ gal. 63@64c
Lard, Extra, No. 1 49@52c
Lard, No. 2 35@40%

Oilers

Brass and copper 50&10
Tin or steel 65@10&70%
Cushman & Denison's: ₱ Doz.
- Gem $ .50
- Leader .80
- Perfect oilers 1.50
- Star pocket oilers .75

"Paragon," brass 50&10%
"Paragon," zinc 65&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust 70@70&10%
Zinc and tin 65@65&10%
American Tube & Stamping Co.:
Spring bottom cans 70@70&10%
Railroad oilers, etc 60@60&10%

Oil Stones, Etc

AXE STONES—

Pike's: 40%
- Hindostan, large axe 8c ₱ lb
- " small " 10c " "
- Queer Creek Axe 20c " "

OIL STONES—

Pike's: 33⅓
- Lily White Washita 60c ₱ lb
- Rosy Red " 60c " "
- Extra " 50c " "
- No. 1 " 40c " "
- No. 2 " 30c " "
- Lily White " round edge slips 90c " "
- No. 1 Washita, round edge slips 70c " "
- Washita Pen Knife pieces. 70c " "
- No. 1 Hard Arkansas stone 8 to 5½ in. long $3.80 " "
- No. 1 Hard Arkansas stone 5½ to 8 in. long $3.50 " "
- No. 1 Soft Arkansas stone 8 to 5½ in. long $1.50 " "
- No. 1 Soft Arkansas stone 5½ to 8 in. long $1.70 " "
- Soft Arkansas, round edge slips $3.50 " "
- Hard Arkansas, round edge slips $4.00 " "
- Hard Arkansas Pocket Knife pieces $4.00 " "

Pike's:
- Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes 40%

India Oilstones, all grades and sizes 33⅓%

Queer Creek Oilstones 20c ₱ lb
Chocolate Oilstones 50c " "
Regular Hindostan 8c " "
Small Hindostan 10c " "
} 40%

Pike's Selling Assortments:
- Assortment No. 1 $20.00 net
- " " 2 12.00 "
- " " 3 15.00 "

Packing, Steam

RUBBER—

Boston Belting Co.:
- Phoenix, net ₱ lb. 50c
- Plumbago 50%

Pure Packing, "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₱ Lb

American Packing 8c@10c
Cotton Packing 16c@25c
Italian Packing 9½c@12c
Jute 4½c@5c
Russian Packing 8½c@11c

Padlocks

See Locks.

Parers

APPLE—

	₱ doz	$ 4.00
Advance		
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	10.00
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	28.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 73	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO— ₱ Doz

Saratoga $7.00
White Mountain 6.00

Pencils

Dixon's:	₱ Gro
Carpenter's	$3.17@6.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.37
Colored lumber	9.00
Black artists	9.37
Colored	4.39@7.50
Assortment boxes	1.51@3.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 25, 1899 70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire 50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.) 40%
Bench, first quality 40&10%
Bench, second quality 50&10%
C. E. Jennings & Co 30&10%
Molding 33⅓&5%

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Butcher's....$5.00@5.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@25%

Pliers
Button....75&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$3.25
" 40....75&10%
" 50....80%
" 65....40&10%
" 70....50%
" 80....50&10%
" 85....50%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts
See Bolts.

Plumb Bobs
Keuffel & Esser Co....33⅓%

Plumbs and Levels
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels
Stanley's....45%
Duplex....35%

Poachers
See Egg Poachers.

Police Goods
Tower & Lyons....25%

Polish Metal
Prestoline Liquid, new list....40%
Prestoline Paste....40%
U. S. Metal Polish Paste, 3 oz boxes, ₩ doz....$ .50
₩ gross....4.50
¼ pound boxes, ₩ dozen....1.25
1 pound boxes, ₩ dozen....2.25
U. S. Liquid, 3 oz cans, ₩ dozen....1.25
₩ gross....12.00
Barkeeper's Friend Metal Polish ₩ dozen....1.75
₩ gross....18.00

Polish, Stove
Black Eagle benzine paste, 5 lb cans, ₩ lb....10c
Black Eagle, liquid, 10 oz. cans, ₩ doz....75c
Black Jack paste, ¼ lb cans, ₩ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₩ gross, $10.00....50%
Joseph Dixon's, ₩ gross, $5.75....10%
Dixon's Plumbago, ₩ lb....8c
Fireside, ₩ gross....2.50
Gem, ₩ gross., $4.50....10%
Japanese, ₩ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₩ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ¼ lb. box, ₩ doz....1.00
Black silk, 5 oz box, ₩ doz....75c
Black silk, ¼ pint liquid, ₩ doz....1.00

Poppers, Corn
Square.	₩ Doz	₩ Gro
1 qt		$ 9.00
1½ qt		11.00
2 qt		13.50

Post Hole Diggers
Avery's....60%
Disston's Samson Digger, ₩ doz. $34....25%
Kohler's:
Little Giant....₩ doz., net $12.00
Hercules...." " 9.50
Invincible...." " 9.00
Pioneer...." " 7.50
Universal...." " 18.00
New Champion...." " 5.00
Rival...." " 5.00
Ryan's....₩ doz., $20.00 25%
Iwan's:
₩ Doz
Split handle....net $6.75@7.00
Perfection...." 7.25@75.0
Rockford Tack & Nail Co.:
Rockford brand....₩ doz., " 6.50
Atlas pattern...." " " 7.50

Post Hole Augers
Iwan's Patent improved....40&5%
Vaughan's, 4 to 9 in....6.00

Potato Hooks, Etc
Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder
See Ammunition.

Presses
See Fruit and Jelly Presses.

Primers
See Ammunition.

Pruning Hooks and Shears
Cronk's Pruning Shears, all styles....33⅓
Disston's Combined Pruning Hook and Saw, ₩ doz., $18.00....30%
Disston's Pruning Hook, ₩ doz., $12.00....30%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys
Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Ox all steel....60
Grand Rapids," all steel....6
Hay Fork, swivel eve., ₩ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4½ in., ₩ doz., $3.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₩ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps
Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75@80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₩ doz....$ 7.50
Mechanical, net ₩ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 828, 3 in. Shallow Well Pump....18.00
No. 8, Fig. 828, 3½ in. Shallow Well Pump....15.00
No. 5, Fig. 807, 3 in. Deep Well Pump....15.00
No. 6¼, Fig. 807, 3½ in. Deep Well Pump....17.00
No. 14, Fig. 821, 3 in. Deep or Shallow Well Pump....15.00
No. 32, Fig. 823, 3 in. Deep Well Pump....17.00
No. 56, Fig. 831, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 833, 3½ in. Shallow Well Pump....17.00
No. 70, Fig. 833, 2½ in. Deep Well Pump....15.00
No. 72, Fig. 833, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 106, Fig. 448, 3½ in. Lift Pump....11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3½ in. Lift Pump....8.50
No. 225, Fig. 389, Windmill Pump....13.50
No. 255, Fig. 406, Windmill Pump....16.00
No. 240, Fig. 406, Regulator Pump....28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches
Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60@65%
Snells' Tinners'....40&5%

Rail
Barn Door, Light, Inches...	½	⅝	¾
₩ 100 feet	$1.40	1.85	2.30

Barn Door, "None Better" No. 1, ₩ ft....3¾c
Barn Door, "None Better" No. 2, ₩ ft....4c
B. D. for N. E. Hangers:
Angular, ₩ ft., 8c....70%
Double Flange, ₩ ft., 8c....70%
Cronk's:
₩ Ft
O. N. T. style, No. 18....2½c
Double braced, No. 10....2¾c
Lane's:
O. N. T. 1 in., ₩ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ₩ 100 ft....3.50
" 1¼ " " " " 3.98
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₩ ft....4½c
Sliding Door, Steel, Brass Plated, ₩ ft....5½c
Sliding Door, Wrought brass, 1¾ in ₩ lb. 35c....25@30%
Victor Track Rail, 7c ₩ ft....60&10&2½%

Rakes, Etc
Cronk's:
Malleable....70&10%
New Champion....$3.75, 4.00, 4.25 net
Victor....$3.00, 3.25, 3.50 net
Anti-Clog Lawn....$4.00 net
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:
Net
Lawn Queen, 20....$3.15
" " 24....3.25
Jumbo Lawn, 36....5.40
Paragon (wood head)....2.50
Steel Garden, 10th....2.00
" " 12th....2.10
" " 14th....2.25
" " 16th....2.40

Rasps, Horse
Disston's....75%
New Nicholson Horse Rasp....70&10@75&5%
See also Files.

Razors
Electric....List Net
Boracic....60%
Fox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to $....10%

Razor Hones
Pike Mfg. Co.:
Belgian German and Swaty, all sizes....50%
Pike's Selling Assortments:
Assortment No. 1....$18.00 net
" No. 2....10.00 net

Registers and Ventilators
HOT AIR—
New list, July 1, 1903:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70@70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops
Iwans' Volcano....55%

Rifle Cleaners
Bishops':
Small Bore Rifle Cleaner, ₩ doz....$5.00

Rings
See Bull and Hog Rings.

Rivets and Burrs
COPPER—
Belt with Burrs....45@45&5%
Hose with Burrs....45@45&5%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75@75&5%
Miscellaneous....75@75&5

Rivet Sets
Regular list....70%

Rollers, Stay
Cronk's:

Nos	50	55	56	60	65
₩ Dozen	.90c	.80c	.75c	.75c	.75c

Rope
Cotton Rope:	₩ Lb
Best ¼ in. and larger	16¾c
Medium	14¾c
¼ in. and larger	——
Common	10¾c

Jute Rope:
A grade....6¾c
C grade....5¾c
Manilla Pure:
7-16 in. and larger....12¾c
¼ in....11c
⅛ and 5-16....13¾c
Sisal, Pure:
7-16 in. and larger....10c
¼ in....10¾c
⅛ and 5-16 in....11c

Root Cutters
Lane's....25%

Rules
Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons
DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₩ 100 lbs....$3.75
Bronze finished in cases, ₩ 100 lbs....3.15
Aluminum finish, in cases, ₩ 100 lbs. 2.95
Full nickel, in cases, ₩ 100 lbs....3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel....70&10&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances
Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain
Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener
Ives....40%

Sash Cord
Cable Laid Italian, ₩ lb....16@18c
Cable Laid Russia, ₩ lb....15c
Common India, ₩ lb....10@10¼c
Patent Russia, ₩ lb....14c
Patent India, ₩ lb....12½@13c
Silver Lake:
A Quality, drab, ₩ lb....40c
A Quality, white, ₩ lb....35c
B Quality, drab, ₩ lb....35c
B Quality, white, ₩ lb....30c

Sash Fasteners
Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....50%
Window screen sash lifts....33%

Sash Locks
Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....33⅓%
Crescent....50&10%
Iron....33⅓%
Window ventilating....40%
Robinson pat. ventilating sash lock....40%
Wrought bronze and brass....55%
Wrought steel....55%
Paysons Signal....30%
Pullman patent ventilating....25%

Sash Weights
Ton lots at factory (Eastern)....$27.50@28.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws
Atkins:
Band to 14 in. wide....60%
Band ½ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 8 in. to 16 in. wide....60%
Band ½ in. to 1¼ in....60%
Cross cuts....45%
Narrow cross cuts....50%
Mulay, mill and drag....50%
Framed wood saws....40%
Wood saw blades....40
Wood saw rods....2 5
Hand saws, Nos. 12, 99, 9, 16, D100, D88, 120, 76, 77, 8....30%
Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 00, combination....35%
Compass, keyhole, pruning, dovetail, &c....30%
Butcher saws and blades....40%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws....30&2½&10%
Pence:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....30%
Hand saws....30%
Star, Butcher....35%

HACK SAWS AND FRAMES—
Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines....10%
Sterling Saw Machines....10%
Sterling hack and saw blades....35%
Sterling hack saw frames....35%
Disston's:
Concave blades....30%
Keystone flex. back and mach. blades....40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....15&10%

Saw Filer
Disston's D8 Clamp and Guide, $30.00 ₩ doz....30%

Saw Frames
C. E. Jennings & Co....20%
Richardson's Wood....net
Sterling....25%

Saw Sets
Atkins,
Criterion saw sets, ₩ doz....$3.00
Excelsior saw tools No. 1, ₩ doz....4.80
Disston's Monarch, Nos. 1 & 10 & Star....30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₩ doz. net....$7.50
"Royal," ₩ doz. net....4.50
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.62....50%
Cross cuts, Nos. 3 & 4, $30.63; 5, $30.00....10%
Richardson's....25%
Seymour Smith & Son, hammer, ₩ doz. $4.75
Stillman's, ₩ doz....1.00
Taintor's Positive, $18.00 ₩ doz....60%

Scales
Chatillon's:
Eureka....30%
Favorite....40%
Grocers' triple scales....40%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.50@$2.00
Striped....$2.00@$2.20
Pelouze....50%

Scale Beams
Chatillon's No. 1....25%
Chatillon's No. 2....25%

Scrapers, &c
Adj. Box scrapers (S. R. & L. Co.)....45%
Box, 1 handle, ₩ doz....$2.00
Box, 2 handle, ₩ doz....$3.00@$4.00
Foot....55&5@60&5%
Ship, Common, ₩ doz., net....$3.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₩ doz....$3.00

Screw Drivers
Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....27½
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₩ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₩ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Deflancio....70%
Snell's No. 5....75&5%
No. 10....75&10&10%
Nos. 20 and 30....60&10&10%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws
WOOD SCREWS—
List July 23, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head....50&50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1900....75&15%
Coue Point....70&15%

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BENCH, HAND, ETC—
Bench, iron, ₱ doz.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....30@30&5%
Hand, wood.....30@30&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....40&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes
₱ Doz
Cronk's.....$3.00
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush.....40%

Scythe Rifles
8-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones
₱ Gro
Pike's Selling Assortments:
Assortment "A".....$4.75 net
" "B".....$3.75 net
No. 1, Indian Pond.....$ 7.00
No. 2, " " 4.50
White Mountain..... 9.00
Black Diamond..... 12.00
Lamoille..... 11.00
Green Mountains..... 6.00 } 40%
Leader Red End..... 4.50
Willoughby Lake..... 9.00
Extra Quinnebog..... 7.00
Pike's Corundum..... 18.00
" Quick Cut Emery.....10.00

Seeders
Raisin, Enterprise.....25@30%

Shears
Acme (cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....62½%
N. P. Bent Trimmers.....62½%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks
Nickel Plated.....70&10%
Japanned.....70&10%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....40%

Shears, Hedge
Wm. Wilkinson & Sons.....50%

Sheaves
SLIDING DOOR—
Corbin's list.....60&10&2½
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10&60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells
See Ammunition.

Ship Tools
L. & I. J. White.....25%

Shot
See Ammunition.

Shovels and Spades
Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Shutter Bars
Ives'.....45%

Shutter Bolts
See Bolts, Shutter.

Skate Sharpeners
Eureka.....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools
Plumbs.....30%

Slaw and Kraut Cutters
Diston's:
Slaw, vegetable, corn grater, turnip shredder.....40%
Kraut cutters, 24x7, 26x8, 30x9.....55%
Kraut cutters, 36x12, 40x12.....40%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.@$20.00
2 knives, ₱ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers
See Hammers.

Slicers
Vegetable, Enterprise.....25%

Smiths' Bellows
See Bellows.

Snaps, Harness, &c
German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps....30&2%
Breast strap protector.....40%
Double for bits or trace carrier.....40%
Trojan snaps.....45
High grade snaps.....45%
Jockey snaps.....30%
Derby snaps.....30&2%
Rope snaps.....40%
Yankee snaps.....30&2%

Scythe Snaths
National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves
Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....60%
Wood, second quality.....33⅓%

Spoons and Forks
Atlas Spoons:
Tea, ₱ gro. net.....45%
Table, ₱ gro. net.....90%
Boardman's:
Nickel silver, catalogue "D".....net list
SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10&10%
German silver, unplated.....60@60&5%
KNIVES AND FORKS, NO. 12—
₱ Doz. Net
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....2.75

Springs
See Door Springs.

Spring Balances
See Balances.

Spring Hinges
See Hinges.

Squares
Diston's Try sq're & T bevels, new list..70%
Try square and T bevel.....60&10&5&70%
Winterbottom's Try and Mitre:
Iron Handle.....40%
Wood Handle.....50%
Nickel-pl'ted, new list, Jan. 5, '00.75&10&80%
Steel and iron.....75&10&80%

Staples
Barbed blind, ⅜, ½, & ⅝ in., ₱ lb.. 6@6½c
Poultry Netting.....8½@8½c
FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers
Cronk's, No. 50, net ₱ doz.....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels
Chatillon's "Dicks".....30%

Stocks and Dies
BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35&40%
Gardner.....33⅓&10%
Holroyd & Co.....50&10&5%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%
PIPE MAKERS—
Holroyd & Co.....30&10%@30&10%

Stones
See Oilstones.

Stops
See Bench Stops.

Store Door Handles
See Handles.

Store Ladders
Lane's.....10%
Myers' Noiseless.....30%

Stove Bolts
See Bolts.

Stove Polish
See Polish, Stove.

Sweepers
See Carpet Sweepers.

Swing Chairs, Steel
Haggard & Marcusson Co., "Comfort" per doz.....

Tackle Blocks
See Blocks.

Tacks, Finishing Nails, &c
New List, May 1, 1905.
American Carpet Tacks.....20&87½&10%
American Cut Tacks.....20&87½&10%
Swedes Cut Tacks.....20&87½&10%
Swedes Upholsterers'.....20&50&10%
Gimp Tacks.....20&50&10%
Lace Tacks.....20&50&10%
Trimmers' Tacks.....20&40&10%
Looking Glass Tacks.....65&5%
Bill Posters' & Railroad Tacks..20&50&10%
Hungarian Nails.....65%
Finishing Nails.....70&10%
Trunk and Clout Nails.....20&10%
NOTE.—The above prices are for Standard Weights. An extra 5% is given on on Medium Weights, and an extra 10&5% is given on light weights.
MISCELLANEOUS—
Double Point, in dozens.....20&5&tens
Shade, in dozens.....20&10&10%
Shade, in bulk.....30%

Tack Pullers
Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring
Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@35½%

Tap Borers
See Borers, Tap.

Taps
American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench
Rollis Hdw. Co., $6.00.....50%

Thumb Latches
See Handles.

Ties, Wall and Veneer
The Metal Stamping Co., Niagara...20&10%

Tinware
Stamped, Japanned and Pieced..net prices

Tire Bolts
See Bolts.

Tobacco Cutters
National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers
See Clippers.

Trace Holders
Fernald's, ₱ doz. pairs.....net $1.25

Trammel Points
C. E. Jennings & Co., "Eureka".....25%
Diston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters
Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps
FLY—
Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50
GAME—
Enterprise Mole..:.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10%@70&10&5%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz.. $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₱ doz.....$18.25
No. 2, Rat, ₱ doz., $3.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72.. 4.70
No. 4, Mouse, ₱ doz., $3.35; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers
Pullman No. 1, ₱ gro.....$ 9.00
" " 4, " " 24.00

Trowels, Mechanics
Brade's Brick.....30%
Diston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.....35%
C. E. Jennings & Co.:
Brick.....60%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plast'ng & Moulding..25&5%

Trowels, Garden
Kobler's:
Mal. Hdl. Jap., ₱ gross, net.....$4.80
" " Tinned, ₱ gross, net..... 6.00
Wood Hdl., ₱ gross, net..... 4.80
Diston's.....35%
Avery's, net ₱ gro.....$6.00

Vegetable Slicers
Enterprise Mfg. Co.....25%

Vises
Oval slide.....60%
Solid box.....60%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....45%
Coachmakers'.....45%
Armstrong's:
Combination.....50%
Plain and Hinge.....30%
Bonney's Champion.....40&10
Holland's.....60%
Howard's.....40%
Little Giant Bench.....35&5%
Lowell Hand.....33⅓
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-working.....15@20%
Planer.....15@20%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....30@35%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%
SAW FILERS
Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads
See Ammunition.

Wagon Jacks
Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters
Otis A. Smith's.....20&10&10%

Water Motors
Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching
Covert Mfg. Co.....40&2%

Well Wheels
Japanned, 8 to 14 in.....net

Weed Extractors
"Pastime," ₱ doz., net.....$1.75

Window Cleaners
Barnes Mfg. Co.....40
Bosley's Peerless.....60¢
Bosley's X. L. C. R.....70¢
Clayton's.....35&10%
Phoenix.....60%

Window Stop Adjusters
Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges
See Guages.

Wire and Wire Goods
Brass wire.....15%
Bright Wire Goods:
New list June 24, 1903.....30&25%
Cast steel wire.....50%
Copper wire.....30@25%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60@60&10%
Market Wire, Bright or Annealed:
Nos. 0 to 9.....75&5%
Nos. 10 to 18.....75&10%
Nos. 19 to 26.....80%
Nos. 27 to 36.....80%
Galvanized:
Nos. 15 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....70%
Cast steel.....50%
Charcoal iron.....60%
Gun screw.....65%
Picture wire, list of Oct. 2, 1900.....85&10@85&10&10%
Stub's steel wire.....$6.00 to$ 8½%

Wire Clothes Lines
See Lines.

Wire Cloth, Netting, &c
Galvanized wire netting.....80&5@80&10%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.00@$1.10

Wire Rope
Bright.....45&3½%
Iron, galvanized.....37½&3½%

Wire Rope Clips
Crosby.....25%

Wire Stretchers
W. C. Heller's grip, ₱ doz.....$1.50

Wrenches
Agricultural.....75&10@75&10&10%
Alligator.....70%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50&10@60%
Bemis & Call's:
Briggs pattern.....40%
Improved Pipe, bright.....65%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Feather weight.....40%
Protection.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....60&10%
Acme.....60@60&10 %
Bull Dog.....70
Hercules.....70

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National Cutlery Co., Detroit, Mich.

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Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Aluminum Oil Heaters
Novelty Mfg. Co., Jackson, Mich.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

"Atlantic" Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Automatic Door Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Automatic Knife and Scissors Grinders
Colonial Supply Co., Wellsville, N. Y.

Automatic Shears and Scissors
Davies Automatic Shear Co., New York.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Sundries
Geo. W. Nock Co., Philadelphia, Pa.

Awnings
Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Axes
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Bank Locks
The Yale & Towne Mfg. Co., New York.

Barbers' Supplies
Kraut & Dohnal, Chicago, Ill.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co.. Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Geo. W. Nock Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York

Box Straps
Cary Mfg. Co., New York

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Brackets, Shelf
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"
Atlantic Stamping Co., Rochester, N. Y.

Brick Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.
The Yale & Towne Mfg. Co., New York

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Machinery
Cleveland Butchers' Supply Co., Cleveland, O.

Butchers' Scales
John Chatillon & Sons, New York

Butchers' Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinet Hardware
The Yale & Towne Mfg. Co., New York.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Camping Outfits
Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbach & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Myers & Bro., Ashland, Ohio

Casters
Faultless Caster Co., Nebraska City, Neb

Casters (Furniture)
Geo. P. Clark Co., Windsor Locks, Conn.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chain Blocks
The Yale & Towne Mfg. Co., New York.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Chute, Coal, Wood, Vegetable
Chappell Furnace Co., Morenci, Mich.

Cigar Makers' Cutting Tools
Kraut & Dohnal, Chicago, Ill.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers
Coates Clipper Mfg. Co., Worcester, Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coasters
S. L. Allen & Co., Philadelphia, Pa.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Combination Squares
A. W. Hight, Toledo, O.

Conductor Pipe
American Steel Roofing Co., Middletown, Ohio.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Copper Ware
Atlantic Stamping Co., Rochester, N. Y.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Shellers
A. H. Patch, Clarksville, Tenn.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Creamery Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspidors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery
Davies Automatic Shear Co., New York
Kraut & Dohnal, Chicago, Ill.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Diamond Tools
The Tanite Co., Stroudsburg, Pa.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill

Door Check and Spring (Blount)
The Yale & Towne Mfg. Co., New York.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Keuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.

Drawing Knives
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass. (See Twist Drills)

Dry Goods Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Dye House Trucks
Geo. P. Clark Co., Windsor Locks' Conn

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Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Electric Supplies
Geo. W. Nock Co., Philadelphia, Pa.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa

Emery
The Tanite Co., Stroudsburg, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Glue
The Tanite Co., Stroudsburg, Pa.

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.

Enamel Ware (Ten Cent)
Baltimore Stamping Co., Baltimore, Md.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co. Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Fences, Wire and Iron
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fireless Cookstoves
Caloric Fireless Cookstove Co., Grand Rapids, Mich.

Fishing Reels
A. F. Meisselbach & Bro., Newark, N. J.

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")
Avery Stamping Co., Cleveland, Ohio.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y.

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Schooley Novelty Co., Homestead, Pa.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
C. E. Jennings & Co., New York.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grinding Machines
The Tanite Co., Stroudsburg, Pa.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saw Frames
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Cheney Hammer Co., Little Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York

Hammers, Ads-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand and Foot Power Grinders
Royal Mfg. Co., Lancaster, Pa.

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Franklin Specialty Co., Reading, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co. Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn
Standard Horse Nail Co., New Brighton, Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City N. J.

Hot Pan Lifters
E. L. Watrous Mfg. Co., Des Moines, Ia.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Nerlaud & Co., Williamsport, Pa.

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.

Inclinometers
Bradford Union Mfg. Co., Bradford, Pa.

Ironing Boards
Tyrone Ironing Board Co., Tyrone, Pa.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Job Lots
Chas. Weiland, New York, N. Y.

Keys and Blanks
Geo. W. Nock Co., Philadelphia, Pa.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.

Ladders (Rolling)
Bicycle Step Ladder Co., Chicago,

Lamps, Bicycle
John H. Graham & Co., New York

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Landing Nets, Ring, Staff
A. F. Meisselbach & Bro., Newark, N. J.

Lawn Fences
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Globe Lawn Mower Mfg. Co., Reading, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Worcester Lawn Mower Co., Worcester, Mass.

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.
John H. Graham & Co., New York

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Bradford Union Mfg. Co., Bradford, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels, Semi-Circular
Bradford Union Mfg. Co., Bradford, Pa.

Lifting Jacks
Barth Mfg. Co., Milwaukee, Wis.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks
Geo. W. Nock Co., Philadelphia, Pa.
Yale & Towne Mfg. Co., New York.

Locks and Knobs
John H. Graham & Co., New York

Locksmiths' Supplies
Geo. W. Nock Co., Philadelphia, Pa.

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Rochester, N. Y.

Machinists' Supplies
Diamond Saw & Stamping Works, Buffalo, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mallets
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Shingles
Montrose Metal Shingle Co., Camden, N. J.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Mills, Coffee and Spice
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mops
Bay State Mop Co., Woburn, Mass.

Mop Wringers
Lee Chair Co., Oneida, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
Nettleton Mfg. Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans
Atlantic Stamping Co., Rochester, N. Y.
A. F. Meisselbach & Bro., Newark, N. J.

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
The Yale & Towne Mfg. Co., New York.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Clips
Cushman & Denison, New York

Paper Fasteners
Schooley Novelty Co., Homestead, Pa.

Patents
Davis & Davis, New York
O. J. Haegler, Philadelphia, Pa.

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plated Ware
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Plate Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishing Pastes
The Tanite Co., Stroudsburg, Pa.

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York

Post Office Lock Boxes
The Yale & Towne Mfg. Co., New York.

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Printers' Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pulleys (Norris)
Frank B. Sloan & Co., Baltimore, Md.

Pulleys (Sash)
Frank B. Sloan & Co., Baltimore, Md.

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railroad Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and Sheffield, England
Adolph Strauss & Co., New York.

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razors, Safety
Gem Cutlery Co., New York
Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York

Real Estate
David P. Taff, Topeka, Pa.

Reamers
C. E. Jennings & Co., New York

Reels, Rope
Udell Works, Indianapolis, Ind.

Registers, Warm Air
Berger Bros. Co. Philadelphia
Standard Register Co., Cleveland, Ohio.

Reversible Nippers
The Nettleton Mfg. Co., Middletown, Conn.

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

Rifles
Hamilton Rifle Co., Plymouth, Mich.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets
Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co.: Jersey City, N. J.

Rubber and Iron Wheels
Geo. P. Clark Co., Windsor Locks, Conn

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Safety Heel and Ball Plates
Norlund & Co., Williamsport, Pa.

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Hangers
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Lifts
Champion Safety Lock Co., Geneva, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Pulleys (Norris)
Frank B. Sloan & Co., Baltimore, Md.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Diamond Saw & Stamping Works, Buffalo, N. Y.
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co. New York

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago.

Scissors, Automatic
Davies Automatic Shear Co., New York

Screen Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Screen Doors
A. J. Phillips Co., Fenton, Mich.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screwless Shears and Scissors
Davies Automatic Shear Co., New York

Screws
Robert Murray, New York

Screw Drivers
The Ducharmes Co., Shelburne Falls, Mass.
John H. Graham & Co., New York
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.

Screw Wrenches
Bemis & Call, Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
American Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Scythe Stones
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Seed Sowers
Cyclone Seeder Co., Urbana, Ind.

Self-Lighting Burners
Oakman Mfg. Co., New York.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington-Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels
A. J. Phillips Co., Fenton, Mich.
Geneva Tool Co., Geneva, O.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Chisels
Geneva Tool Co., Geneva, O.
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners
Geneva Tool Co., Geneva, O.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Scrapers
Geneva Tool Co., Geneva, O.

Sidewalk Shovels
Geneva Tool Co., Geneva, O.

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Skewers
John Chatillon & Sons, New York

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York

Sleds
S. L. Allen & Co., Philadelphia, Pa.

Snow Shovels ("Alaska")
Avery Stamping Co., Cleveland, Ohio.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Special Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
Geo. W. Nock Co., Philadelphia, Pa.
Superior Spring Hinge Co., Chicago, Ill.

Springset Shears and Scissors
Davies Automatic Shear Co., New York.

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
Henry Disston & Sons, Inc., Phila., Pa.
L. S. Starrett Co., Athol, Mass.

Squares (Universal)
The Duby & Shinn Mfg. Co., New York, N. Y.

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Steam Cookers and Bakers
Toledo Cooker Co., Toledo, O.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

Steel Dies
E. L. Watrous Mfg. Co., Des Moines, Ia.

Steel Door Buttons
E. L. Watrous Mfg. Co., Des Moines, Ia.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel, Hoop and Band
Harold McCalla, Philadelphia, Pa.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Step Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill.

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York

Stone Hooks
Geneva Tool Co., Geneva, O.

Stove Trimmings
Fanner Mfg. Co., Cleveland, O.

Strapping Belts
Ames Sword Co., Chicopee, Mass.

Street Hoes
Geneva Tool Co., Geneva, O.

Strops, Razor
Alfred Field & Co., New York
Gem Cutlery Co., New York, N. Y.
Kampfe Bros., New York, N. Y.

Sugar Beet Tools
Geneva Tool Co., Geneva, O.

Tables, Folding
Udell Works, Indianapolis, Ind.

Tack Pullers
F. E. Ellis & Son, Millidale, Conn.
John H. Graham & Co., New York

Tackle Blocks
Boston & Lockport Block Co., Boston, Mass.

Tailors' Shears
R. Heinisch's Sons Co., Newark, N. J.

Ten Cent Specialties
Franklin Specialty Co., Reading, Pa.

Tents
Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Thistle and Dock Diggers
Geneva Tool Co., Geneva, O.

Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Tinners' and Roofers' Supplies
Berger Bros. Co., Philadelphia

Tinners' Snips
R. Heinisch's Sons Co., Newark, N. J.

Toilet Ware
Atlantic Stamping Co., Rochester, N. Y.

Tool Chests and Cabinets
Am. Tool Chest Co., New York, N. Y.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York

Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.
L. & I. J. White Co., Buffalo, N. Y.

Toys, Iron
Arcade Mfg. Co., Freeport, Ills.

Tool Sharpeners
Royal Mfg. Co., Lancaster, Pa.

Transom Chains
Smith & Egge Mfg. Co., Bridgeport, Conn

Traps, Rat and Mouse
Smith & Egge Mfg. Co., Bridgeport, Conn

Trouser and Skirt Hanger
Caldwell Mfg. Co., Rochester, N. Y.

Trowels
Henry Disston & Sons, Philadelphia
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Geo. W. Nock Co., Philadelphia, Pa.

Trucks, Store
John Chatillon & Sons, New York
John H. Graham & Co., New York

Trunk and Suit Case Locks
The Yale & Towne Mfg. Co., New York.

Tube Expanders
Ajax Mfg. Co., Pittsburgh, Pa

Tubes, Seamless Drawn
American Tube & Stamping Co., Bridgeport, Conn.

Tubing
American Tube & Stamping Co., Bridgeport, Conn.

Turnbuckles
Columbus Bolt Works, Columbus, O.

Turpentine
Chas. E. Sholes Co., New York.

Twist Drills
C. E. Jennings & Co., New York

Valves, Pump
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio

Varnishes
Adams & Elting Co., Chicago, Ills.
E. E. Nice, Philadelphia, Pa.

Ventilating Sash Locks
Champion Safety Lock Co., Geneva, O.

Ventilators
Berger Bros. Co., Philadelphia

Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
John H. Graham & Co., New York
Walworth Mfg. Co., Boston, Mass.

Wagon Jacks
Covert Mfg. Co., Troy, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.

Warehouse Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Washers, Iron and Steel
Columbus Bolt Works, Columbus, O.

Washing Machines
Blackstone Mfg. Co., Jamestown, N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
White Lily Washer Co., Davenport, Ia.

Wash Boilers
Atlantic Stamping Co., Rochester, N. Y.

Wash Tubs
Atlantic Stamping Co., Rochester, N. Y.

Water Coolers
Buffalo Mfg. Co., Buffalo, N. Y.
Rose Mfg. Co., New York.

Water Filters
Fulper Pottery Co., Flemington, N. J.

Water Motors
The A. Rosenberg Co., Baltimore, Md.

Well Augers
Iwan Bros., Streator, Ill.

Wheelbarrows
American Fork & Hoe Co., Cleveland, O.
Bryan Mfg. Co., Bryan, Ohio

Whetstones
The Tanite Co., Stroudsburg, Pa.

Window Screens and Doors
John H. Graham & Co., New York
A. J. Phillips Co., Fenton, Mich.

Window Stop Adjusters
H. B. Ives Co., New Haven, Conn.

Wire, Coiled Spring
John Chatillon & Sons, New York

Wire Cloth
Buffalo Wire Works Co., Buffalo, N. Y.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire Gates, Fences and Fencing
Enterprise Foundry & Fence Co., Indianapolis, Ind.

Wire Goods
Buffalo Wire Works Co., Buffalo, N. Y.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire Lathing
New Jersey Wire Cloth Co., Trenton and New York

Wire, Market
Berger Bros. Co., Philadelphia
Fuller Bros., New York
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire, Music
Alfred Field & Co., New York

Wire Nails
Fuller Bros. & Co., New York

Wire Springs
John Chatillon & Sons, New York

Wire Straighteners
Chandler & Farquhar, Boston

Wire Stretcher Gates
C. F. Smith Co., DeKalb, Ill.

Wood Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.

Wood Factory Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Wood Fillers
E. E. Nice, Philadelphia, Pa.

Wood Hardware Specialties.
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New Britain Conn.

Woven Wire Fences and Gates
Cyclone Woven Wire Fence Co., Holly, Mich.

Woven Wire Stretchers
C. F. Smith Co., DeKalb, Ill.

Wrenches
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Wrought Butts
Bommer Bros., Brooklyn, New York
McKinney Mfg. Co., Allegheny

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ALPHABETICAL INDEX TO ADVERTISERS

A

Adams & Elting Co., The..... *
Ajax Mfg. Co..... 6
American Can Co. 31
American Fork & Hoe Co..... 11
American Shearer Mfg. Co.....114
American Sheet & Tin Plate Co..... 29
American Tool Chest Co.....102
American Tube & Stamping Co.... 40
Ames Sword Co.....113
Arcade Mfg. Co..... 18
Armstrong Mfg. Co..... 15
Atlantic Stamping Co..... 33
Avery Stamping Co 99

B

Baeder, Adamson & Co..... 14
Baltimore Stamping Co.....114
Barth Mfg. Co..... 18
Barnett (G. & H.) Co.....114
Barrett, W. L..... *
Bay State Mop Co.....113
Bemis & Call Hardware & Tool Co. *
Berger Bros. Co.....113
Bicycle Step Ladder Co.....101
Blackstone Mfg. Co..... 19
Bommer Bros.....114
Boston & Lockport Block Co..... *
Brammer (H. F.) Mfg. Co..... 12
Bruce & Cook 38
Bryan Mfg. Co..... 12
Buffalo Mfg. Co..... 5
Buffalo Wire Works Co.....101

C

Caldwell Mfg. Co.....113
Caloric Fireless Cook Stove Co.....100
Capewell Horse Nail Co.....114
Cary Mfg. Co..... 36, 102
Champion Safety Lock Co..... 4
Chandler & Farquhar Co 8
Chappell Furnace Co., The..... 15
Chatillon (John) & Sons.....100
Cheney Hammer Co., Henry..... 16
Clark (George P.) Co. 4
Clark, Horrocks Co 114
Cleveland Butcher Supply Co. 113
Coates Clipper Co.....101
Coes Wrench Co..... 92
Coldwell Lawn Mower Co..... 97
Colonial Supply Co..... 5
Columbus Bolt Works.....114
Coulter Mfg. Co. 28
Covert Mfg. Co..... 3
Cronk & Carrier Mfg. Co..... *
Cushman & Denison Mfg. Co..... 10
Cyclone Seeder Co..... 4
Cyclone Woven Wire Fence Co.....100

D

Davies Automatic Shear Co..... 88
Davis & Davis..... 6
Diamond Saw & Stamping W'ks....116
Disston (Henry) & Sons, Inc..... 6
Dixon (Jos.) Crucible Co..... 14
Duby & Shinn Mfg. Co..... 8
Ducharmes & Co., The ..... *

E

Eaton & Prince Co.....102
Ellis (F. E.) & Son.....113
Enterprise Fdy. & Fence Co.....113
Enterprise Mfg. Co., of Ohio..... 10
Enterprise Mfg. Co. of Pa.....22 23
Erie Specialty Co..... 4
Eureka Chair Seat Co 5

F

Fanner Mfg. Co..... 4
Farwell, Ozmun, Kirk & Co..... 28
Faultless Caster Co..... 16
Field (Alfred) & Co..... 10, 14
Forsythe Mfg. Co..... 27
Foster Bros.....100
Franklin Specialty Co., The..... *
Fuller Bros. & Co 4, 39

G

Gem Cutlery Co..... 3, 85
Geneva Tool Co..... 3
Georgetown Chemical Works 95
Germer Stove Co. 13
Gillette Sales Co 93
Globe Lawn Mower Co..... 15
Graham (John H.) & Co..... 15

H

Hackett, Walther, Gates Hardware Co..... 28
Haegler, O. J..... *
Hamilton Rifle Co..... *
Hardwaremen's Exchange.....101
Harrington & Richardson Arms Co. *
Heinisch's (R.) Sons Co..... 6
Henley, M. C. 99
Hight, A. W..... 95
Hoffmann, Geo. W.....114
Holt-Lyon Co..... 97

I

Iowa Farming Tool Co..... 11
Ives (H. B.) Co..... 3

J

Jennings (C. E.) & Co..... 3
Josef Mfg. Co. (E. E.)..... *

K

Kampfe Bros..... 25
Kelley (Henry C.) & Co. 28
Kelsey Heating Co. 20
Keuffel & Esser Co..... 5
Keyes-Davis Co., Ltd. (The) 38
Kimball Bros. Co..... 6
Klip-Klip Company 26
Kraut & Dohnal..... 17

L

Lane Brothers Co..... 4
Lee Chair Co. (The)..... 87
Livingston Nail Co. 39

M

Magnolia Metal Co..... 3
Manhattan Screw & Stamping Works 10
McCalla, Harold..... 15
McKinney Mfg. Co.....113
McWhinnie Wheelbarrow Works...100
Meisselbach (A. F.) & Bro..... *
Miller (Frank) Co.....14, 34
Montross Metal Shingle Co., ... 30
Montross, Richard W..... 12
Morrill, Chas. 24
Munn & Co..... 15
Murray, Robert.....101
Myers & Bro., F. E..... 4, 8

N

National Cutlery Co..... 16
Nettleton Mfg. Co..... 40
New Jersey Wire Cloth Co..... 11
Nice, Eugene E.....114
Nicholson File Co..... 9, 90
Nickel Plate Stove Polish Co.....113
Niles Mfg Co..... 4
Nock (Geo. W.) Co. The..... 4
Norlund & Co. 18
North Bros. Mfg. Co..... 14
Novelty Mfg. Co..... 20

O

Oakman Mfg. Co..... 99
Oliver Iron & Steel Co..... 26
Oneida Community..... 3

P

Patch (A. H.)..... 18
Pelouze Scale & Mfg. Co..... *
Philadelphia Lawn Mower Co., The 7
Phillips (A. J.) Co..... 6
Pike Mfg. Co 3
Pitkin (George W.) Co..... 97
Piqua Bracket Co..... 32
Prentiss Clock Improvement Co.... 15
Pritzlaff (John) Hardware Co..... 28

R

Reading Hardware Co. 35
Reynolds, J. W 113
Roberts & Mander Stove Co..... 6
Rochester Lunch Box Mfg. Co..... *
Rodgers (Joseph) & Sons..... 10
Rose Mfg. Co..... *
Rosenberg Motor & Mfg. Co. (The A.) 3
Royal Mfg. Co 8
Russell-Kimbell Mfg. Co., ... 10
Russell & Erwin Mfg. Co. 2

S

Sargent & Co..... 51, 52, 53, 54
Schooley Novelty Co.....100
Schwerdtle Stamp Co..... 4, 6, 8, 38
Sholes (The Charles E. Co. 95
Sloan (Frank B.) & Co..... 3
Smith (C. F.) Co. 11
Smith & Egge Mfg. Co..... 40
Snowflake Axle Grease Co..... *
Sprague Correspondence School of Law, The..... 14
Standard Horse Nail Co.....114
Standard Register Co 12
Stanley Rule & Level Co. 90
Starrett (L. S.) Co..... 40
Stevens (J) Arms & Tool Co..... 3
Stowell Mfg. Co.....11, 25, 115
Strauss (Adolph) & Co..... *
Sun Stove Co.....100
Superior Spring Hinge Co..... *
Supplee Hardware Co. 37

T

Taff (David P.) 100
Tanite Co. (The)..... 3
Taylor & Boggis Foundry Co..... *
Toledo Cooker Co..... 17
Townsend, C. C. & E. P..... 8
Turner Brass Works, The 38
Tyrone Ironing Board Co 28

U

Udell Works..... *

V

Van Dorn Iron Works.....113
Voorhees Rubber Mfg. Co..... 16

W

Wabash Mfg Co. 30
Walworth Mfg. Co..... 3
Watrous (E. L.) Mfg. Co.....4, 30, 38
Weiland, Chas. 3
West Haven Mfg. Co.....3, 114
White (L. & I. J.) Co..... 8
White Lily Washer Co..... 11
White Wagon Works 30
Wilkinson (A. J.) & Co., ... 3
Winter, (R. G.) Mfg. Co..... 102
Withington & Cooley Mfg. Co..... 11
Worcester Lawn Mower Co.....113

Y

Yale & Towne Mfg. Co., The 21

*Appear every other issue.

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HANGERS



HINGED, ROLLER BEARING AND BROAD

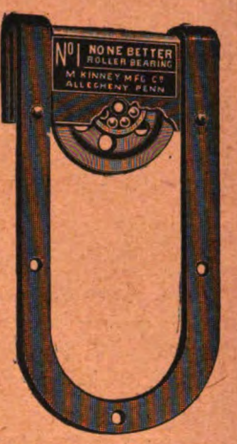
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"NONE BETTER"

STRAP, T and BUTT HINGES

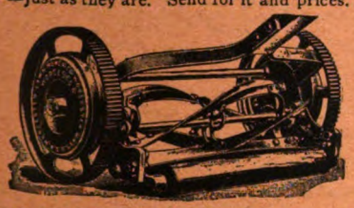
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Selling Agents, J. C. McCARTY & CO.
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Large 10 oz. Can.

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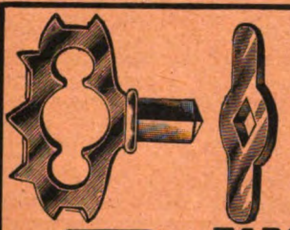
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The springs never go Lame.



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LOOKS LIKE DIAMONDS
WEARS LIKE IRON
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THE KING
OF ROOFINGS



AN ASPHALT ASBESTOS
ROOFING
WITH QUALITY THAT
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CUSTOMERS



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ROOFING
THAT HAS COME TO STAY
TREMENDOUS SALES
HAVE PROVEN IT.



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WITHOUT THEM
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SUPERIOR QUALITY



WHEN QUALITY COUNTS
ASK FOR
STOWELL'S

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JERSEY CITY, N.J.

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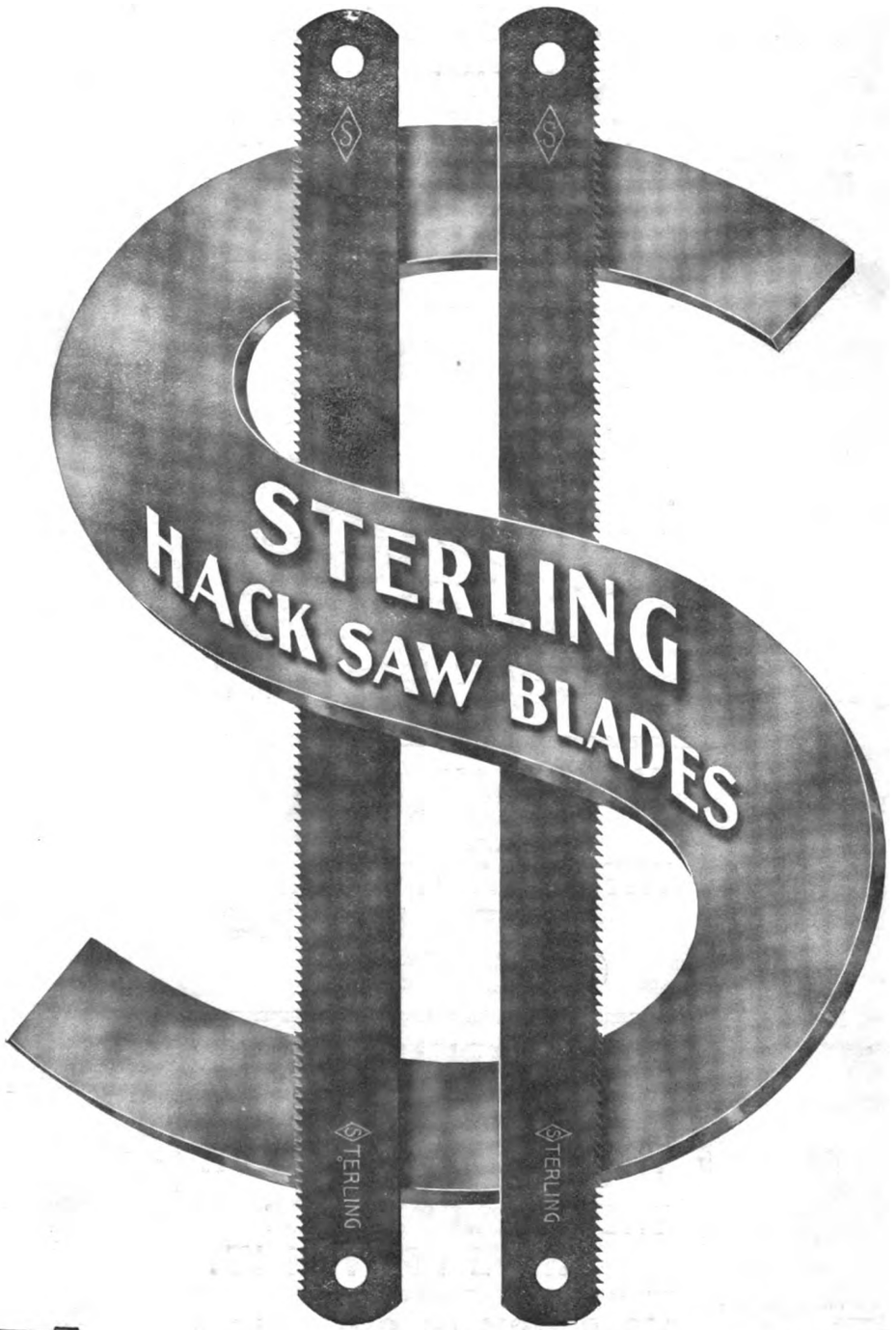
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OF COURSE NOT

NOR DO YOU WANT TO BELIEVE THE MEN WHO TELL YOU THAT ROOFINGS MADE OF TAR PITCH OR WATER-PROOF COMPOUNDS ARE AS GOOD AS ROOFINGS MADE OF

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"Sterling" Hack Saw Blades in a **"Sterling"** Power Hack Saw Machine make a combination which **saves money** in any machine shop. If interested, it will pay you to look into this question.

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Lest Ye Forget--India Oilstones are the Hardest, Sharpest and Quickest Oilstones on the market. See page 53

Vol. XXXIV
NO. 3

HARDWARE

NEW YORK
NOV. 10
1906

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Sewing Machines in a week after installing a Motor made by



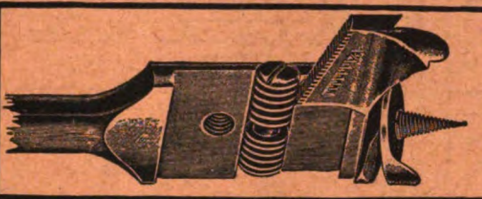
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See those teeth; cutter cannot creep.
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WILL BE KNOWN BY THIS TRADE MARK
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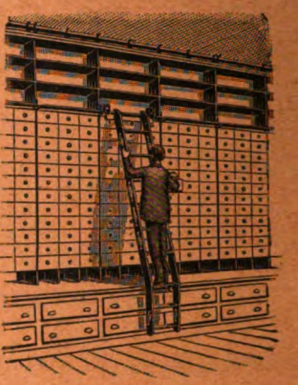
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BARB WIRE.
Wire Straightened and Cut to Length

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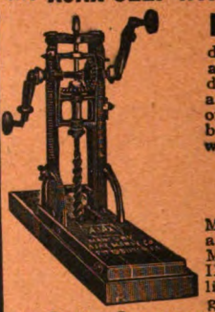
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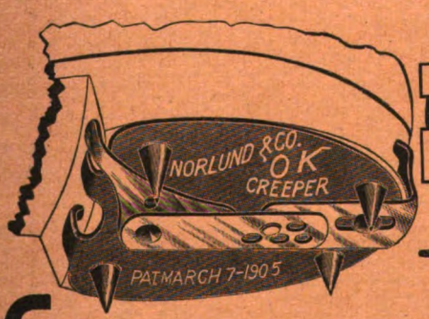
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WALKER'S
Self-Pulling CORK SCREWS
No.17
WALKER'S SELF PULLER.
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Every one tested and guaranteed.
Manufactured only by
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NILES SPRING HINGE AND PIVOT.
WRITE FOR PRICES.
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The **AJAX SELF WITHDRAWING WOOD BORING MACHINE**

does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.
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Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

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The ICE OK CREEPER

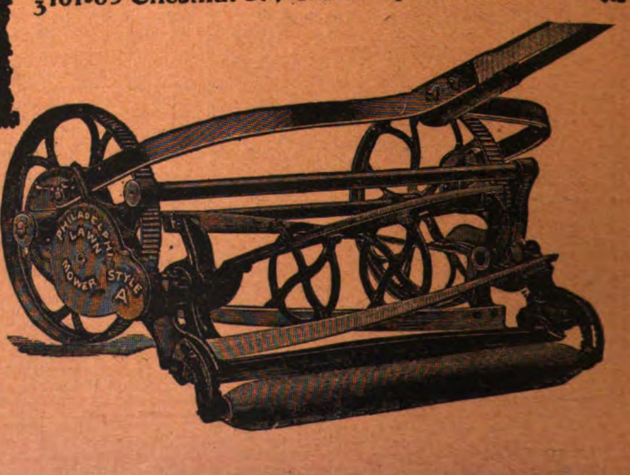
This King of Creepers *is incomparable.* Neat in appearance—adjustable to fit several size heels—applied like a pair of skates—quickly detached—light and strong, it is the best selling Ice Creeper on the market.

Sold by many Jobbers. Ask your Jobbers for the **O. K.** If they do not keep them write the manufacturers for prices, etc.

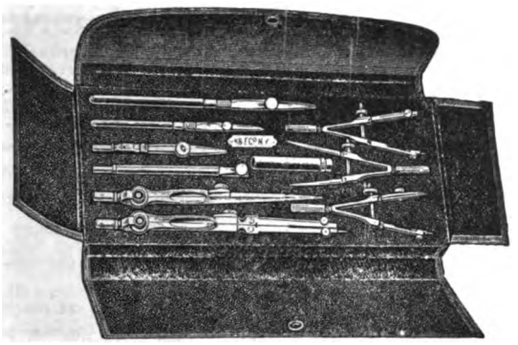
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Are the Plates for Lumbermen.
They have given satisfaction for years. Can be used on rubber shoes and boots. Can be used summer and winter.
Made of best quality steel, and will not ball up.
Manufactured for the jobbing trade by



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Genuine Philadelphia Lawn Mowers are only made by The Philadelphia Lawn Mower Co.
All Others Are Imitations!
Our Style A Is the Only
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It has 10 inch wheel, 4-blade cylinder, train of 3 gears, double ratchet, making both wheels drivers.
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Complete illustrated catalogue (550 pp.) sent on request. Highest Awards: St. Louis 1904, Portland 1905.

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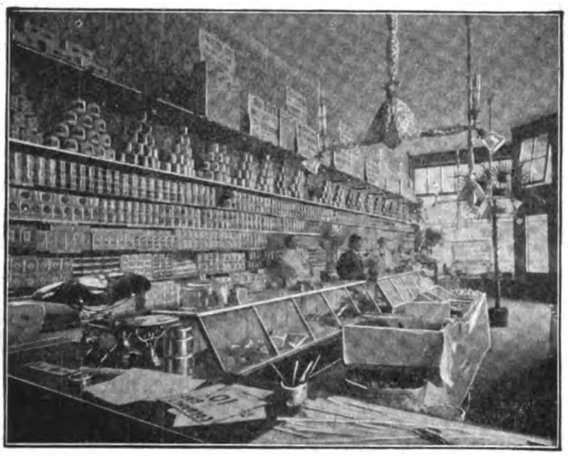
For more customers and more goods in your store by using Piqua Adjustable Brackets. They do away with props, partitions, and the unsightly appearance of your store.

Piqua Adjustable Brackets

will give better display to your goods, and will make it easier to sell them.

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That's IT!

The Universal Chair Seat

It is better and cheaper than cane or leather—more durable than either

Pretty good proof of their excellence, isn't it, if John Wanamaker and other large Department Stores, as well as the largest chair makers use them?

Try a sample lot. Anybody with a pair of shears can mend any ordinary bottomless chair with **The Universal Chair Seat.** That's why they sell so well. Try and see.



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Water Coolers
Water Filters
Chafing Dishes
Table Kettles and Stands
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BUFFALO, N. Y.

BRANCH OFFICES:

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40 Dearborn St., Chicago. 247 Coronado Bldg., Denver.

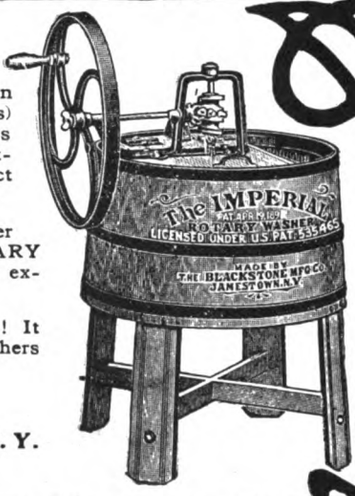
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THE
Imperial Rotary Washer

THE record it has made for itself by its noiselessness—its easy operation (has all steel roller bearings)—its handsome finish—its gold and aluminum bronze castings—has caused people to expect more of Washers than they used to.

This is unfortunate for other washers; the IMPERIAL ROTARY still gives more satisfaction than is expected.

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BLACKSTONE MFG. CO.
JAMESTOWN, N. Y.
Established 1871.

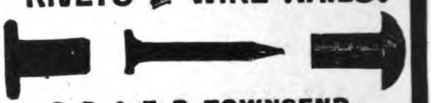
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FLY SCREENS
Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.
The A. J. Phillips Co., Fenton, Mich.
23 Years Experience. 3½ Acres Floors.



Tackle Blocks
for every purpose. 65 years' experience.
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IRON AND STEEL
Plain and Galvanized Bars, Hoops, Bands, Angles, Channels, Tees, Plates, Sheets, Wire, etc.
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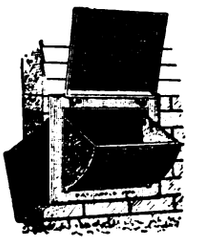
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TAILORS' SHEARS,
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TINNERS' SNIPS, ETC.
BEST IN THE WORLD
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The Majestic Coal, Wood and Vegetable Chute

Fills a long felt want. Is burglar-proof. Saves many broken windows. Is a splendid seller. Write for prices and secure agency at once.
The Chappell Furnace Co.
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There's enough "Ginger"—enough "go" in Snow Flake Axle Grease to please you beyond your expectations.

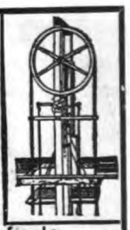
It goes farther than any other; it doesn't linger on your shelves; you don't have to wait for customers.

And it's profitable. Try a sample lot. It will make you our customer for good.

The Snow Flake Axle Grease Co.
Fitchburg, Mass., manufactures the

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Improved Quick and Easy Rising Steam, Electric and Hand Power
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Wood Screws of Every Description.
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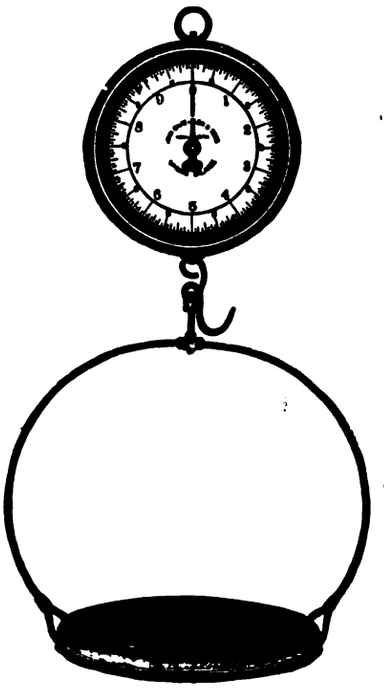
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SECURE PROTECTION AND LONG SERVICE BY USING OUR
ASPHALT ROOFING
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STOWELL MFG. CO.
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OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

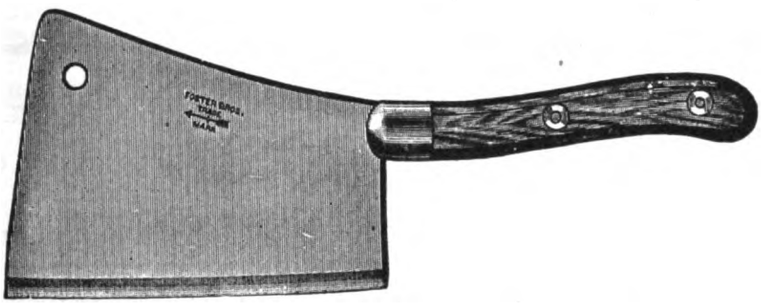


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

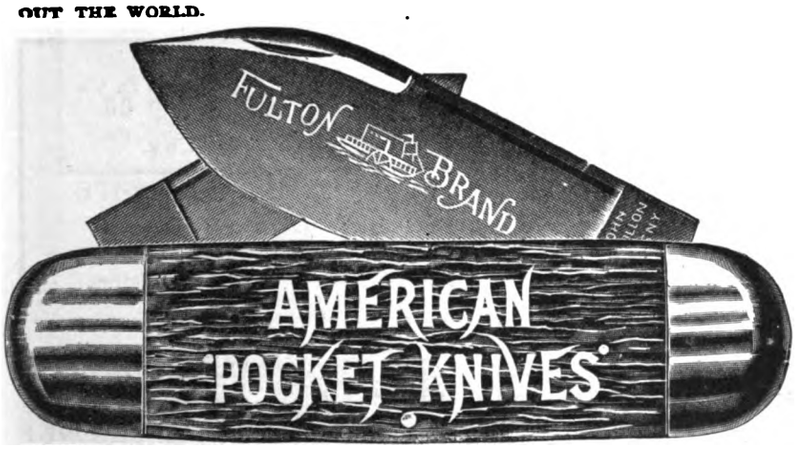


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

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85 to 93 CLIFF STREET and 12 JACOB STREET.

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Invaluable to the Office, Store and Home. They tell instantly the exact cost of postage in cents on all classes of mail matter. Warranted accurate. Made in several sizes.

National	4 lbs.	$3.00	Mail and Express	16 lbs.	$5.00
Union	2½ lbs.	2.50	Commercial	12 lbs.	3.75
Columbian	2 lbs.	2.00	U. S.	4 lbs.	2.50
Star	1 lb.	1.50	Victor	1½ lbs.	1.75

Trade supplied through principal Jobbers. For sale by Leading Dealers. Send for Catalog "P."

PELOUZE SCALE & MFG. CO., 118-130 West Jackson Boulevard, Chicago.

Manufacturers also of Pelouze Celebrated Family Scales.



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If you wish to have the exclusive sale for the Royal Blue Washer in your town, write us at once.

We sell this first class washer to only one dealer in a town. Do you want the *sole* agency or shall your competitor reap the benefit of it?

We are going to help every local agency sell machines.

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WHITE ROSE

IS WITHOUT A COMPETITOR

It is actually BALL BEARING and has proved the most phenomenal seller ever placed upon the market.

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like Hammers, Ice Picks, Toilet Paper Holders, etc., come to us.

Their quality and finish leave nothing to be desired.

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Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

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PROTECTION AND LONG SERVICE BY USING OUR

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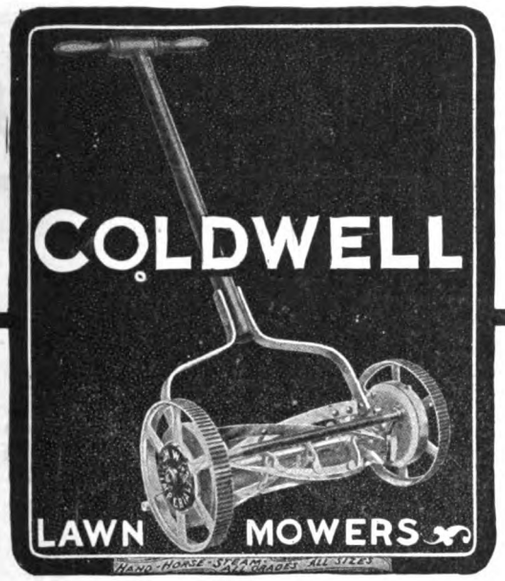
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We make Hand, Horse and Motor Power Mowers.

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by selling tools that please.

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Hay Forks, Manure Forks, Barn Forks, Spading Forks, Header Forks, Barley Forks, Scoop Forks, Beet Forks, Coal Forks, Coke Forks, Stone or Ballast Forks, Oyster Forks, Sluice Forks, etc.

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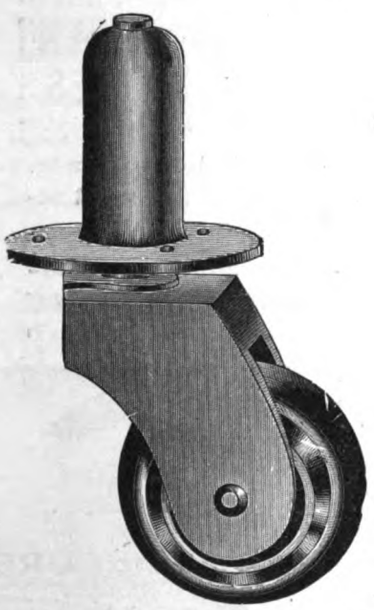
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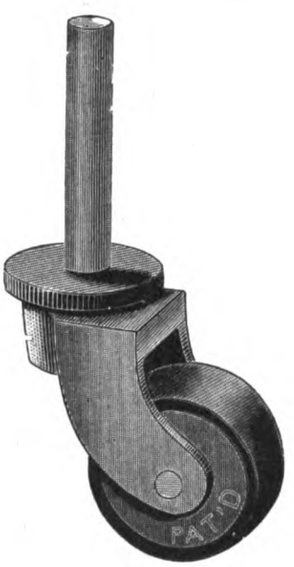
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Cleveland, O.

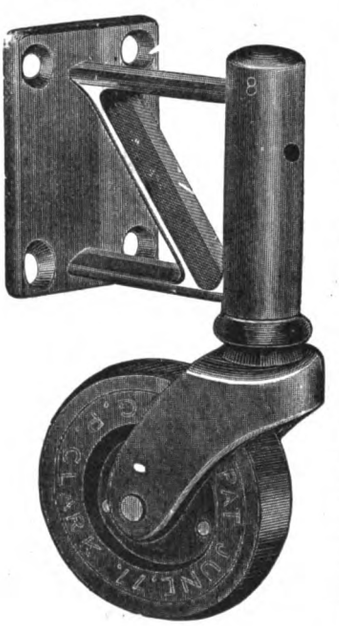


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These Casters will not scratch or mar polished floors, are noiseless and turn easily.
We make a large variety of styles for tables, desks, chairs, beds, pianos, etc.



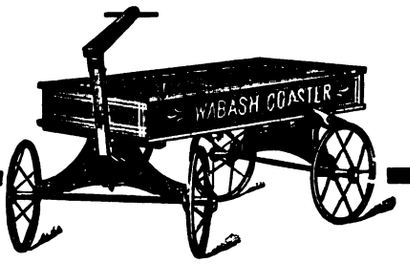




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ALL THE YEAR

THE WABASH COASTER WAGON

sells readily at a good margin of profit. Guaranteed to give satisfactory service.

THE WABASH COASTER WAGON is a substantial, general purpose wagon, 34 inches long, 16 inches wide; large, roomy box of hard wood, removable. Well balanced to prevent tipping. Turns easily on narrow walk. All wheels (our exclusive Wabash patent) are 11 inches in diameter—of wide tread, on steel axles, no bumping or pounding. A nobby, solid wagon in which any youngster will have pride and pleasure.

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WABASH COASTER WAGONS will be in demand; they're advertised

The people know about them

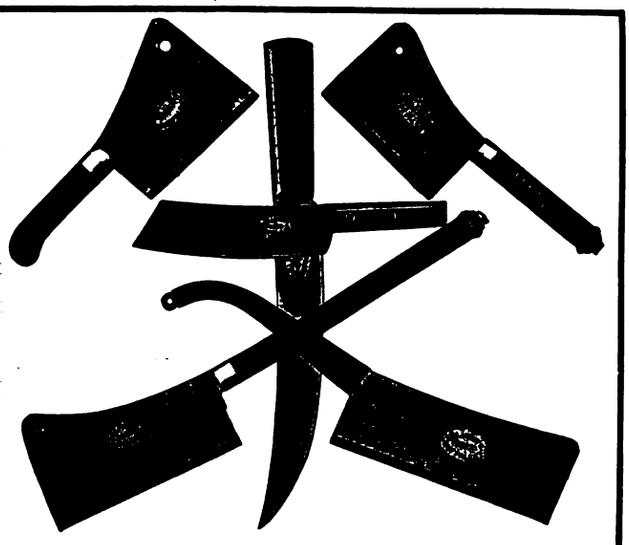
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Send for our catalogue illustrating Wabash Farm Wagons, Hand Cars and Steel Sleds.

Direct all mail to Wabash office.

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Pork, Lamb and Beef Splitters; Market and Family Cleavers; Butchers' Knives and Steels —have been made by us for **nearly three-quarters of a century.** They are the best that money can buy.

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Belt in a busy factory is the best insurance against loss of power, time and labor. Our

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stitched Belting is strictly high grade. It is seamless—the best for most severe service.

No dealer would want better insurance against loss of profits in belting of any kind.

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45 Sizes and Styles for Hand, Steam and Electric Power

Enterprise Meat and Food Choppers

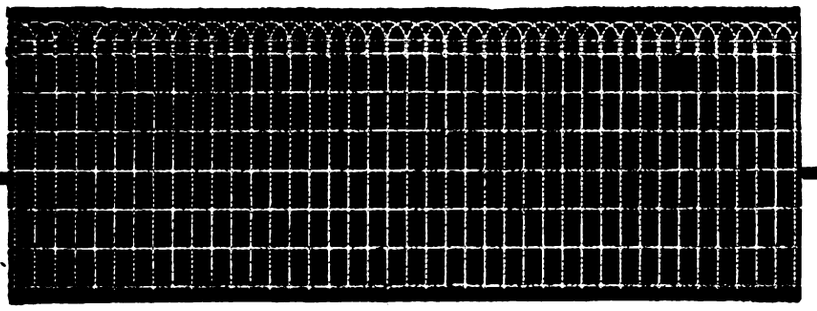
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Enterprise Food Choppers—the household machine with the largest demand and largest sale all over the world. Write for copies of new booklet, "The Cook, Her Critic, and—". Will increase your sales.

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San Francisco Office, 318 Market St. New York Office, 10 Warren St.

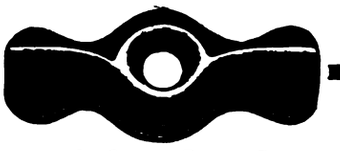


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are a good line for the Dealer, whether they handle our farm fence or not. Built up to 6½ feet high. We carry a stock in New York City for nearby deliveries.

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Japanned Steel Door Buttons

Patent Applied For.

Half the weight of the cast, much stronger and will not break. No higher in price and twice as good. Made in all sizes from 1¼ to 2½ inches

Insist on having them. Carried by all leading jobbers. Write us for samples and name of nearest jobber.

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NOW MADE IN TEN MODELS

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has proved to be from 3 to 5 times as lasting as the ordinary grease. Will not gum in cold weather, nor run in hot. Try a sample order. Get free Price List 54-K.

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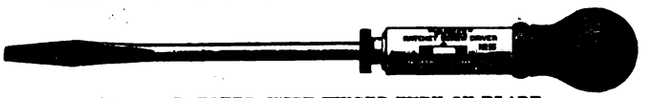
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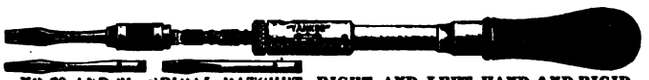
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ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobber About Them.


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We have no risk on the quality. We make only the best.



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AN ENTIRELY NEW THING.

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Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

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Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





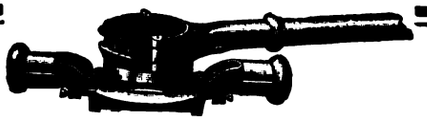
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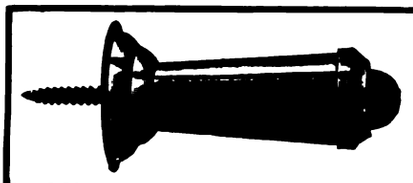


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by using Armstrong's Ratchet Attachment for threading pipes in cramped positions. Fits all Genuine Armstrong stocks—is moderate in cost, compact, strong and thoroughly reliable—an invaluable tool for pipe fitters. Write for catalog and prices.

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The Champion Metallic Base Knobs NEVER BREAK

(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by

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LOOK each ad in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him—write anyway. **Always Mention "HARDWARE" for having "put you wise."**

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SAVES REPAIRS
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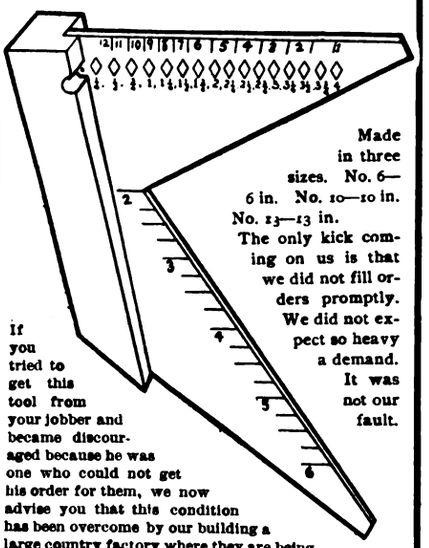
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The NEW Universal Square

Is proving itself sure to become the standard tool of its kind.



Made in three sizes. No. 6—6 in. No. 10—10 in. No. 13—13 in. The only kick coming on us is that we did not fill orders promptly. We did not expect so heavy a demand. It was not our fault.

If you tried to get this tool from your jobber and became discouraged because he was one who could not get his order for them, we now advise you that this condition has been overcome by our building a large country factory where they are being made by the thousands, and every order whether sample or stock, is shipped promptly. So, Try, Try, again.

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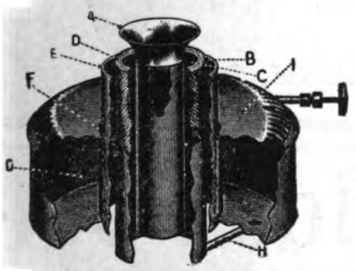
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The Heater that Stands for More Sales, for Pleased Customers, for Sure Profits

The real fundamental, rock-bottom reason for it all is our



Grand Safety Burner

the unexcelled, the unrivalled, the *only* safety burner in the world

Note Its Construction

A—Flame Spreader. **B**—Air Space outside of Wick Tube. **C**—Air Space inside of Wick Tube. **D**—Wick. **E**—Outside Casing to Burner. **F**—Air Space between Fount and Outer Casing. **G**—Fount for Oil. **H**—Feed pipe conducting oil from Fount to Burner. **I**—Shield resting on top of Fount with Air Space underneath.

It eliminates:

1st. That unwholesome odor, because its flame spreader is solid, no perforations to clog up.

2nd. That disagreeable smoking, because of i s perfect smokeless device.

3rd. The danger of explosion, because the wick does not enter the oil fount at all. Oil is fed to it through feed pipe (H).



Any prejudice people may have against oil stoves is at once dispelled when you *show them* that you have a heater that eliminates all these troubles. Their decision is made immediately—"I'll take it." You have made a good sale, a satisfied customer, a sure profit.

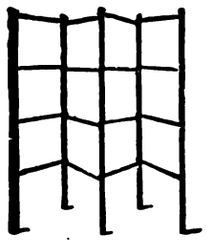
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We have an interesting booklet for you. It's yours for a request.

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of woodenware, house furnishings, medicine cabinets, and commodes is without a doubt the most complete and novel line of its kind on the market.

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showing our line of UDELL house furnishings, kitchen woodenware, step and extension ladders. Our prices are right and every article throughout our entire line is a profit producer.

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Don't—Sell

THE FAULTLESS



with leather wheel—best for all kinds of furniture, hardwood floors and parquetry.

They are absolutely noiseless. It's the **"Caster that never refuses to turn."**

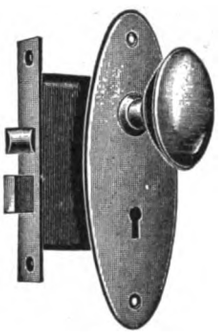
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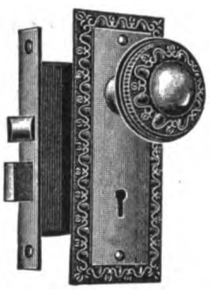
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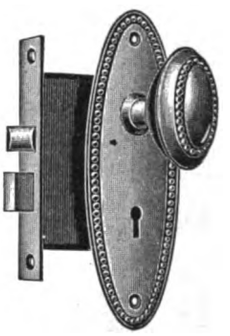




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MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

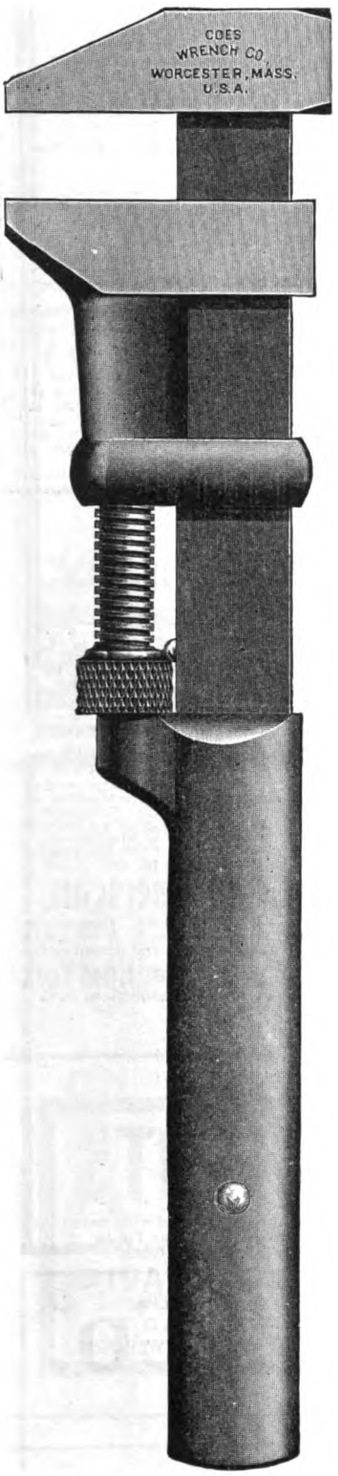
and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY.	117 and 119 Liberty Street, NEW YORK.	171 and 173 Lake Street, CHICAGO.	25 and 27 Freemont Street, SAN FRANCISCO.

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30 Per Cent



More endurance, in actual service, under the most exacting conditions, puts the Coes Family of Wrenches at the head of the list of screw wrenches.

Search the world over--you will not find their equal anywhere.

Coes' Wrenches

Have achieved fame as sellers, simply because the oldest mechanics in the land have used them for years in preference to any other---and they recommend them to their friends.

The question remains: How many do you need? Write your Jobber to-day to avoid delay in shipping.

Cees Wrench Ce., Wercester, Mass.

AGENTS, J. C. McCarty & Ce. and John H. Graham & Ce., New York.

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IF you are after the BEST **SEEDERS**

that your money can buy at a profit for you, write us.

Forty Years at it. We know how to make them best. Five kinds: CYCLONE, Cyclone, Jr., Little Wonder, Chicago Steel Bow, Champion, Jr.—all quick sellers.

Write for price today.

CYCLONE SEEDER CO., Urbana, Ind.

Tool Chests

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.

Machinists' and pipe fitters' empty Tool Chests.

Agents for Steel Tool Chests.

Send for Catalogue.

AMERICAN TOOL CHEST CO.

200 West Houston St., New York, U. S. A.

TURNER TORCHES



No. 12 Old Reliable Torch

is the highest grade of single jet type of torch made.

Constructed of the best quality heavy brass and being the first torch of its kind ever placed on the market, it is **the** favorite among all classes of mechanics.

You would not want a more profitable seller. Guaranteed.

Write your Jobber or us.

Price of No. 12 $3.00. Get our Catalog.

TURNER BRASS WORKS.

70 N. Franklin St., Chicago, Ill.



BAY STATE MOP CO.

Wm. H. Curtis, Prop'r

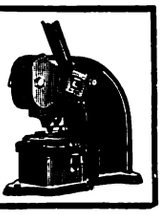
Manufacturer and Wholesale Dealer in all kinds of **MOPS**

Yacht and Hard-wood Floor Mops a Specialty.

Office and Factory, Buel Place, Woburn, Mass.

Send for Catalog and Prices.

Federal Bench Punch



10 inches high, 10 inches long, Weighs 64 pounds

Punches 5-16 inch hole in ⅛ in. Iron plate, 2½ in. from edge. Send for Circular.

Chandler & Farquhar Co.,

131 Congress Street,

Boston, U. S. A.



Illinois River Folding DECOYS

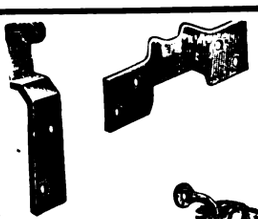
can be placed out or picked up three at a time. Many other advantages. Price, $4.50 dozen.

(PATENTED)

Reynolds' Double Duck Calls, entirely new. Sound at each end. Two calls in one. Price $1.00 each. Discount to dealers.

J. W. Reynolds Mfr., 68 S. Morgan St., Chicago.





"THE SENSIBLE"

Storm Sash Hangers and Fasteners

Are the best on the market. A perfect lock and ventilator. For sale by all Jobbers of the Northwest, because it is the only tight fitting Hanger on the market.



Manufactured by **R. G. WINTER MFG. CO., Milwaukee, Wis.**

60 YEARS' EXPERIENCE

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DESIGNS
COPYRIGHTS &C.

Anyone sending a sketch and description may quickly ascertain our opinion free whether an invention is probably patentable. Communications strictly confidential. HANDBOOK on Patents sent free. Oldest agency for securing patents.

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Scientific American.

A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms, $3 a year; four months, $1. Sold by all newsdealers.

MUNN & Co. 361 Broadway, **New York**

Branch Office, 625 F St., Washington, D. C.

Take off your Hat to "The Myers!"
BEST PUMP ON EARTH.



GLASS VALVE SEAT PUMPS
HAY UNLOADING TOOLS

and BARN DOOR HANGERS HAY RACK CLAMPS

Myers Hay Unloader.



Steel Track. Aluminum Finish.



O. K. Stay-on Door Hanger.



Flexible.

Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.

F. E. MYERS AND BRO., ASHLAND, OHIO.

PATENTS

procured promptly and with care in all countries. Also trade marks and copyrights.

DAVIS & DAVIS

ATTORNEYS-AT-LAW.

WASHINGTON, D.C.

St. Paul Building, NEW YORK.

A NEW MONEY MAKING LINE FOR HARDWARE DEALERS



Mr. Hardware Dealer:—We have a proposition to offer you on which you can build up an excellent trade—one there's good money in.

It isn't one of the worn-out, thread-bare kind, but a new, live, line that will fit in with your regular business just fine.

It's one that pertains to the poultry industry and if you have given any attention to this field you will realize something of its great money making possibilities. Over $1,000,000 is spent every year for incubators, brooders, supplies, etc.

Why not get your share?

Never thought of it, have you? Well, the wide-awake hardware men are going to put in this line of goods and those who "get busy" first will get the best cinch on the trade.

When we say to you there's money in our proposition—that it's no trouble to interest buyers we know it to be a fact.

Over eighteen thousand people interested in them last year alone.

Just drop us a line saying you want full information and we'll tell you how to start a profitable side line there's money in.

Don't pass this by—it's worth hundreds of dollars to you and only costs a 2c stamp to get in touch with this new branch of trade.

H. M. SHEER COMPANY,

169 Hamp Street, Quincy, Illinois

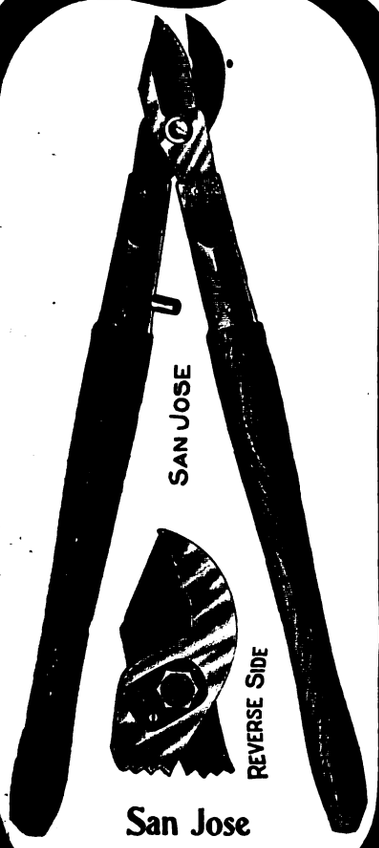
Please Mention "HARDWARE" when writing to our advertisers

Don't Forget!

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Pruning Shears

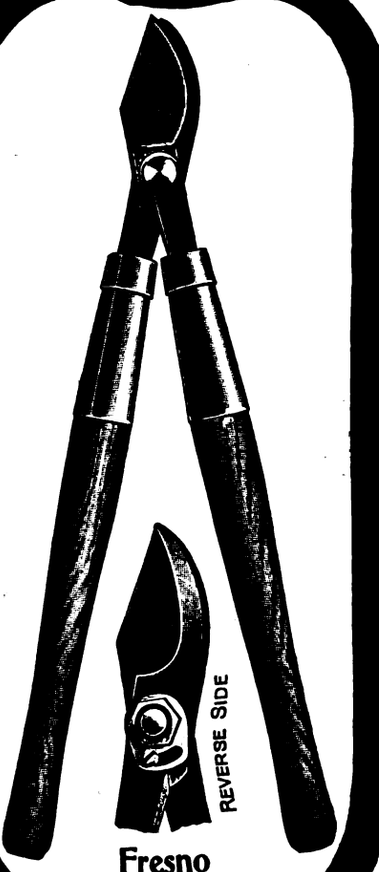
NEW FEATURES:
LOCK NUT
SEAMLESS FERRULES
NOTCHED HOOK
(Patented Dec. 31, 1901. Dec. 8, 1903.)



San Jose

The Cronk & Carrier Mfg. Co.
Elmira, N. Y.

Garden Rakes
Garden Mattocks
Garden Hoes
Write for
1906
Catalogue.

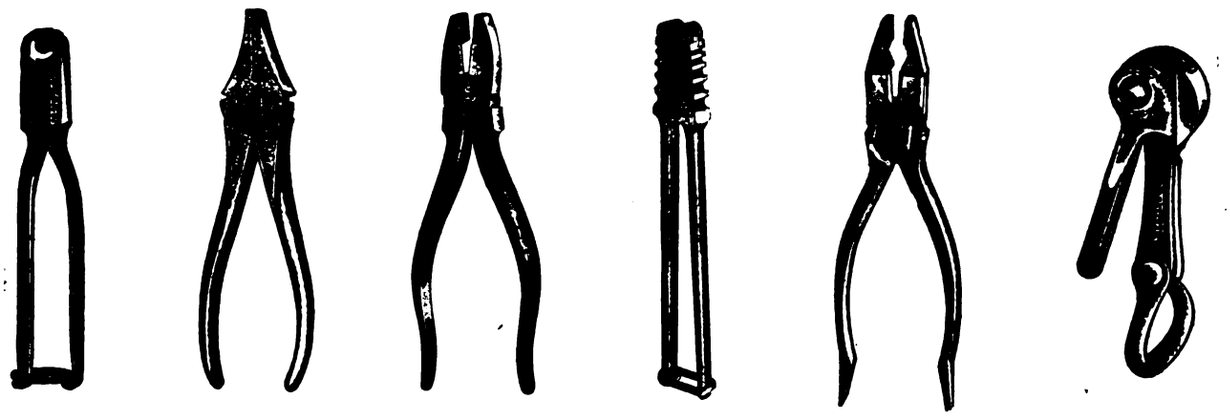


Fresno

IRVINGTON MANUFACTURING CO.,

MAKERS OF

Warranted Forged Steel Tools



A FEW OF THE TOOLS WE MAKE.

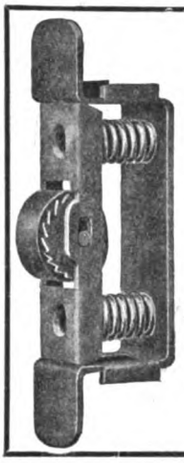
Write for Catalogue Showing Full Line.

SELLING AGENTS

John H. Graham & Co., 113 CHAMBERS ST. NEW YORK

118 to 122 Holborn, London, E. C., England. 11 Front St., San Francisco. Copenhagen (Freeport).

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Don't Put Sash Weights in Your Windows!

They are Out of Date.

The "AUTOMATIC" SASH HOLDER

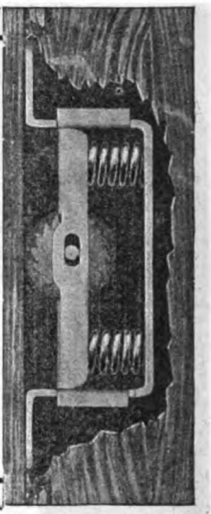
is Better and Cheaper, More Convenient, Less Perplexing, Easier to put in, More Reliable, More Durable, More Satisfactory.

The "Automatic" Sash Holder is the new, modern, up-to-date device that dispenses with cumbrous sash weights, kinking cords or ribbons, useless weight pockets, misfit pulleys and reluctant balances, and saves all the time, labor and expense of fitting them in place.

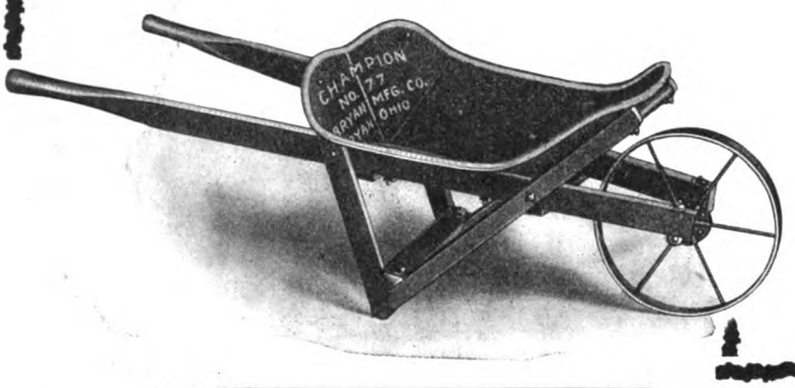
Architects are specifying them, Contractors and Builders are buying them, Sash and Planing Mills are providing for them, Carpenters are putting them into buildings old and buildings new.

Prevent rattling and permit the window to be moved up and down with ease. Hold it safely at any point desired. *A sample set of four sent post paid for $1.20. Ask your dealer or write us direct.*

AUTOMATIC SASH HOLDER CO., 277 Broadway, New York City.



No. 1 Malleable Shod Did You Say?

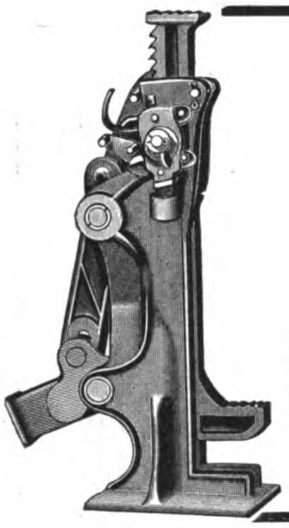


Certainly. It's the only kind of Barrow frame that stands.

Twenty years proves it.

The BRYAN MFG. CO.

BRYAN, OHIO



JUST LIKE FINDING MONEY

The profits you can make selling the

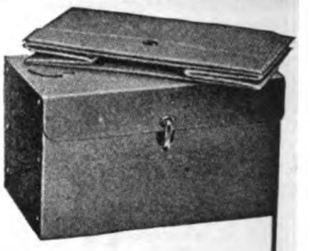
BARTH-WEILER Lifting Jack

Now is a good time to start. You will be surprised at the number that can be sold. Write at once for particulars.

J. BARTH MFG. CO.
Milwaukee, Wis.



The **"IDEAL"** Folding Lunch Box



Insect--Dust--Water Proof
Fits any pocket---fit for any lunch.

Two Grades: 25c. and 10c.
2 sizes: 8x5x4¾ and 7½x4¼x4½

Send for free samples and prices; window cards furnished.

Rochester Lunch Box Mfg. Co.,
Rochester. N. Y.

S.&S. KNIVES

WARRANTED



THEY HOLD AN EDGE — NO HARD OR SOFT SPOTS

National Cutlery Co. DETROIT, MICH.

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GET BUSY

That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

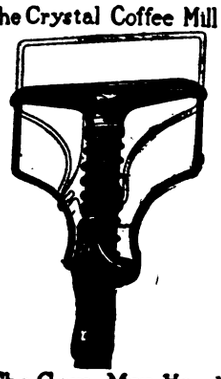
THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

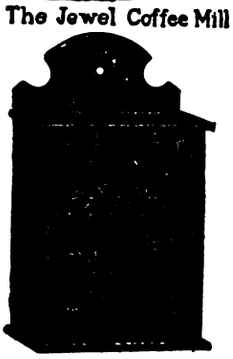
You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

When you hear some one speak of

Varnish Remover

What does it convey to your mind?

AD-EL-ITE!!!

The most widely known and used paint and varnish remover on the market.

The brand that first called the public's attention to the wonderful merits of paint and varnish remover as a time and labor saver.

AD-EL-ITE is manufactured under Patent No. 714,880 which fully protects all dealers and users of AD-EL-ITE.

Don't lay yourself liable by handling infringing varnish removers; but sell AD-EL-ITE, the patented and protected brand.

Our prices are always the same.

They insure the dealer a fair profit and a square deal.

Ask your jobber about it or write us direct.

Adams & Elting Co

Sta 3. CHICAGO, ILL.

Quality Sells

When Henry Disston was asked the question:

"What do you put in your saws?"

He replied:

"Good steel and honest work."

UPON THIS FOUNDATION IS BUILT

DISSTON QUALITY



"If you want a saw it is best to get one with a name on it that has a reputation. A man who has made a reputation for his goods knows its value as well as its cost and will maintain it."

HENRY DISSTON & SONS., Inc.

Established 1840. PHILADELPHIA, PA.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . . .



Sash Chains

"Giant," "Red Metal"

Cable and Jack

Chains . .

Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*. :-: :-: :-:



No. 40.

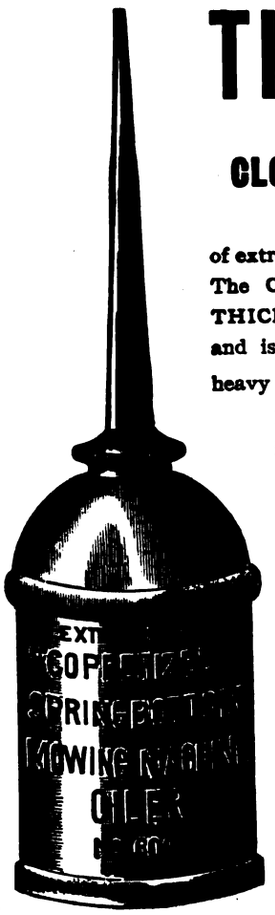
New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedeh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

CENTER PUNCH

No. 18-A



AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

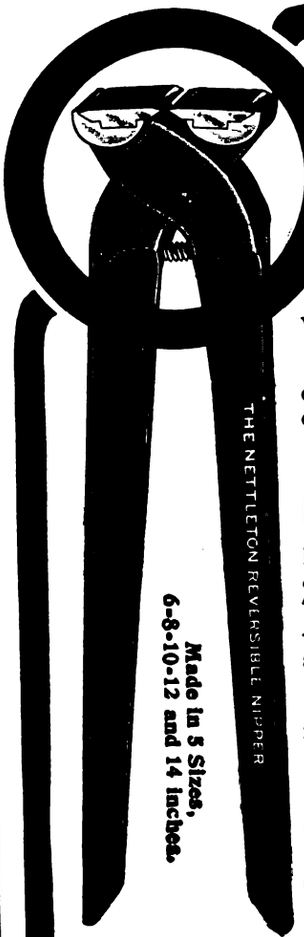
A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.

Athol, Mass., U. S. A.

ONE-HALF THE COST



and more—is saved by any mechanic buying the Nettleton Reversible Nipper.

Each "Nettleton" is equal to two nippers of any other make, for

THE NETTLETON REVERSIBLE NIPPER

has *two* fine cutting edges on *each* blade. Better still: The Nettleton is adjustable—reversible—interchangeable.

Costs you half the effort to sell it.

Talk Nettleton to the Nipper user in your town and watch them sell!

THE NETTLETON MFG. CO.

Office and Salesroom: 187 CHAMBERS ST., NEW YORK.
Factory: MIDDLETOWN, CONN.
Address all correspondence pertaining to sales to N. Y. Office.

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HARDWARE

The Eagle Cooperage Works, Circleville, Ohio, manufacturer of Eagle Mop Wringers, Detachable Mops and Rex Dish Mops, has remembered its friends in the trade by forwarding them a souvenir in the form of a complete little leather card case, bill and memorandum book combined, with the recipient's name stamped on the inside cover in gold. In distributing this useful souvenir the company takes occasion to express their thanks for past favors and solicits a continuance of same.

Surpless, Dunn & Co., manufacturers' agents, 74-76 Murray Street, New York, have been appointed sales representatives of Vaughan & Bushnell Mfg. Company, Chicago, whose large and varied line of Hand, Adze, Eye Nail and Machinists' Hammers and other tools is widely and favorably known in the trade.

TRADE PRESS ASSOCIATION ELECTION.

The American Trade Press Association held its seventeenth annual meeting and dinner at the Hardware Club. The following officers and directors were elected: President, F. E. Seward; first vice-president, E. C. Brown; second vice-president, Franklin Webster; third vice-president, W. H. Boardman; secretary and treasurer, L. J. Montgomery; directors—John A. Hill, James H. McGraw, J. D. Crary, James M. Wakeman.

ELECTRIC MEAT CHOPPERS.

The good housewife accustomed all her life to using a chopping knife and bowl must have been surprised when she saw for the first time a modern chopping machine operated by a crank, and doubtless she would be still more surprised if she could see a present day electric meat chopper in which hand labor, so far as to chopping goes, is entirely eliminated. In this machine you just feed the meat into a hopper and turn a switch and the motor does the rest.

AMERICA'S INCREASING FOREIGN TRADE.

American domestic exports for September amounted to $137,039,696, an increase over the same month in 1905 of $4,733,642. The country's domestic exports for the nine months ending with September aggregated $1,218,977,784, an increase of $137,385,218 over the same period of 1905. The imports for the first nine months of this year totaled $947,935,187, an increase of $74,662,659 over the same period of 1905. This shows a much more rapid increase of exports than imports.

THE RED JACKET MANUFACTURING CO.

A contract that was let recently by the Red Jacket Manufacturing Company for the doubling of the size and capacity of its big foundry in West Davenport, means a lot not only to that growing manufacturing plant but to the city in general. The company let the contract for its new foundry to the Tri-City Construction Company, and will expend from $10,000 to $25,000 in the construction and equipment of the building. The Tri-City Construction Company gets the contract, which was let in the office of Temple, Burrows & McLane, designers of the building. It will be 80 x 200 feet, the same construction as the present foundry, which it continues toward Rockingham road for 200 feet, doubling its size and capacity. The addition means a daily melting capacity for the foundry of twenty-five to thirty tons of iron, and the employment of seventy-five more men, many of whom will be skilled molders necessarily brought here from elsewhere. Quite a number of families will thus be added to the city, and the enlarged plant will be a fine help toward the upbuilding of West Davenport. The company will also install a brass foundry, to make its own brass castings and outside work. One end of the present factory was built for this purpose, but was never equipped owing to lack of room.

FLOOR SCRUBBING MADE EASY.

If Elias B. Dunn has his way the day of the scrubwoman is over. So is the day of shaking out carpets and laborious washing of floors for the housewife. Mr. Dunn gave a demonstration of the inventions which have brought this about in the offices of the Dunn-Locke Vacuum Cleaning Co., in the Knickerbocker Building, No. 116 West Thirty-ninth Street, New York, recently. The device is like the ordinary vacuum cleaning apparatus, except that it scrubs the floor, sucks up the soap and water and carries all the refuse back through a rubber tube and thence to the cellar with a pump which discharges the stuff. Mr. Dunn threw flour and other things over the upholstery of his office furniture, and showed how the apparatus cleaned it all off in a few seconds and left not a stain behind.

OLD AGE DEFIED.

The Hungarian chemist Brunn, claims to have discovered a liquid chemical compound which renders certain kinds of matter proof against the effects of time. He asserts that it doubles the density of nearly every kind of stone and renders it water proof. It imparts to all metals qualities which defy oxygen and rust. The professor says that while traveling in Greece some twenty-five years ago, he noticed that the mortar in stones of ruins which were known to be over 2,000 years old was as hard, fresh, and tenacious as if it has been made only a year. He secured a piece of mortar and has been working on it ever since until now, when, he says, he has discovered the secret. His discovery, he claims, will, at the least double the life of metal exposed to the air, such as bridges, railroads, vessels, and tanks.

A SAW TO SAW STEEL.

A circular metal saw with inserted teeth, that, during a test, made a record of one inch a minute working its way through a 14-inch steel billet, is one of the latest achievements of the saw manufacturers, says the *Engineering News*. This machine is intended to cut 13-inch billets into convenient lengths for forging into locomotive driving axles; heavy forgings and castings can likewise be handled by the temporary removal of the special appliances fitted to the machine, the weight of which is about 10 tons.

EMIGRATE TO CANADA.

The number of immigrants entering Canada during the fiscal year 1906 was 189,064, an increase of 42,798 over 1905. The immigrants from the United States numbered 57,919, or 14,267 more than in 1905. Canada has for years pursued a policy of inducing imigration by extensive advertising and paying bonuses to immigration companies. It is said that each British immigrant costs Canada $13, and agriculturists and servants from the continent of Europe cost the government $5 each.

The homestead entries for 1905 amounted to 34,645 in Manitoba and the Northwest. The so-called fertile belt in this section of the Dominion contains 90,000,000 acres suitable for settlement, of which 67,250,000 acres have been granted to railroads, homesteaders, etc., leaving 22,750,000 acres for new homesteads.

ENAMELED STEEL USED FOR SIGNS OF ALL KINDS.

It has never been an easy thing to manufacture street signs which are at the same time practical and durable. After many years experience with tin and scores of other materials, enameled steel seems to have come into favor for signs of all kinds including street guides and advertisements. Enameled steel sheds water readily; remains eligible much longer than signs of nearly any other material. There has, however, been some need for improvement in the mounting of the enameled signs, and a distinctive advance in this line is seen in a new article which has appeared on the market.

The base of the sign is a wooden back about 7/8-inch thick and 3 3/8 inches wide, and beveled at the ends, the outer or longer face being the length of the sign as determined by the length of the street. This wooden back can be nailed or otherwise fastened to the house, tree or post to support the sign. The sign itself is a steel plate enameled in blue with white letters. The side edges are turned to slip over the wooden back and have four large screw-holes near the ends. The ends of the turned over sides are beveled at the same angle as the back of the board.

When slipped over the wooden back the enameled sign is held in place with four round-headed brass screws. Leather washers are put between the enamel and the brass heads and they are not screwed up too tight, because the steel plate will expand and sufficient play must be left so that it will not buckle.

Signs are made in all styles to suit special requirements. For example, one city sets four signs or iron brackets on a trolley pole at each corner, thus showing the street names from every direction. Another puts the signs along the supporting post instead of horizontally across it, and puts one on each of its four sides.

Ornamental corner pillars are furnished for holding signs, made of hollow metal with a solid bed plate in the ground and double brackets for holding two or more signs 10 feet above the ground. Lamps of any kind can be put on top of these pillars. Signs for telegraph, telephone, railroad, street car, newspaper, contractor, wagon, express, real estate purposes, public notices, advertising, etc., are also supplied for window and other signs, house numbers and all kinds of door plates.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY
HARDWARE PUBLISHING CO.
309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

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NOVEMBER 25, 1906

Editorial Trade Review

The month of October undoubtedly held up to the record for a fullness of sales which tasked the efforts of the distributing powers to the utmost to do justice to. The manufacturers have still to contend with the shortage of cars, which has delayed the trade for months, and the delays on account of non-delivery of raw material form one of the aggravating features that gives the producer of goods a prolific cause for worriment. The trade is already busying itself with the selection of holiday requirements, which will form a good portion of their sales during December at a fair margin of profit, and consequently these goods will form a field of special activity on which prompt deliveries will be urged with a persistence worthy of the most satisfactory results.

The changes in prices that seem to be of almost daily occurrence unsettle quotations for buying and selling with alarming frequency; frequently orders on special lines of goods are taken from the jobber with the assurance of an advance in prices at an early date to assist in making the orders sufficiently full and complete, and the advance resulting causes the re-adjustment of the jobber's quotations, which, although in a manner apparently conservative and moderate, when comparison is made with the prices formerly prevailing, the trend being ever upward, one is surprised by the range of goods which are made subject to change, and on which the dealer will found the prosperity which will be indicated by the next inventory.

In almost every line of staples that is carried largely in stock by the trade, the plentiful supply is retarded by these unavoidable delays that are inseparable from prompt deliveries at this time of the year especially, let alone the causes otherwise affecting it. In Builders' Hardware it is more noticeable because now is the time when pressure is brought upon the dealer for the supplies of such material as will bring to a completion the structures of all kinds, from edifices and warehouses to dwellings and churches, which have been the production of keen enterprise during the preceding months. The labors of hordes of skilled workmen need these supplies, and the manufacturer is at his wit's end to supply the jobber and enable him to fill the dealer's orders. In this branch of the business, Builders' Hardware, the trade has rarely known so prosperous a season. The demand on every hand for better goods being in harmony with the prosperous conditions surrounding the industry, has made it more difficult than usual to anticipate wants that in ordinary seasons would be supplied with Hardware more plentiful because less expensive.

The magnificent weather which has been the characteristic of the past two weeks, has made the dealer's wants for winter more manifest than ever, and the early movement which in former seasons was noted as prevalent in November has been fostered and encouraged at an earlier date, and created the activity which is now so noticeable. It certainly looks as though the great crops upon which we safely ground our present prosperity would warrant the expectation of a safe trade in 1907 for the first six months, and for which the dealer can shape his stock and carry it in full supply. The conservatism of the United States Steel Corporation has been commendable, and that the market hasn't lost its bearings and taken advantage of the present state of affairs may be attributed largely to the conservatism of this large manufacturer holding it in check.

THE COMMANDING OUTLOOK.

The country for several years has enjoyed, and yet enjoys, a prosperity for which its good crops are the explanation. Good as were the crops in 1905, the production of 1906 will generously exceed them. In contemplating the past it is noted the turn for the better, in its beginning, was more of a debt-paying than expansive character. With debts cleared came the progressive period; the period when the people at large, and the agricultural class in particular, had money to spend. In no more general way has this money been invested than in improvements. A better house, a better barn, better machinery, tools, harness, etc., claimed consideration. Evidence of the decision is to be seen in all parts of the land. A continuance of prosperity is suggested by the large crops of the year with a demand indicative of good prices. It is more than suggested there will be a continued expenditure in improvements. In every way, in the household, in the barn, in the field, in implements tools, nails, etc., there will be a call for Hardware. In the cities the progress will be no less. House-building was never more engaged in. The sound of the hammer and the saw evidence the prosperity bringing them into activity. The outlook is certainly an excellent one when regarding the people collectively as free from debt and making money which is finding investment in buildings that must favorably affect the Hardware business. Dealers are confronting even a better situation than the favorable one of the past year. An excellent demand for goods in the Hardware line is well indicated.

THE COMMERCIAL VALUE OF PERSONAL HABITS.

Guard your own private habits, if for no higher than a commercial reason. Your mode of life is watched, not by your own employees alone, but by the visiting salesmen, each of whom represents a separate business institution with which you are doing business or may wish to in the future. Commercial ratings are not everything and the modern jobber knows it. The personality of the man behind the gun counts much in the efficiency of its aim. More than one retailer has been surprised by a sudden tightening of his credit, a closer looking into accounts, a less elastic treatment and has wondered why. His rating may have remained the same, his bills been settled just as promptly, his treatment of the house as fair. Perhaps he did not even realize that there was any change in his reliability in

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any way. The tip went out through some of his salesmen visitors. "H—— will bear watching; he drinks more than he used to; he has taken to playing poker; he is dabbling in stocks." It does not matter that the retailer's habits had been learned through a good social time with the salesman himself. The latter is not on trial and the former is; hence his credit is curtailed as a matter of precaution rather than because his business gave signs of wabbling.

A Hardware dealer recently advertised for a partner with money to extend a special line of trade. The man was found and the situation presented to him so attractively that he was about to invest. Two unexpected visits found the Hardwareman absent from his office and a little inquiry located him at a neighboring pool room. That settled it. The business was all right but the man behind it was open to the possibility of question and the partnership was spoiled.

PLEASE THE WOMEN.

Please a woman with a household novelty and ten to one she will succeed in using it for a variety of things the manufacturer never dreamed of, excepting when he had the nightmare. Disappoint her and the chances are she never afterwards can find a hammer in the whole concern good enough to drive a carpet tack. That isn't the worst of it. She will tell her family so convincingly how she has been swindled that not a member of it will ever trade at such a place again: they would not dare to, lest she find it out.

A man will get outrageously cheated and then will say nothing, but grin sardonically while all of his fellows go in and do likewise. A woman will drag them back by force and call the police if they insist on entering. Perhaps the man may even be cajoled and made to believe that he was not hurt very much; at least that he has been a victim of circumstance rather than of fraud: anyway he wants to go back just to see if it can be done to him again. Swindle a woman and all the apologies in the world won't quiet her. She is after the goods and not excuses. Either she is suited, and all sweet words, or else she isn't and is all words that are not so sweet; and there it ends—only, something else begins.

Certainly it pays to please the women. No other class of customers are more liberal or more loyal; none others half so influential as they in favor of their commercial friends. But an offended woman will get even seven times over if she has to wait ten years to do it and in the meantime is compelled to organize a special social club or sewing society to accomplish her revenge

THE MISTAKES OF OTHERS.

If a customer should chance to overpay for a purchase, no honest dealer would neglect to rectify the error. Should he forget a portion of the goods that he has paid for, they should be held for his return or sent to his address. But how about the man who thinks he knows just what will answer for a certain purpose but overlooks some point that is sure to bring him disappointment; is he always warned of his mistake? If he gets it into his head that cheap High-fly razors in the show-case are the standard High-crack goods that require no other guarantee than their own name, is he carefully set right in his belief before he purchases?

Perhaps there is no more certain index to the business man's real character than the extent to which his conscience lets him profit by the mistakes of others. It may not be to the extent of keeping money wrongly paid or of failing to deliver goods the purchaser has forgotten. There is a passive as well as an active co-operation with that commercial bug-a-boo, mistake, by means of which a good many men ease their conscience when it pinches them in a sore spot for putting into their pockets a profit that is not legitimate.

It really matters very little whether a man deliberately fools a customer or whether he lets the customer fool himself or connives with the clerks or with circumstances to do the fooling. If he takes advantage of the misbelief to profit at the other man's expense he has tested the elasticity of his conscience to an extent that will weaken it a little in the future. The customer may never find out the deception from his purchase. He will certainly discover its effect upon his deceiver in the course of time, if he remains a customer until the stretching is repeated often enough. Presently he will be heard remarking to some friend:

"I used to think H——— strictly honest, but of late he seems to be getting tricky. I wonder what has happened to him that has changed him so."

Nothing has happened to him. Nothing has changed him radically. Instead of growing, he has stretched until he is weakened; that is all. Its a big step from a strictly honest men to a moral wreck, but not a very big journey if we stretch ourselves across the short-cut. Any of us could do it if we wanted to; indeed it is one of the surprising phases of human nature, the readiness with which conscience, stretched a few times to the straining point, adapts itself to the new demands and becomes less and less resistant to them until it finally becomes so pliant that it hardly restrains from anything at all that promises a little profit or satisfaction.

THE OVER-DONE FOLLOW UP.

It is always possible to overdo a good thing and the energy with which some firms follow up their inquiries supplies a vigorous example. Not every applicant for a catalogue or information is an intending purchaser. Some one may want a little general information on the present development of machinery along certain lines, or the very attractiveness of the firm's magazine advertising may have so interested him in the subject that he seeks further information in the catalogue so freely offered, much as he would seek a magazine article on the same subject, and still not be at all interested in it professionally. Of course there are various other reasons. We will say that he asks for a hand-book of information about gasoline engines. The book arrives and with it a letter stating that the district manager will call upon him in a day or two; perhaps the manager brings the book in person. A few days later the general agent for that territory runs in to have a talk with him; the local dealer has in the meantime been notified and several rival agents more than likely have got wise.

If all this has happened in a country district the entire neighborhood is ere this remarking that "Mr. H—— is going to buy an engine; now what in Texas does he want of one, do you suppose?" That may be a little difficult and embarrassing for Mr. H—— to explain if he happens to be a minister or a teacher. As a result he is assailed with criticisms, agents and suspicions for the rest of the season; and on the manufacturer's part, there has been a lot of expense worse than wasted.

The wisdom of a personal visit from some distant agent, to put it very mildly, is questionable until some other point is gained than the mere inquiry for a catalogue. Such visits cost money, take the agent's time from more profitable fields and in a great many cases cause considerable chagrin to the unfortunate minister or lawyer who has to move about the country with a lot of threshing machine agents at his heels and the rest of the community laughing at him and all his followers together. A personal letter with the catalogue with a request for an interview will in many cases bring out some evidence as to whether or no an interview would be of any use. In other instances the local dealer can supply sufficient information to determine the best method of follow-up to be employed. Certainly his advice should be obtained before the men of the road are sent. Occasionally a sale may be lost by this more dilatory method, but it will be found far less offensive and in the end, expense considered, more fruitful of results.

THAT CHRISTMAS PRINTING.

By and by the holiday season will be back upon us and a good many idea barrels will be tapped for instant use. Some of these pet business schemes will require special printing, an up-to-date announcement, a circular, pamphlet, souvenir card or other form of the art preservative. Even the regular business correspondence will be rendered more attractive by freshening up the stationery supply. Somehow, when everything else is bright and fresh, a dingy letter-head looks as much out of place as a garbage receptacle in a city park.

Probably the great majority of business men who are at all progressive will have some form of business at the print shop within the next two months. The question is, how many will place their orders far enough head to get their work done when they want it?

There are a great many enterprising business men in the world. The supply of printers is supposed to be restricted to about the number that can make a living the year around. There is sure to be a rush of orders a little later and that means delay, disappointment, perhaps slighted work.

What is the matter with your holiday plans now? Can't you mature them and put your copy in the printer's hands while he has time to give it due consideration? Then later on get everything arranged for that can possibly be arranged ahead, envelopes addressed, circulars folded, etc., so as to put as little extra work of this sort as possible upon your own working force during the holiday rush. At the psychological moment you can quietly launch your plans while your less foresighted neighbors are frantically falling over each other in a mad rush to get the printer's attention or his scalp.

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IRON AND STEEL IMPORTS AND EXPORTS.

Exports of iron and steel manufactures show an increase of about 25 per cent in the nine months ending with September, and imports or iron and steel manufactures show also an increase of practically 25 per cent. in the same period, when compared with the corresponding months of the preceding year. Exports of all domestic products increased meantime but about 13 per cent. and the total imports but about 9 per cent.

A remarkable feature of the import movements in this class is that of pig iron and iron ore. Importations of pig iron in the nine months ending with September, 1906, are practically twice as great as in the corresponding months of 1905 and six times as great as in the same months of 1904. Iron ore also shows a large increase, the imports of that commodity in the nine months ending with September, 1906, being 818,030 tons, against 650,286 tons in the corresponding months of 1905 and 297,212 in the same months of 1904. Pig iron and iron ore imports aggregated over 10 million dollars value in the nine months ending with September, 1906, against about 5 millions in the corresponding months of 1905 and about 2 millions in the same months of 1904.

Nearly all forms of iron and steel show an increase in importations, the principal exception to this being tin plate, which shows a fall from $3,381,150 in the nine months ending with September, 1905, to $2,526,632 in the corresponding months of 1906.

Another article of importation which may be considered as a measure of activity in certain lines of iron and steel manufacturing is pig tin, used chiefly in manufacturing tin plate, of which the importations in 1906 amount to over $27,331,500, against $20,700,371 in the corresponding months of 1905 and $17,348,294 in the same months of 1904. Exportations of tin plate also show a marked increase, the total number of pounds exported in the nine months ending with September, 1906, being 23,794,151, against 14,562,152 in the corresponding months of 1905 and 12,056,069 in the same months of 1904.

The growth in exportations of iron and steel, a growth which has been one of the most marked characteristics of the export trade during the last decade, is larger in the nine months ending with September, 1906, than in any corresponding period in the history of our export trade. The gain in the nine months ending with September, 1906, over the corresponding period of the preceding year is over 24 million dollars, while the largest gain in any like period in earlier years is that of 1900, which showed an increase of about 21 millions.

Comparing the figures of 1906 with those of a decade earlier, the exports of iron and steel show a gain of over 270 per cent., having been $34,549,290 in the nine months ending with September, 1896, and $127,189,673 in the corresponding months of 1906, while the imports of iron and steel show meantime an increase of 50 per cent., having been $16,361,429 in the nine months ending with September, 1896, and $24,376,887 in the corresponding months of 1906. Comparing 1906 with even two years earlier, a marked increase is shown in both exports and imports. The exports of iron and steel manufactures in the nine months ending with September, 1904, were but $82,551,937 against $127,189, 763 in the same months of 1906, showing a gain of 37 per cent. in two years' time; and the imports of iron and steel manufactures in the nine months ending with September, 1904, were but $16,598,505 against $24,376,887 in the same months of 1906, showing an increase of nearly 50 per cent. in two years' time.

Pig iron is, at the present time, the most striking feature of the iron and steel imports, having been $7,801,664 in the nine months ending with September, 1906, against $3,788,376 in the corresponding months of 1905 and $1,337,548 in the same months of 1904. This pig iron comes chiefly from the United Kingdom. The total value of pig iron imported in the fiscal year 1906 was $7,788,884 of which $5,376,983 was from the United Kingdom, $903,908 from Germany, and most of the remainder from Austria-Hungary, Belgium, France, Sweden and Switzerland.

Iron ore is also an import of considerable importance, though the figures are not included in those above quoted of the value of iron and steel importations. The value of iron ore imported in the nine months ending with September, 1906, is $2,295,506, against $1,514,291 in the corresponding months of 1905, and $685,123 in the same months of 1904. The bulk of this iron ore comes from Cuba.

Nearly all of the great articles or groups of articles share in the increase in exports of iron and steel manufactures. Steel rails increased from 5⅓ million dollars in the nine months ending with September, 1905, to over 6½ millions in the same months of 1906; structural iron and steel, from 2¾ millions to 4½ millions; wire, from less than 5 millions to 6⅓ millions; builders' Hardware, from a little over 9 millions to more than 10 millions; electrical machinery, from 5½ millions to 6¼ millions; metal-working machines, from 4 millions to practically 5½ millions; sewing machines from 4½ millions to 5¾ millions; while printing presses, pumps and pumping machinery, and cash registers show in each case an increase, making the total exports of machinery of iron and steel practically 60 million dollars in value in the nine months ending with September, 1906, against a trade over 50 millions in the corresponding months of 1905.

The following table shows the value of iron and steel imports and exports in the nine months ending with September, from 1896 to 1906:

Nine months ending September—	Imports of iron and steel.	Exports of iron and steel.
	Dollars.	*Dollars.*
1896	16,361,429	34,549,290
1897	10,829,797	45,693,384
1898	9,639,658	59,990,665
1899	10,768,407	76,569,205
1900	16,398,349	97,311,140
1901	14,057,766	76,846,899
1902	27,838,237	73,352,016
1903	34,652,234	72,714,360
1904	16,598,505	92,551,937
1905	19,565,755	102,922,277
1906	24,376,887	127,189,673

DEATH OF A. J. CORDIER.

Auguste J. Cordier, one of the foremost men in the enameled ironware business in this country, died at his home at Woodhaven, L. I., October 22, from the effects of a stroke of apoplexy. He was in his fifty-third year and had been in ill health for a year as a result of overwork.

Mr. Cordier was born in the old city of New York, February 27, 1854, but early came to Brooklyn to take up his life work in the business of which he was the head when he died. When but twelve years old he engaged in the humble capacity of office boy with the Lalance & Grosjean copartnership, then a comparatively small house but a few years old. Industry and careful habits won recognition at the hands of his employers, and he was successively promoted to the positions of entry clerk, city salesman and traveling salesman.

The second vice-presidency of the company was his next step, which he took in 1889, rising to first vice-presidency in 1892. Florian Grosjean, his father-in-law, and senior member of the concern, died in 1903, and Mr. Cordier took the presidency, the highest post of trust and honor the company had to offer him.

Not until a year ago did he relinquish his active labors in the business, and then only at the command of his physician. The ample and magnificent villa that he had erected four years previously, at Woodhaven, became his headquarters, and as his health continued to fail he conducted his affairs from his study. His ill health also compelled him to give up his attention to the clubs and bodies of which he was a member, although he retained his membership in all of them until he died. When he passed away he was a director in the Woodhaven Water Company, president and director of the Lalance & Grosjean Company, a member of the Union League and Fulton Clubs, of the Chamber of Commerce of Manhattan, of the Montauk Riding and Driving Clubs, the New England Society of Brooklyn and the Church Club of Jamaica. He was formerly a director in the Phoenix and Hanover Banks, of Manhattan. Although he took no active part in politics, his inclinations were Republican.

Mr. Cordier is survived by a widow, daughter of Florian Grosjean; a son, Auguste J., Jr., and a daughter, Alice Marie.

THE AMERICAN HARDWARE CORPORATION.

In a recent issue of the New Britain *Daily Herald* it publishes an article which seems to substantiate the claim of that city to have within its limits a corporation with more employees than any other in the State of Connecticut. The concern in question is the American Hardware Corporation, whose constituent companies and the number of persons employed are as follows: P. & F. Corbin, 2,000; Corbin Screw Corporation, 1,500; Corbin Cabinet Lock Company, 900; Russell & Erwin Mfg. Company, 1,700, and Corbin Motor Vehicle Corporation, 250. This makes an imposing total of 6,350 persons employed by the American Hardware Corporation, which number will be materially increased when the large addition to the plant of the Corbin Screw Corporation now under way is completed.

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THE EDUCATED MERCHANT.

There is a popular notion, which has gained wide support, that for the young man who intends to enter a business career the years at college are wasted. This is not confined to the laity, for many well-known merchants have argued along the same lines, declaring that colleges and college courses were too apt to deprive the youth of some of the qualities necessary for a success in the world of trade.

As we have stated before, says the *Oregon Tradesman*, education cannot, unaided, make a merchant out of anybody. The trading instinct is born, not made. The ability to make money is a natural one; the bump of acquisitiveness cannot be produced by culture or training. Some shrewd traders there have been who could scarcely read or write. Many of them have amassed considerable fortunes. However, they have been at such a manifest disadvantage, so open on many sides to attack, that almost without exception a common school education is regarded as a necessity for the future business man.

The principal mistake in the popular idea that higher education is hurtful is in the belief that the chief aim and end of the merchant is to gather in money. The first principle of the merchant, and, for that matter, for the lawyer, the physician and everyone else, is to make a comfortable living. Self preservation, all the necessities, some of the luxuries—in short, the benefits of wealth—are legitimately sought for by all men.

But when the chief aim, the only dominating principle in a man's life, is to hoard gold, the instinct is distorted and the true reason for living is gone.

The merchant of today looks on the definition, "one who buys and sells," as too narrow. The merchant of today is not a merchant to the exclusion of everything else. It lies within him to become a success as a man and a merchant as well. He may be an honored and respected citizen, and he frequently is. The man who thinks only of dollars may get them, but that is all he gets. Most of our great merchants have become great men at the same time. Their opinions on other subjects are sought and found sound and good; some of them become statesmen, full of common sense and keen ability; others are able and willing to work for the good of their community, producing wonderfully satisfactory and lasting monuments to themselves. Success, true success, is not confined to the getting of dollars.

We believe we are stating a fact when we say that every really successful merchant is educated. We mean the success that includes the making of money and the using of it wisely, and we refer to the education which broadens the mind and enlarges the heart—frequently self-acquired. The ambition of the young man is usually higher than the mere collection of a great bank account. The bank account is very necessary and a good thing to have, but the use of it is still more important.

Probably not more than twenty-five per cent of our merchants have received more than a high school education, but for all that, most of the successful ones are educated men; through their own efforts, through their own desires, they have mastered knowledge which enables them to direct their means wisely, to enjoy the fruits of their labors and to assist materially in the advancement of the world.

There was a time when the typical grocer, conceived in popular fancy, was a fat but obsequious man, aproned and perspiring, seeking to drive a shrewd bargain and ready to take advantage of those who dealt with him. This has changed until today the grocer or other merchant has no particular type, for it is changing continually. Many grocers are thin, and many of them wear no aprons. Most of them are able to hold their own on political, educational and religious subjects. All of them hold a higher and more recognized position than ever before. Without losing their ability in buying and selling goods, they have added to their knowledge as they have added to their means.

And it is worthy of note that this change has not been accomplished by any loss of natural aptitude for business. We believe that it has served to make them more efficient; it has given them a wider knowledge of conditions, of human nature, and has enabled them to take opportunities which would have been obscured without their education, whether it was secured through the medium of a college or by personal effort and a real love for the wisdom they sought.

As years go by, failures appear to grow less in proportion to the number of people engaged in business. There are years when disasters come and many go under; there are others when few fail to gain profits in keeping with their efforts; but the general trend is for less failure in trade. This is not due to a smattering of Greek verb roots, nor to the ability to master the problems of differential calculus, but to the cultivation of the mind, whether it be due by delving into the learning of the ancients or by the profound study of men and things which every truly successful merchant steadily seeks.

The college education is all right for the embryo business man, but it is not absolutely essential to real success; but education of some kind is essential for the highest success in any career, whether it be that of the merchant, the doctor, the attorney, the preacher or the day laborer. Education means training, development, cultivation, bringing out. The uncultivated field may be rich in natural nourishment for plant life; it may produce considerable crops without care or attention. But its natural fertility will be doubly effective when cared for by a scientific and thorough farmer. So the business man may do a good deal with nothing but his natural instincts, his native shrewdness; but with education of some sort, his real worth is increased many fold, and his true value to himself and to the world about him made more effective.

FRANK H. TAYLOR.

At a meeting of the stockholders of The Yale & Towne Mfg. Co., held at its offices in Stamford October 30, 1906, Mr. Frank H. Taylor was unanimously elected a director of the company and at a subsequent meeting of the Board of Directors, held on the same day, was elected a vice-president of the company.

Mr. Taylor was born in Cincinnati, Ohio, and after leaving school entered Haverford College (near Philadelphia) where he graduated after a four years' course; immediately after which he entered Harvard University, from which he also graduated, in class of 1877, receiving the degree of A. B.

After leaving college Mr. Taylor entered the employ of the George Fox Starch Co., of Cincinnati, Ohio, as an apprentice, advancing through various stages to the position of superintendent. In 1882 he removed to Philadelphia, where he became one of the organizers, and then treasurer of the Belmont Iron Co., of which ultimately he became the president. The plant of this company having been destroyed by fire Mr. Taylor in 1890 accepted the position of manager of the Philadelphia branch house of the Yale & Towne Mfg. Co., which he retained for the following seven years.

In 1897 he transferred his residence to Pittsburgh, Pa., to accept an appointment as sales manager of the Westinghouse Electric & Mfg. Co. He served three years in this position and was then promoted to the position of fourth vice-president, in which he served for about three years, and finally was elected to position of second vice-president, which he filled for the following three years and until he resigned in April, 1906. He is a director of the Westinghouse Electric & Mfg. Co., and of the Provident Life & Trust Co., of Philadelphia, and one of the trustees of the Engineer's Club of New York.

Mr. Taylor's wife was a Miss Nicholson, a grand-daughter of John L. Whitall, of the old house of Whitall, Tatum & Co., of Philadelphia. They have four sons.

As a vice-president of the Yale & Towne Mfg. Co., Mr. Taylor's duties will relate equally to the manufacturing and commercial sides of the business and ultimately will include many of the matters which heretofore have been attended to by the president.

The present official organization of the Yale & Towne Mfg. Co., is as follows, viz.: President, Henry R. Towne; Vice-Presidents, Schuyler Merritt, Frank H. Taylor; Secretary, J. H. Towne; Treasurer, A. R. Erskine; General Manager, Kirk Brown; General Superintendent, Walter C. Allen.

ONE USE OF ADVERTISEMENTS.

How many season sales are lost each year because the dealer overlooked the probable want until he got the inquiry? That is where the advertising pages of the Hardware journals would do much to set him right if they were perused with proper attention. It isn't so much what a man knows as what he calls to mind at the proper time which determine his qualities as a buyer. A great deal of the value of what is read comes in the form of a reminder rather than of actual information, and this may best be gotten from the advertising columns. The editor of a trade paper hardly feels justified in calling attention over and over to some seasonable point but the advertiser keeps slugging away on his own specialty; then he is sure to hit the retailer at the proper season if the retailer only hits him.

No matter how familiar one may be with all the regular advertisements running in his favorite journal, it pays to form the habit of hastily running them all over with each issue, not only for the new advertisements, but to recall to mind each of the various lines that have not yet been ordered and ask as each is reached: "Is it time for me to order that to-day?" Such a habit will save many an overlooked order, disappointed customer and lost sale.

Almost numberless are the frantic hurry orders that are sent in after the inquiry has come, which are finally filled by the jobber too late for the use of that particular customer and, more than likely, too late to hunt up a new one. The belated retailer then has his choice between a row with his jobber or a little addition to his already over-abundant stock of goods that must be carried over to another season with its possible change in market demands.

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LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

RAILROAD COMPANY LIABLE FOR LOSS OF SAMPLE TRUNK.

QUESTION: A traveling salesman in our employ took with him a sample trunk filled with samples, which was considerably larger than the ordinary trunk. He bought a ticket and checked the trunk paying $0.85 for excess baggage and told the baggage man that it was a sample trunk. An accident happened and when he called for the trunk he found it water soaked and the contents ruined. It is a common practice to transport sample trunks on this railroad and our salesman had traveled over that same road with his sample trunk many times before. Can we recover from the railroad company the value of the samples contained in the trunk, which is about $300?

REPLY: We think that you can do so. The baggage master had notice that the trunk contained samples, rather than the ordinary clothing and personal effects carried by travelers, and accepted the trunk with notice of this fact, and in accordance with the common practice of the railroad to carry the sample trunks of commercial travelers. The value of the contents of the trunk was not disproportionate to what it might have been presumed to contain. The case, therefore, differs from those in which a recovery has been sought against railroad companies for the value of trunks containing, for example, jewelry worth many thousands of dollars, where the actual value of the contents is far disproportionate to the apparent or indicated value. We think under the circumstances the burden would be upon the railroad company to show that it exercised due care in the transmission of the goods and upon its failure to do so, it would be liable for whatever damages resulted to the contents of the trunk by reason of its negligence.

LIVERY STABLE KEEPER'S LIEN.

QUESTION: Can a livery stable keeper who has boarded a horse, and whose bill is not paid, keep the horse till the owner pays the bill?

REPLY: Ordinarily it is held in the absence of statutes that he cannot. The reason is that the owner usually has the right to take and use the horse at any time, and that right is deemed to be inconsistent with any right on the part of the livery stable keeper to keep the animal, in case the bill is not paid. This rule is changed in New York and many of the States by statute and under these statutes the livery stable keeper has a right to keep the animal till his bill is paid. Of course he waives his lien by voluntarily relinquishing possession of the horse.

NOTE—WHEN ILLEGAL AND VOID.

QUESTION: We discovered an employee had collected money and had not turned it in to the firm. We looked up the amount of his embezzlements and got him to give us a note, indorsed by his wife, to make them good. Is the note collectible?

REPLY: So far as the note was given to secure the payment of the amount embezzled by your employee, it is of course perfectly valid. But if it was given upon any understanding or agreement that you should not institute criminal proceedings against him on account of the embezzlement discovered, then the note was founded upon an illegal consideration and cannot be enforced. The law regards the compounding of a felony as against public policy, and as itself criminal; and no agreement or security given upon the understanding, express or implied, that it was to purchase immunity from criminal prosecution can be legally enforced.

UNITED STATES BANKRUPTCY LAW-PRINTING COMPANY MAY BE AN INVOLUNTARY BANKRUPT.

QUESTION.—Can an incorporated company engaged in the business of printing and selling newspapers and in job printing, go through bankruptcy?

REPLY: The present Bankruptcy Act of the United States provides that, "Any person who owes debts, except a corporation, shall be entitled to the benefits of this Act as a voluntary bankrupt;" and also that, "Any natural person" (except wage earners and farmers), "any incorporated company and any corporation engaged principally in manufacturing, trading, *printing, publishing*, mining or mercantile pursuits owing debts to the amount of $1.000 or over, may be adjudged an involuntary bankrupt."

RIGHT OF FINDER OF LOST PROPERTY BURIED IN ANOTHER'S LAND.

QUESTION.—Some workmen employed to dig a ditch on A's premises, found some valuable coins in the soil about six feet below the surface of the ground. Who is the owner of the coins, A, the owner of the land, or the workmen who found them?

REPLY: The general rule seems to be that the finder of lost property obtains title to it as against all persons, except the original owner who lost it. This rule has generally been applied, even though the property has been found upon the land or in the soil of another person. The workmen would, therefore, usually be held to have title to the coins as against the owner of the soil and as against all persons, except the person who buried them.

A NEW MONEY-MAKER FOR DEALERS.

It is not very often that a real, brand-new proposition comes along and for this reason we believe the readers of this paper will be unusually interested in the advertisement of the H. M. Sheer Co., of Quincy, Ill., found in our advertising columns. When this company applied to us for space in our paper, their proposition was so different from our regular line of advertisers that we were more than ordinarily interested to learn how they had built up such a remarkable business. So we investigated and the more we looked into the matter the more we were surprised that their idea had not been put before the Hardware dealers before.



A NEW AND IMPROVED INCUBATOR.

But, as is so often the case with good opportunities, it has been overlooked until the Sheer Co., in looking for new worlds to conquer, hit upon the idea that their proposition was specially suitable to the Hardware trade in many respects. For eighteen years this company have been manufacturing incubator and brooder fixtures, and have, through judicious advertising and high-class goods, built up a very successful business. Last year they interested over eighteen thousand people in their line of goods and they see no reason why a great deal of this business could not go through the local Hardware trade. Any one familiar with the magnitude of the poultry industry, which by the way exceeds in volume more than any single industry of the day, not excepting iron, steel, wheat, or manufactures, will readily realize here is a field that has no limit of possibilities in way of trade.

There is no question but what it will pay every Hardware dealer, who reads this, to send to the H. M. Sheer Co. for their Hardware dealers' proposition. Just a mere request on your business stationery will bring full information, and the first in the field of course will get the most benefit. We might have gone into detail and given you a greater explanation of their plan for Hardwaremen, but we do not feel that we can present the proposition as well as the originators. For that reason we urge you to write direct to this company. We assure you at the start you will find them dependable in everything they say and offer. They have a good thing and the wide-awake dealer will "make hay while the sun shines," by getting in touch with them at once. The season for their goods is just coming on, and there is no time to be lost if you wish to get the benefit of it this season.

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CONFIDENCE AND COURTESY.

There are two important building stones of business. One of the most successful merchants of our time put it none too strong when he said: "Confidence is the keystone of the arch through which the path must be taken leading to success." Every Hardwareman realizes keenly from his own experience that this is an absolute necessity to business success. In placing his first order for goods, or when he first embarked in business the stimulant which enabled him to put his whole heart and mind into his work was confidence. Without this no business can permanently prosper.

And just in the same way the customer must have confidence in the store and its methods, in the merchant and his goods, and in the degree in which this confidence is generated and maintained, will the business be a success. This being the case it is of the utmost importance for the Hardwareman to do everything in his power to cultivate and to strengthen confidence on the part of his customers and the public generally.

HOW TO CULTIVATE CONFIDENCE.

Now and then a merchant will be found who believes that selling goods at low prices, or cut prices, is the only way to build business. This is a mistake. Without a living profit no business can thrive—without a fair margin, no dealer will succeed. And it often happens that by cutting prices a merchant will make his customers feel that on some goods he is obliged to charge a larger profit—thus destroying confidence. "Honest Goods at Honest Prices"—such a motto put into practice will be one of the best builders of business confidence. Never misrepresent any merchandise, either by a misleading advertisement or by any words of over-praise in the store. In selling an ice-cream freezer a certain Hardwareman established his store in this way. A new family had come to his town. The woman of the house was looking for an ice-cream freezer. The merchant in showing the Rapid Freezer said: "This six-quart freezer will do the work in about fourteen minutes and do it well." "But," said the lady, "I've heard of freezers that will freeze cream in ten minutes or less; haven't you that kind?" The merchant showed the good qualities of the make he carried in stock—easy to clean, and not hard to turn, but did not say that it would freeze in less than fourteen minutes. The lady bought it. A few days later again she was in the store, buying some housefurnishing goods. "I just want you to know how pleased we are with our new freezer. It works splendidly and took only nine minutes to freeze five quarts of cream." Being better than represented is one way of breeding confidence. That woman became a permanent customer of that store.

ADVERTISING.

With honest values, and a well-sorted stock, judicious advertising is one of the most effective ways of stimulating and encouraging confidence. In the newspaper the Hardwareman should make his advertisements plain and to the point. If he is able to get an exceptionally good value in any household article or in tools it is well to give his customer the benefit of his purchase, and by advertising let them know about it.

The dealer himself must have confidence in his own store, in his goods and in his methods. He must believe that the price charged is right, and that the goods are as he represents them. And the greater the degree of confidence the easier it is to win success.

COURTESY IN THE STORE.

Just as the keystone of trade is confidence, so the corner stone is courtesy. Let the Hardwareman have honest goods not misrepresented and even though his advertising be most effective, still his business will fall far short of the greatest possibilities, if this other great factor of genuine success is not in constant evidence in the store—confidence of good values through a well-worded advertisement may first make a customer of the store—but it is polite, courteous treatment that will bring this customer back and make him a permanent customer of the store. And the best business of the Hardwareman is not transient trade, but the continual, constant trade of the permanent residents of his town or city.

What salesman does the merchant like to save his orders for? What house with all things equal does he prefer to mail his orders to? Who are the people he prefers to treat and do business with? It is that salesman, it is that house, it is those people, where courteous treatment will be always shown him. And his feelings are not different from those of his customers.

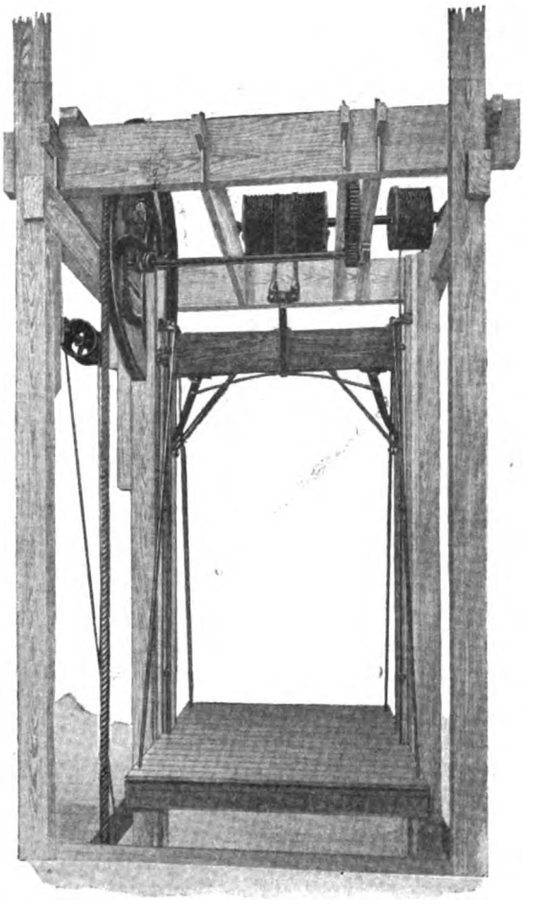
HOW TO PROMOTE COURTESY IN THE STORE.

Certainly no argument is needed to enforce the truth of the fact that business courtesy and politeness are essential to business to-day. With daily increasing competition, with department stores and mail order houses bidding for a part at least of the Hardware trade, the merchant must bend every nerve to hold and to enlarge his trade. And nothing that he can do will be of a greater aid than this little thing, courtesy. It should go all the way through the employees of the store. The proprietor and the manager must be polite to their employees, if they expect courtesy to be shown by them to the customer of the house.

A Hardware store was opened by two brothers, young fellows, a few years ago in the suburb of one of the Central New York cities. They had a good knowledge of the business, but lacked capital. Their stock was small, but by close attention to each customer's wants by their polite, courteous consideration these brothers have built up a successful, well-paying business, and are daily selling goods to people of the city who come blocks out of their way to trade at this store. A true saying it is: "Nothing succeeds like success"—but a true, and underlying saying is "Nothing succeeds like courtesy." HAMMERNAIL.

HAND POWER ELEVATOR.

The electrotype of the Store Hoist which accompanied the article in our issue of October 25th, referring to the Eaton & Prince Hand Elevator, by a strange perversity of intention was exhibited in a way that was puzzling to comprehend. We give



HAND POWER ELEVATOR.

it here properly, and apologize for the lack of care shown by our mechanical forces, whereby it made the cut stand on its head, when it would be more appropriate to make it stand at the head.

CONFUSION IN MANY LINES.

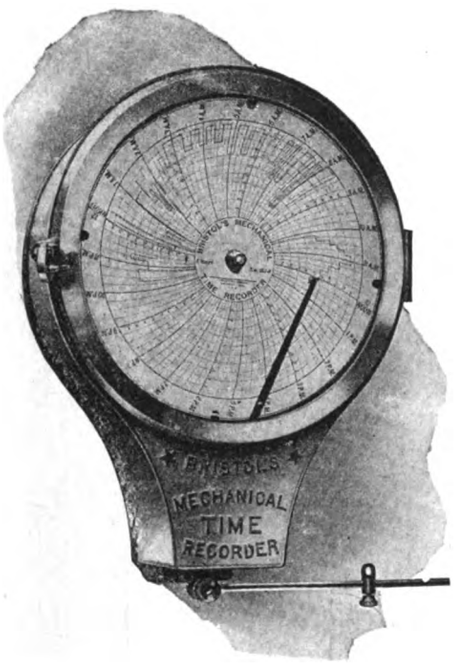
There are many objections to a Hardware store handling too many brands of goods, but one is frequently overlooked. A Hardware store is, more than most lines of business, made up of many distinct trades, with each of which the retailer must be personally familiar. The human mind is limited and cannot grasp the details of too much at once, but the faculty is happily given most of us to lay aside one set of specifications and take up a new one at will. The good salesman who is suddenly called out of the buggy department to show up a gasoline engine forgets buggies on the instant to become an engine specialist, providing he only has the qualities which characterize one line of engines to untangle. If he had to pick up the details of the entire engine business, to contend with the contentions of competitive lines the chances are that he would become more of a blundering idiot than anything else.

It is not an impossible strain on the mind to pass from the buggy to the engine business, but to as readily master all the details of the business as one must do in showing up the advantages of one engine over another is too much of a specialist's knowledge to augur well for the management of the building trade department, the stove room, lock counter and the many other lines that make up the store life of the salesman for a day.

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MECHANICAL TIME RECORDERS.

To fill the continued and increasing demand for an instrument which makes a graphic record of variations and the time of such variations, of mechanical movements. The Bristol Company, Waterbury, Conn., have placed on the market the instrument illustrated in Fig. 171, to which they have given the name Mechanical Time Recorder. A circular chart revolves by clockwork at uniform speed, while the pen moves over the chart an amount proportional to the motion to be recorded.



MECHANICAL TIME RECORDER FIG. 171.

The chart is 8 inches in diameter, being the same size as on the well known Standard Bristol Gauges. Clock movements can be supplied for complete revolution of chart once in 15 minutes, 1 hour, 2 hours, 3 hours, 4 hours, 6 hours, 8 hours, 10 hours, 12 hours, 24 hours or 7 days. Thus it will be seen that the speed may be selected to give best results under all commercial requirements. The pen arm is rigidly attached at its lower end to a shaft which is turned by a short arm projecting through a slot in bottom of the case. The lever shown in the cut projecting to the right is clamped to the short arm by a thumb nut. Special attention is called to the fact that this lever is adjustable and can be clamped to the arm at any convenient angle.

The motion to be recorded after being properly reduced, if necessary, is imparted to the lever which in turn transmits to the pen. The total scale on the chart is usually taken proportional to the total motion to be recorded. Reduced motion, if necessary can easily be arranged by the aid of pulleys, levers or other reducing devices. Fine adjustments can readily be made by applying the motion at the proper point along the lever, and to facilitate this, a metal attaching piece is provided, which is adjustable on the lever arm and secured in any position by thumb nut. It will readily be seen that by the aid of the adjustable lever arm and the adjustable slide on the arm, the instrument is most conveniently adapted to record motions of all amounts and directions. Total deflection of the pen is obtained by turning the lever through an angle of about 21 degrees or five inch motion at its outer end.

This instrument can readily be used to record the rate of motion and position of sluice gates, turbine or engine governors, gate valves, etc. It is also adapted for recording the rise and fall of liquids in tanks, rivers, reservoirs and fore bay. In the gas industry it can be used to check up the operators and thus prevent the "blowing" of the holders either day or night. Its applications are, however, so many and varied that it is difficult to mention them, even for a single industry. Any further information desired will be furnished by the manufacturers on application.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED OCTOBER 22, 1906.

413,159. AUGER. J. Bailey, Wilmington, Ohio.
413,178. COMBINED SCRATCH AND BIT GAUGE. E. E. Doe, Mount Tom, Mass.
413,180. COMBINATION TOOL. E. D. Ely, Canton, Ohio.
413,209. MOP WRINGER. S. H. Schmuck, Cleveland, Ohio.
413,298. LATCH HINGE. E. E. DeKalb, Syracuse, N. Y.
413,316. ATTACHMENT FOR AUGERS. W. J. M. Dobson, Brooklyn, N. Y.

PATENTS ISSUED OCTOBER 23, 1906.

833,734. SCREEN DOOR HINGE. J. Diehl, Sheboygan, Wis.
833,767. SAFETY RAZOR. F. H. Arnold, Reading, Pa.
833,865. WRENCH. W. A. Beason, Ashville, Ala.
833,949. WAGON JACK. J. F. White, Bloomington, Ill.
833,980. WAGON JACK. C. P. Sester, Peoria, Ill.
833,996. LAWN MOWER. G. H. Bryan, Plankinton, S. D.
834,022. RAZOR BLADE HOLDER. H. S. Phillips, Meadville, Pa.

PATENTS EXPIRED OCTOBER 29, 1906.

413,653. HEATING STOVE. G. F. Filley, St. Louis, Mo.
413,659. SASH FASTENER. F. Graburn, Winnipeg, Man., Can.
413,663. LIFTING JACK. J. W. Kawkins, Kent, Ohio.
413,677. WHEELBARROW. J. W. Maloy, Marietta, Ga.
413,725. LEMON SQUEEZER. N. Levy, Auburn, N. Y.
413,794. LOCK. C. M. Stiner, New York, N. Y.
413,799. PADLOCK. J. B. Amwake, Lancaster, Pa.
413,817. WASHING MACHINE. D. B. Wagner, Carey, Ohio.
413,821. WASHING MACHINE. E. Churchill, Tulare, Cal.

PATENTS ISSUED OCTOBER 30, 1906.

834,242. WRENCH. J. Anderson, Portland, Conn.
834,295. WIRE STRETCHER. T. A. Haldeman, Concordia, Kans.
834,312. WRENCH. J. McLean, Boston, Mass.
834,313. SELF HEATING SOLDERING IRON. R. W. Marvell, Baltimore, Md.
834,338. NIGHT LATCH MECHANISM. H. P. Townsend, New Britain, Conn.
834,347. TUBULAR LANTERN. A. W. Walter, Canton, Ohio.
834,353. SAFETY RAZOR. F. H. Arnold, Reading, Pa.
834,370. WASHING MACHINE. C. A. Dodge, Syracuse, N. Y.

PATENTS EXPIRED NOVEMBER 5, 1906.

414,189. MOP WRINGER. A. M. Burnham, Gardiner, Me.
414,261. PERMUTATION LOCK. E. C. Smith, New York, N. Y.
414,262. WASHING MACHINE. E. P. Snyder, Stroudsburg, Pa.
414,357. SCREW CUTTING TOOL. J. E. Woodbridge, Hartford, Conn.
414,363. DINNER PAIL. C. H. Bailey, Rock Island, Quebec, Can.
414,367. DOOR SPRING. E. F. Baude, Cincinnati, Ohio.
414,381. PERMUTATION LOCK. G. M. Douglass, Benedict, Neb.

PATENTS ISSUED NOVEMBER 6, 1906.

834,886. SASH LIFT AND LOCK. W. J. Byrnes, Sacramento, Cal.
834,917. KEYLESS PADLOCK. C. Liaci, New Haven, Conn.
834,920. PIPE WRENCH. C. L. Mahnicke, Columbus, Ohio.
834,941. BENDING TOOL. J. A. Staples, Newburgh, N. Y.
834,967. ATTACHMENT FOR SCREEN DOORS. A. J. Carlson and H. S. Juve, Baltic, S. D.
835,036. LAMP AND LANTERN HOLDER. W. N. Roberts and H. B. Matthews, Ansonia, Ohio.
835,060. DISH WASHING MACHINE. C. W. Donnell, Grand, Okla.
835,071. WRENCH. H. C. Land, Altman, Texas
835,125. AUGER BIT. A. N. Webb, Youngsville, Pa.

♣

"Once," said Senator Pettus, of Alabama, "when I was spending an evening at the home of a friend in Selma, as we sat in the dining room we heard such a dreadful scratching sound from the direction of the kitchen.

"'Martha!' called my host to the cook, 'what is that scratching noise? Is it the dog trying to get in?'

"'Huh!' said Martha, 'no indeedy! Dat's no dawg a-scratchin' de do.' Dat's de cook a-writin a love lettah to her honeysuckle!'"

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Trade Meetings

NEW YORK STATE RETAIL HARDWARE ASSOCIATION.

At a meeting of the New York State Association of Retail Hardware Dealers held recently in Syracuse, it was decided to hold the next annual convention in that city, the sessions to continue over four days, from February 19 to February 22. They have engaged the Alhambra Music Hall for their headquarters, and propose to hold in connection with the meeting an exhibition, renting space to all manufacturers and jobbers who desire to make exhibits at that time. The committee who have the exhibition in hand will be announced later. The officers are now arranging the programme. Mr. John B. Foley of Syracuse is secretary. The hall provided is 75x123 feet in dimensions, so there will be accommodation for many exhibits.

WISCONSIN RETAIL HARDWARE ASSOCIATION.

The secretary writes: Our Eleventh Convention will meet February 6, 7 and 8, 1907, at the Public Service Building in Milwaukee, and hold sessions in the forenoon only of each day, and in this way members will have a part of each day to visit their jobbers, see the sights, etc., and we think it will result in an almost total attendance of all members in the city. The exhibit feature in charge of the local Association will be held under the same roof, on the floor below, right in the heart of the city. Everything points to a very large attendance. The insurance feature is growing nicely, having written $1,000,000 so far in 1906, or $220,000 more than all we wrote in 1905, with an expense account of less than 13 per cent. Losses paid this year number only 11, and total less than $10,000."

C. A. Peck, *Secy.-Tres.*
Berlin, Wis.

ILLINOIS RETAIL HARDWARE ASSOCIATION.

The secretary writes: "Our next convention will be held in Chicago, February 13, 14 and 15, 1907, in the Coliseum on Wabash Avenue. In connection therewith will be an exhibition of Hardware, for which the space is nearly all taken. G. R. Lott, 1002 West Lake Street, Chicago, is manager of the Hardware Exhibit for the Association, and he states that manufacturers and jobbers are preparing one of the best Hardware exhibits ever shown anywhere. The Illinois Retail Hardware Association was never in a more prosperous condition, with its nearly 1,000 members, and an enthusiastic harmony."

L. D. Nish, *Secretary.*
Elgin, Ill.

THE RETAIL HARDWARE ASSOCIATION OF THE CAROLINAS.

On the recent canvass of the secretary through North and South Carolina the movement to combine the two States into one strong organization was met with enthusiastic support, and the Retail Hardware Association of the Carolinas is now an accomplished fact. At the last meeting of the South Carolina dealers at Columbia, S. C., last June, a resolution was adopted authorizing the secretary to make this canvass in North Carolina to effect this combination of the two States, and the necessary membership was soon secured in a visit to only a few of the towns in North Carolina. A general canvass of the entire State is now being made at this time, as the next meeting of the Association will probably be held in some town in North Carolina, and a strong effort will be made to have all the North Carolina dealers attend this meeting at which time we expect large accessions to our membership from that State. The membership in South Carolina now embraces 75 per cent. of all the dealers in that State. As yet we have no State Mutual Fire Insurance Company, but an institution of this kind is in the course of formation among our members at the present time, and we hope to have it in operation inside of a year. In the meantime some of the already established mutuals are writing fire insurance for the members in North and South Carolina, and mutual insurance is growing in popularity, the saving therefrom enabling the dealers to carry their stocks more fully protected against fire. The most complaints that we hear of are: The small jobber selling to the consuming trade, and the large jobber selling to every cross-roads store; which trade ought to let alone to supply itself from the larger retailers. These conditions can almost always be corrected amicably, when brought up in the proper light before the jobber. All are alive to the menace offered to the retail interests in the postal measures for the government to transport merchandise at a loss, and we shall continue to exercise our influence against it. Better harmony exists between competitors, in the same towns, than for many years. Our industries are in a very prosperous condition, money is plentiful, and our dealers are exerting themselves to gain business by giving better service rather than by cutting prices. All the available water power, in which this section abounds, is being developed, and the electric current therefrom is being transmitted to the towns for running the factories and lighting the streets and houses.

Paul W. McLure, Secretary.
Greenwood, S. C.

NORTH DAKOTA RETAIL HARDWARE ASSOCIATION.

The secretary writes in regard to the next Convention: "The dates decided upon are February 5, 6 and 7. The city of Minot has been selected for the meeting, and the Hotel Leeland as headquarters for dealers. As this State is strictly an agricultural State, the Implement Dealers organization is a very strong one, and as many of our members are also implement dealers, it has been thought that it would be quite an advantage to have both the Conventions meet in the same town. Their meeting follows ours, so that members in attendance can have an opportunity of attending both. This organization in the past has never held its meeting in any other town than Grand Forks or Fargo, but we believe this next meeting is going to be one of the best we have ever held, and particularly one of the largest attended, as the city of Minot is in the center of one of the thickest populated portions of the State, the country having a population between 35,000 and 40,000, and as there have been so many new stocks of Hardware put in the western part of the State during the last few years, it naturally would have a tendency to make the attendance of the meeting larger."

C. N. Barnes, *Secretary,*
Grand Forks, N. D.

IOWA RETAIL HARDWARE ASSOCIATION.

The Ninth Annual Convention of the Iowa Retail Hardware Association will be held at Des Moines, Iowa, February 19, 20, 21 and 22. The sessions of the Association will be held in an auditorium of the Christian Church, and the Hardware Exposition, to be held in connection with the convention, will be held in the same locality in the Shrine Temple. The morning and evening of each day will be devoted to the exhibit features of the convention, and the afternoon of each day will be devoted to sessions of the Association proper. This division of time is made in order to prevent any conflict between the two features of the Association. During the sessions of the convention, the exhibits will be entirely closed, and during the open sessions of the exhibit the convention proper will not be in session. By extending the time of the convention one day, ample time will be given for all features of the Association. The Shrine Temple, in which the exhibit feature will be displayed, is a building perfectly adapted to the purposes of a Hardware Exposition, and it is expected that this part of the convention will attract a very large number of people who have never yet attended the Association meetings. The committee in charge of the details of the convention have decided to cut out the souvenir programme, but will issue an Official Gazette, at the close of the convention. This publication will contain the complete proceedings of the Ninth Annual Convention, from the official stenographer's notes, with reproductions of all papers, addresses and resolutions presented at the meetings. An elaborate programme of the convention will be mailed as usual, but without any of the advertising features that usually accompany these publications. The board of directors and executive committee of the Association have spent much time and labor in planning the details of the Ninth Annual Convention, to the end that every live Hardwareman in the State may feel an interest in being present, or being represented at the 1907 meeting of the Association.

A. R. Sale, Secy.-Treas.,
Mason City, Iowa.

ONLY MISPLACED ENERGY.

A father, fearing an earthquake in the region of his home, sent his two boys to a distant friend until the peril should be over. A few weeks after, the father received this letter from his friend:

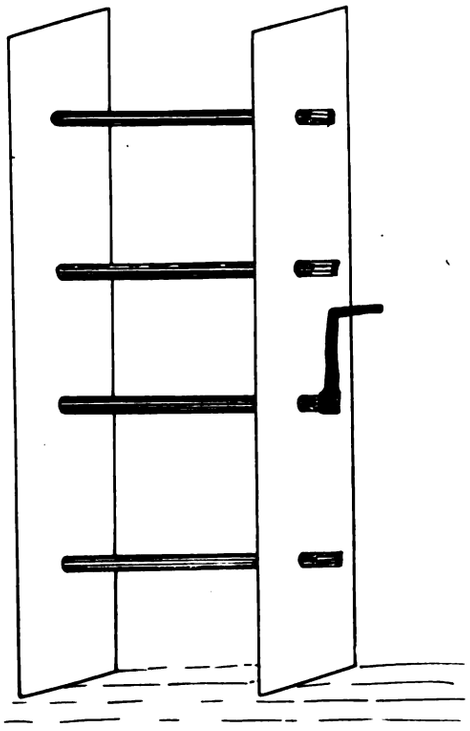
"Please take your boys home, and send down the earthquake."

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A HANDY ROPE REEL.

By B. A. Chambeau.

The sketch accompanying is of a rope reel made and used by Alex. Feragen, the Hardwareman at Ogdensburg, Wis. The reel is made by boring holes in two upright boards fastened

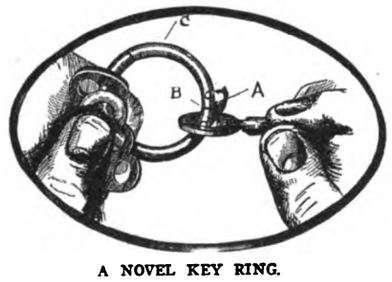


A HANDY ROPE REEL.

against the wall, and running through them round wooden rods. The latter are squared at one end to fit an iron handle which Mr. Feragen had made at a cost of a few cents at the blacksmith shop. Mr. Feragen told the writer that he found the reel a very convenient article. It keeps the rope up out of the way, and keeps it from tangling when measuring off.

A NOVEL KEY RING.

The trade will soon be shown a most interesting and practical Key Ring. This subject is one of interest to all Hardwaremen, and of course it is desirable to keep pace with the newest devices in this line. The key ring we refer to is the "Morden." It enables one to lock keys on securely and quickly, has no projecting corners or springs to catch in the pocket, and is made on good mechanical lines. A Practical Locking Key Ring is a subject which has engaged the thought of many inventors, and many thousands of dollars have been expended in experimental work,



A NOVEL KEY RING.

but it has remained for the Morden Mfg. Corporation, of Waterbury, Conn., to produce a Key Ring which well merits careful examination. The Morden Mfg. Corporation, Waterbury, Conn., claims that the majority of Key Rings marketed heretofore have been either too bulky, too expensive, or too poorly made, and that the combined qualities of secure fastening and instant adjustment shown in the "Morden" Key Ring are almost unknown. To open the ring the inner projecting edge of the flat latch A is pushed outward, as represented in the illustration. This will expose a little point, under which the finger nail can be slipped and the latch lifted until it clears the joint B, when the gate part of swivel C should be swung to one side. Keys may then be put on or removed instantly, saving time, fingers and annoyance.

"AUTOBRAKE" STEEL RANGES.

Cook & Van Evera Co., 38-40 E. Lake Street, Chicago, Ill., are the manufacturers of the popular "trade mark" line of ranges sold under this name.

Bodies are heavy Wellsville polished blue steel and lined with asbestos. Oven plates are very heavy, bottom oven plate has cross strips riveted on under side to prevent buckling. There is no part of the steel exposed to the fire. Duplex grate for coal, and when reversed is adapted for wood; grate can be removed through the front without disturbing any part of fire box. Air space in fire box admits proper amount of hot air to the flame at the point of combustion, therefore burns the coal gas, which gives best and economical results for both cooking and baking.



"AUTOBRAKE" STEEL RANGE.

Lining is cast in sections, corrugated and curved and surrounded by air space, therefore very durable. Grate rest and lining rest are portable, cast separate, and durable. Extended fire box for wood, makes fire box 25 inches long. Rear flue or soot pocket is all cast. Ash pan is large, and funnel ash chutes above same force ashes to drop into ash pan. Main top has three interchangeable anchor plates, each containing two griddle covers. Direct damper is easily operated, and can be replaced without dismounting any parts of range. All joints are closely mounted; dampers, flues and fire box properly proportioned and constructed to insure combustion and distribute heat evenly, where same will do most good.

Reservoir is cast enameled and encased in all cast iron frame. Bottom of reservoir casing frame is depressed and much lower in the center than on the edges, therefore will hold and evaporate any water that may form from condensation, or sweat from the reservoir. This is a most desirable feature ever made, as it prevents moisture from coming in contact with joints, where steel and reservoir frame bolt together. Autobrake Steel Ranges are sheet flue construction. Design, mounting and nickeling of this range is first-class in every respect.

RECENT TRADE PUBLICATIONS.

American Tap and Die Co., Greenfield, Mass. 1906 catalogue of Factory No. 1, succeeding Nichols Bros., cutlers. The catalogue is devoted to a line of Edge Tools, including Butcher Knives, Cleavers, Ham Stringers and Tryers, Kitchen Saws, Fish and Miscellaneous Knives, Pot Forks, Roast Beef Tyers, Ship Scrapers, Steels, etc. While Nichols Bros. have sold their business to the American Tap and Die Co., there will be no change in the management of the Butcher Tool Department, as a separate new factory was built last season by the latter company, adjoining Nichols Bros.' old works, where fine threading tools are made. The catalogue is a very complete one of everything pertaining to Edge Tools, and should be sent for by the dealer.

H. H. Mayhew Co., Shelburne Falls, Mass. Catalogue No. 12 of High Grade Tools, in which will be found descriptions and illustrations of Screw Drivers, Plain, Ball-Bearing and Combination; Machinists', Pocket and Brace Screw Drivers; Plain and Ratchet Braces; Glass Cutters, Gauges and Squares, Tack Claws, Bits, Brace Drills, Gimlets, Countersinks, Punches, Nail Sets, Reamers, Ice Picks, Scratch and Ice Awls, Rifflers, etc. Prices accompany the same. This catalogue may be had upon application.

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RECENT TRADE PUBLICATIONS.

McKinney Mfg. Co., Pittsburg, Pa. Price list and Catalogue No. 34, including Butts of every description, Strap and T Hinges, Hinge Hasps and Staples, Swivel Padlock Staples, Grate Hinges and Hasps, Screw Hook and Eye Hinges, End Gate, Washing Machine, Dress Suit Case, Trunk, Folding Bed and Link Hinges; Sash Lifts, Drawer Pulls, Door Hangers, Stay Rollers, Shelf Brackets, Steel Washers, Trucks, etc. The company call special attention to their new system of Class Numbers by means of which the number applied to each line in bright steel is also used as the base for numbers of same line in other finishes. This has made the re-numbering of a few of the lines unavoidable, but wherever a change has been made the old number has not been given to any other line.

Reading Hardware Co., Reading, Pa., with New York office at 96-98 Reade Street, have favored us with their catalogue and price list of Reading Lawn Mowers. In a prefatory note the company say: "'Since issuing our pamphlet of Mowers in 1905, showing the Reading Ball-Bearing, Peerless and Century Machines, we have added the National, Monarch, Quality, Sterling, Keystone and Junior. Our line is complete as to patterns, styles and sizes. The success of the Reading Ball-Bearing and Peerless has been most satisfactory, and owing to the largely increased demand for our Mowers and the additions to same, we were compelled to take this department from our Builders' Hardware plant and provide separate factories, fully equipped for the manufacture of Lawn Mowers on a large scale."

Norvell-Shapleigh Hardware Co., St. Louis, Mo., are sending out their Christmas Catalogue, containing 160 pages of goods that are especially adapted to the holiday season. The company say of this catalogue: "We have gotten out this catalogue for the purpose of interesting the Hardware dealer in the sale of Christmas goods. Usually from the 15th of December to the 15th of January, the Hardware dealer is sitting around in his store with nothing to do while the drug store, stationer, notion shop, etc., are worked to death. This is a condition which we do not think should exist. We believe that the Hardware merchant should be extremely busy during the holiday season, and that he should make a desperate effort to secure some of the holiday trade. People who buy Christmas presents usually have the money to pay for them. This gives the dealer, who sells Christmas goods ready cash to settle all his obligations at the end of the year. Furthermore, this line is very profitable. We believe if the Hardware merchant will devote a little more energy to the sale of Christmas goods, he will be surprised at the sales and profit he can make. This catalogue has been sent to the trade: If we have overlooked any Hardware dealer, will be very glad to forward one upon receipt of his request."

Harrington & Richardson Arms Co., Worcester, Mass. Catalogue No. 9 of Revolvers and Shot Guns. The frontispiece contains a view of their factory and office on Park avenue, Chandler and Abbott streets, and fine half-tone engravings of a large line of Double-action and Hammerless Revolvers is shown; also Vest Pocket Safety Hammer and Young America Safety Hammer Revolvers. Included in the illustrations will be found their Non-Ejecting Single Guns and Automatic Ejecting. A price list of parts is also given. Of their firearms the company say: "Firearms made by the Harrington & Richardson Arms Co. are stamped with their name in full or 'H. & R. Arms Co.,' which is a guarantee of superiority in every detail; a guarantee that the greatest care and watchfulness are exercised in the various processes of manufacture; a guarantee that the best materials the market affords are employed as well as the highest skilled labor; a guarantee that under the perfect system of inspection and expert criticism, defect in the finished product is impossible. Simplicity of construction, perfect safety, absolute reliability in action and superior accuracy are the qualities which characterize the Harrington & Richardson Arms Company firearms. With the proper care they will last a lifetime, and will always be in working order. Firearms should be kept clean and well oiled in order to give the best and longest service. We repair, and furnish parts for, firearms of our manufacture only. When sending same to us for repair or when ordering parts, give explicit instructions by letter as to what you desire, and mark the package plainly with the sender's name and address in full. Harrington & Richardson Arms Company guns and revolvers are sold by all high-class dealers. Should your dealer not carry them write us and your inquiries will have prompt and careful attention."

Jos. Dixon Crucible Co., Jersey City, N. J., have published the tenth edition of "Graphite as a Lubricant" and it is now being distributed to the trade. The subject of lubrication in general, and graphite lubrication in particular, is exhaustively treated. All the good features of the previous edition are retained, but the very latest information—both scientific and practical—that has to do with the subject is added, making it valuable to the student of theory and the man of practice. The publication is arranged and indexed so as to readily enable the reader to find the information he is most interested in. Those who desire to post themselves on better lubrication should secure a copy of "Graphite as a Lubricant" by writing the company at the above address.

O. Lindemann & Co., Nos. 35-37 Wooster St., New York. Catalogue of Japanned, Brass and Tinned Wire Cages for Canaries, Finches, Red Birds, Robins, Mocking Birds, Parrots, Monkeys, Squirrels, Mice, etc. The catalogue contains forty-eight pages and is replete with illustrations of their complete line. The company say: "In issuing this catalogue we would call the attention of our customers to the many new styles of cages we have added to our previous assortment and beg them to order by this latest edition. Using nothing thinner than No. 17 wire for both Brass and Japanned Canary Cages, while the bottoms are also made of heavy material, our customers will receive full value for their money. All Feed Cups for our Canary Cages are provided with an undercut lug, blown or pressed on them. They are placed near the bottom, so that the shells of cracked seeds are not so liable to be scattered beyond the bottom as if the bird was sitting higher up when eating. Cups and perches are furnished with all cages. Our Japanned Cages are painted with Zinc White, trimmed with bright Red, Green or Blue, and are thoroughly baked in a drying room, making the enamel as hard as china. None but the finest colors are used in decorating them. Being the original inventors and patentees of Brass Cages, made without solder, we would state that they are constructed of solid wire rails with holes drilled in them for the upright wires, making them very strong and preventing vermin from breeding in them. They are lacquered with an article of superior quality, to avoid tarnishing in any climate, and may be cleaned with cold water, in the same manner as Japanned Cages. At the same time we would state that these Cages are furnished with Tin Gravel Pans, Brass Tipped Perches and Spring Doors, without extra charge."

Corbin Cabinet Lock Co., New Britain, Conn. Illustrated Catalogue and price list for 1906 of Corbin Padlocks. The frontispiece consists of a view of their immense factories, and included in the contents will be found a large line of Wrought Padlocks, Baggage Fasteners, Pew Locks, Cast Padlocks and Wrought and Cast Padlocks with Corbin Ball-Bearing, Pin-Tumbler Cylinders. Assorted Dog Collar Locks are also shown, as well as Assorted High-Grade Padlocks, Chains, etc. The catalogue is very carefully compiled, printed on an excellent quality of paper, fine half-tones being used, and bound in dark red linen. This company have warehouses at 21 Warren street, New York; 52 North Sixth street, Philadelphia and 107-109 Lake street, Chicago, and the catalogue may be had upon request.

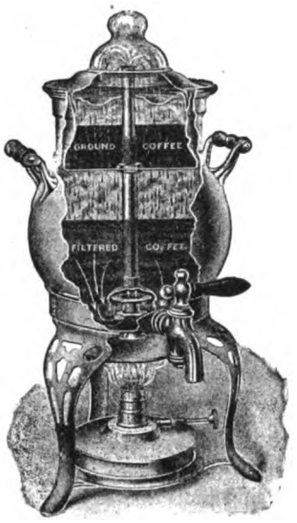
Patterson, Gottfried & Hunter, Ltd., 146-150 Center St., New York, have distributed to the trade a booklet descriptive of their line of Emery Wheels and Grinding and Polishing Machinery. A price list is included in the contents. This company can also supply it short notice Emery Cylinders and Wheels. In a prefatory note the company say: "We are exclusive agents in this territory for the Emery Wheels of the Abrasive Material Company. We have a large stock of Emery Wheels on hand and plan to keep this stock well filled up so we can fill your order from our storehouse. We are also going more extensively into Grinding and Polishing Machinery. We would gladly send you our catalogue on Abrasive Material and Grinding and Polishing Machinery on request." This company are also well-known dealers in Machinery, Metals, Hardware, Tools and Supplies.

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NEW GOODS AND SPECIALTIES

"UNIVERSAL" PERCOLATING COFFEE MACHINE.

Landers, Frary & Clark, New Britain, Conn., are placing upon the market the "Universal" Percolating Coffee Machine, of which we give an illustration herewith. The body is made of one piece of copper, without any seams or joints, so that there is no possibility of leaking, which is frequently the case with pots that have seams. The whole machine is heavily nickel-plated, and the inside is carefully coated with pure tin. Special attention is called to the new pattern of cup for holding the ground coffee, perforated on the bottom and on the sides, as well as to the spreader plate, by the construction of which the water falls through the little holes uniformly upon the ground coffee. It is so constructed that if there is more water than can be taken care of in this way, the overflow runs over the edge of the spreader plate and out of the holes around the top of the cup



"UNIVERSAL" PERCOLATING COFFEE MACHINE.

back into the Percolator. This percolating apparatus clarifies the coffee perfectly without the use of eggs, and the coffee is claimed to be as clear as wine. The cup and spreader plate, the tube and valve, are all alike made of pure aluminum, which is one of the most sanitary of metals. In all other percolators the water must be boiling before it begins to come through the tube. In the "Universal" the action of the automatic pump forces the water through the tube while it is only luke-warm. As the water is gradually heated, the percolating process goes on all the time, the wholesome qualities of the coffee are extracted, and by the time the water has reached the boiling point, which seems necessary to bring out the flavor and aroma, the coffe is ready to serve. It is claimed that coffee made with the "Universal" is a healthful, aromatic and invigorating beverage, and the manufacturers refer to a very important point in connection with the machine, that of making coffee on the table. As a general rule people associate table machines with after-dinner coffee, because they operate so slowly. Pure, wholesome, nutritious coffee can be made with the "Universal" for any occasion, because it operates quickly.

DANA MOP WRINGER.

Dana Mfg. Co., Cincinnati, Ohio, are the manufacturers of the Dana Mop Wringer, which has been brought to the notice of the public through advertisements in all the leading periodicals of accredited circulation, and which is illustrated herewith. Among the numerous advantages which is claimed for it over other mop wringers is the fact that it will wring the mop without wetting the hands and without requiring any stooping over. It wrings the mop so easily that any one can operate. It operates by spring pressure, not with foot pressure. It allows the operator to stand in a natural position, with feet resting firmly on the floor. It always wrings. It has also an extra strong bucket. It will not leak. It has no platform to add weight, and make it clumsy to work with. It is compact and convenient. It is claimed that the Dana Mop Wringer is the wringer that is more widely known

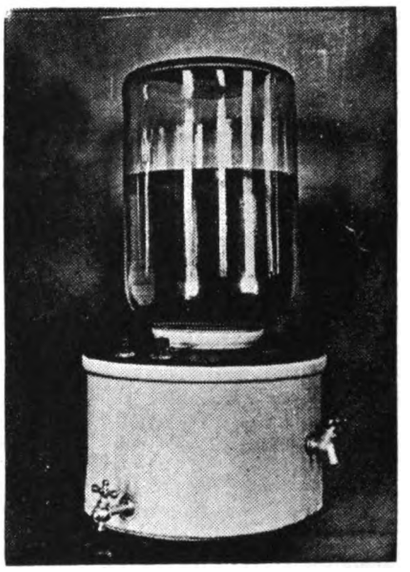


DANA MOP WRINGER.

than any other for the reasons set forth in the early part of this article, and that the dealer can sell it more readily on that account than any other mop wringer made. It has only to be known to become popular.

SANITARY SPRING WATER COOLER.

Fulper Pottery Co., Flemington, N. J., are the manufacturers of the improved Sanitary Spring Water Cooler, of which we give an illustration herewith. Among the advantages claimed for this cooler over other water coolers are the following: It is made all in one piece, overcoming the necessity of complicated



SANITARY SPRING WATER COOLER.

faucet, coil of pipes, etc. It has large space for chilled water, so that several glasses can be drawn off without materially affecting the temperature. All the material of which it is composed is lasting and sanitary, not affected by age, dampness nor handling. These jars are made in three sizes to accommodate 1, 2 and 5 gallon bottles.

NO. 1489 KEYHOLE SAW.

Bridgeport Hardware Mfg. Co., Bridgeport, Conn., are the manufacturers of the No. 1489 Keyhole Saw, which we illustrate. It has a handle stamped from cold-rolled steel and said to be unbreakable. The ball-shaped end of the handle is a novel feature which will be appreciated by any mechanic, as it fits into the palm of the hand and doesn't chafe it. In fact, it gives an individuality to the tool, and makes it a very attractive one in

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consequence. The Handle is constructed of steel, gun-metal finish, and combines a wrench for ¼ and ⅜ nuts. The blade is 7 inches long, made of cast steel carefully tempered and

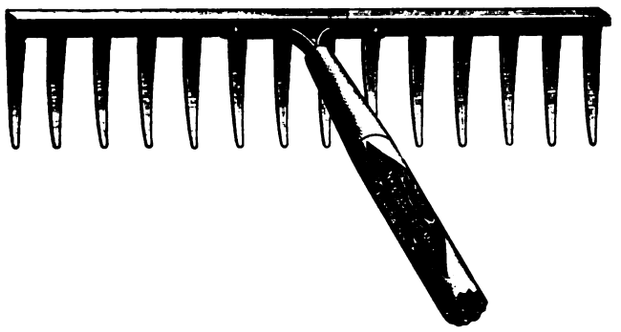


NO. 1489 KEYHOLE SAW.

polished, and is claimed to be first class in every resp ct. The special clamp attachment for holding the blade in the handle is a distinctive feature of this tool, furnishing the means of locking the blade securely, or of releasing and removing it instantly, if desired. The Saws are packed one dozen in a box, and three gross in a case.

"IDEAL" GARDEN RAKE.

Cronk & Carrier Mfg. Co., Elmira, N. Y., are placing upon the market a new Garden Rake, which they call the "Ideal." The head is made from high-carbon channel steel, the flange reinforcing the head, making it very rigid. The teeth are slight-

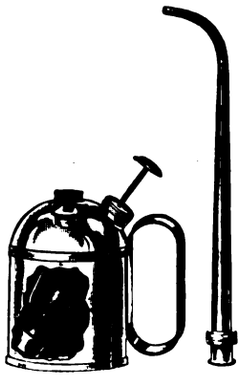


"IDEAL" GARDEN RAKE.

ly curved and the back of the rake is straight and smooth, making it very handy for use as a stable rake or for smoothing off gardens, etc. The rake is made in 12, 14 and 16 teeth, which weigh from 30 to 32 pounds to the dozen.

HOWLAND PUMP OILER.

Maple City Mfg. Co., Monmouth, Ill., are the manufacturers of the Howland Pump Oiler, which is designed especially for oiling machinery with overhead bearings and all places not easily accessible with a common oiler. It will deliver oil when held in any position by applying a slight pressure to the plunger. It is made with solid or detachable spout, the latter connection be-

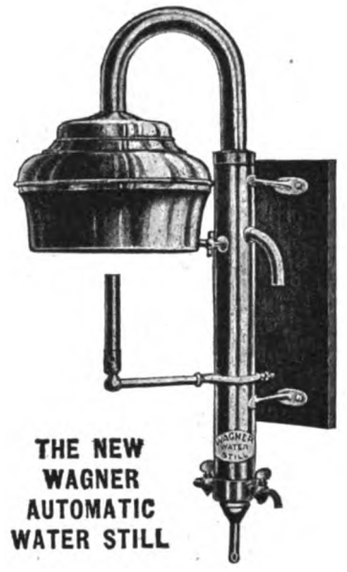


HOWLAND PUMP OILER.

ing made by means of a union, as illustrated in the cut herewith. The cut shows the construction of the detachable spout oiler. These oilers are made in tin, copper-plated tin and in solid brass, the manufacturers making each of them in four sizes. These oilers are made of the very best material, and the manufacturers also make a full line of oilers, including a valve can, pour cans, spring bottom and mowing machine cans.

THE WAGNER WATER STILL.

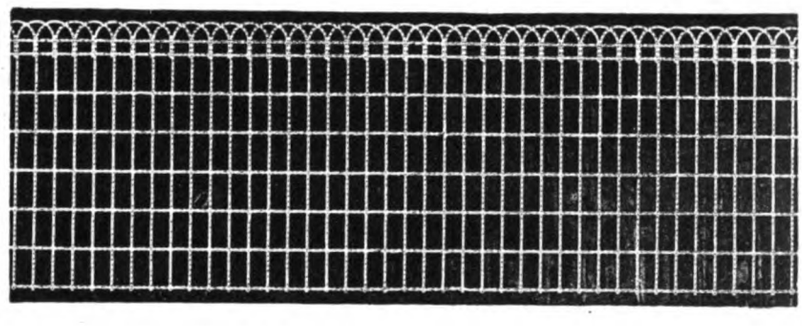
The Wagner Water Still Co., 87-89 Washington Street, Chicago, Ill., are the manufacturers of the Wagner Water Still, which we illustrate herewith, being the most recently patented Still on the market, having been patented April 24, 1906. This Still is entirely automatic, and operates continuously by simply



turning on the water and gas supply. It is claimed to supersede all other Stills in its construction, ease of taking apart and adaptability to the wants of particular people. Distilled water is delivered by this Still, cold, aerated and absolutely pure, direct from the apparatus; and the Still is claimed to be the only automatic Still ever offered where the boiling chamber can be instantly detached for cleaning purposes. It is made of copper, nickel-plated, and has a capacity according to size of ½, 1, 1½ and 2 gallons per hour. The company also manufacture Steam Stills of 100 to 1,000 gallons daily capacity.

CYCLONE ORNAMENTAL FENCE.

The Cyclone Woven Wire Fence Co., Waukegan, Ill., are manufacturing a style of fencing by which the ornamental fabric is made by cabling the wires together, and at intervals inserting crimped wire pickets, reversing the twist of each cable on each picket. It is claimed that this form of construction makes an immovable joint at each intersection, and takes care of the question of expansion and contraction. At the same time this combination of pickets with twisted strands makes an ornamental fence that is unique and original. Their Style "L," extra fabric, which we illustrate, has the two top cables close together. These hold



CYCLONE ORNAMENTAL FENCE.

the ornament in shape by engaging the double stay with two cables, add to the beauty of the design and double the strength of the top. It is constructed of No. 12½ wire, 6 inches apart, crimped pickets No. 9, 3 inches apart, and all heights, from 24 to 70 inches, are carried in stock in 15 and 20 rod rolls. They make a number of styles and of different widths represented in catalogue, which may be had for the asking.

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GENERAL SPECIALTY CO.'S NOVELTIES.

The General Specialty Company, Philadelphia, Pa., have a line of profitable selling specialties, among which are several novelties worth considering by the Hardware trade, the latest of which is the Tipso Mirror, a combination shaving and toilet mirror, which strikes the average person as being by far the handiest ever devised. It is an oval mirror of French plate, bevelled and handsomely mounted in metal. It can be adjusted,



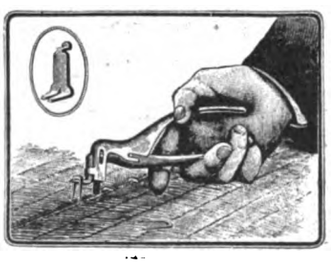
TIPSO MIRROR.

by a touch, in any direction, at any angle, so as always to get the best light on the fact. Each mirror has a heavy ball fixture for screwing into the window frame or wood-work near any convenient light, day or night. For household use or traveling the Tipso Mirror will be found a very convenient accessory to toilet facilities. The company also manufacture a durable advertising novelty with which to attract trade and "hammer home" a firm name and trademark. This requirement is being met ex-



KANGAROO TRICK LOCK.

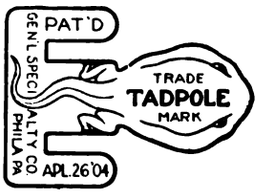
actly by the Kangaroo Trick Lock. This trick lock is a catchy, amusing puzzle; it can be bought in quantity at a very low price, and it gives a good and lasting display to the advertising, stamped by means of a steel die upon the face of the padlock. From its nature the Kangaroo Lock is particularly adapted for Hardware advertising.



BI-PED TACK PULLER.

The Bi-Ped Tack Puller, an original novelty success of theirs, has become a staple in the trade, being called for in preference to the old-style tack claw wherever it has been introduced. Its separate foot for pulling matting tacks alone would make it a valuable article, as it is claimed by the makers, there is nothing else on the market which will take its place for this work.

An improvement is announced in the Tadpole Paper Fastener, made by the same concern, this fastener being now made of steel instead of brass, making a stiffer, firmer fastener, and at the same time permitting a reduction in the price to a popular figure which will undoubtedly widely extend the use of this popular



TADPOLE PAPER FASTENER.

fastener. The Tadpole occupies a field that is all its own, not in competition with any of the numerous paper fasteners on the market. It holds two sheets of paper as securely as twenty.

Lively advertising matter is supplied to the trade with all of the General Specialty Co.'s specialties and enterprising dealers who want a look ahead can learn of more new things ready for the market by getting in touch with this progressive company. Their office has recently moved to their new factory building, Tenth Street and Susquehanna Avenue, Philadelphia.

O. K. ICE CREEPER.

Norlund & Co., Williamsport, Pa., are the patentees and manufacturers of the O. K. Ice Creeper, which we illustrate herewith. It is an adjustable, detachable creeper, which can be used in the streets, on the roads and in the woods. It possesses many advantages over similar articles on the market, and should not be compared with them. It can be adjusted to fit several size heels,



O. K. ICE CREEPER.

is easily applied and as easily removed as a pair of skates. Is neat in appearance, light and strong, made of good quality steel and properly tempered. It is made in three sizes: No. 0 large, No. 1 medium and No. 2 small. Packed one dozen pairs of a size in a box. The manufacturers furnish a neat, strong pasteboard box for the reception of one pair of O. K. Creepers, for the convenience of the purchaser, and pack one dozen pairs with boxes, assorted sizes, 3 large, 6 medium and 3 small in a box.

NORLUND'S SAFETY HEEL AND BALL PLATE.

Norlund & Co., Williamsport, Pa., are placing upon the market a Lumberman's Safety Heel and Ball Plate, of which we give illustrations herewith. The Heel Plate will not ball up, and is just the plate for lumbermen, as they can be screwed or nailed on the heel quickly; also on lumbermen's rubbers, rubber boots, etc., for which the manufacturers furnish a special wrought iron nail suitable for the purpose, as screws will not hold so well in



HEEL PLATE.



BALL PLATE.

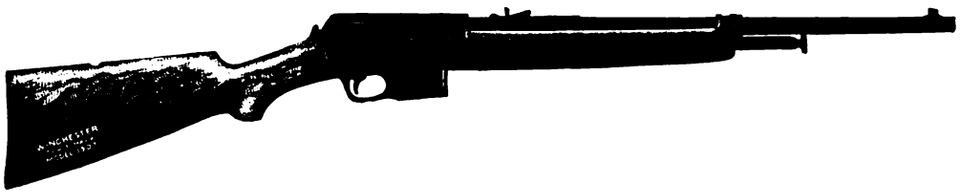
rubbers. This Heel Plate is made of a solid plate of the best quality steel, having calks formed while hot, and warranted not to break or bend. They are made in two sizes and styles, three

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point and four point, which are Nos. 1 and 2. No. 2 is a trifle smaller than No. 1, and has shorter calks more suitable for lumber yards, etc. The plates are packed in neat and strong pasteboard boxes, one dozen pairs in a box. The Ball Plate also illustrated is made in the same manner as the Safety Heel Plate, but having six turned up calks properly arranged so as to engage any surface upon which one may step and thereby prevent slipping under all circumstances. They have a great advantage in many ways over the common calks in use by lumbermen, because they can be quickly applied to a shoe whether the sole is light or heavy, and easily removed if desired. Like the Heel Plates they can be used on rubber boots and shoes. They do not ball up, a feature well worthy of appreciation, as sticks and chips will not cling to its calks, as is the case with the common calks. The manufacturers claim this feature is worth considering.

THE NEW WINCHESTER HIGH-POWER MODEL 1907 SELF-LOADING RIFLE.

The great success achieved by the Winchester Model 1905 Self-Loading Rifle, made in .32 and .35 calibers, resulted in many requests for a gun of the same type adapted to a high-power cartridge suitable for big-game hunting. This has led them to offer the New Winchester High-Power Model 1907. This gun shoots a cartridge of .351 caliber, with 180-grain bullet, having a muzzle velocity of 1861 feet per second and a penetration of 26 7/8-inch pine boards when used with metal patched bullets, and 13 7/8-inch pine boards when used with soft-point bullets. Although this cartridge is quite small in size, it is very powerful in execution and can be highly recommended for use in hunting the largest game. It has the Model 1905 self-loading principle, which is very simple and strong, and has demonstrated its absolute positiveness and durability by about two years service in the hands of users. The new rifle is very neat and attractive in appearance, no other on the market having such symmetry, compactness and beauty of outline. It holds six shots, five of which are loaded into the magazine, which is detachable and can be inserted in the gun when the bolt is closed, making it much quicker, safer and handier than those that must be loaded with the bolt down. Extra magazines can be carried, by means of which very rapid and continuous firing can be done. This style of loading won all the competitive prizes at the recent National Matches at Sea Girt. The shell is ejected from the side. There are no moving projections on the outside of the gun to cause trouble and no screws to shake loose. The barrel is stationary like that of any ordinary gun and the sights are attached directly to the barrel. It has a simple take-down device, which allows the gun to separate into two portions, the stock and action being in one part and the barrel and receiver in the other, making it very easy to clean. The rifle has a 20-inch nickel steel barrel and a handsome pistol grip stock, and weighs about 7¾ pounds. It will be ready for the market in the early part of December.



THE NEW WINCHESTER HIGH-POWER MODEL 1907 SELF-LOADING RIFLE.

"QUICK AND EASY" ORANGE KNIFE AND PEELER.

Erie Specialty Co., Erie, Pa., are placing upon the market a new Orange Knife and Peeler with genuine stag handle and nickel-plated blade, which we illustrate herewith. They are made of drop-forged steel, finely nickeled, securely fastened in handle. The orange peel is slitted from point to stem in six or eight sections. Then with back of blade the peel is easily removed. With the point of blade the core or navel can be easily cut out, when orange can be slit open by inserting blade at either end without any waste of juice. They are furnished mounted a half dozen on card or separately. White bone handles come a half dozen in case in two styles. All orders will be filled on card with stag handles unless otherwise ordered.



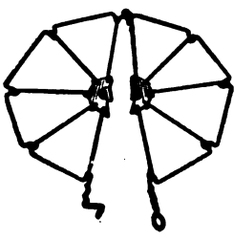
"QUICK AND EASY" ORANGE KNIFE AND PEELER.

"SOLID COMFORT" HEATING AND COOKING DISC.

The Seed Filter and Mfg. Co., 158½ Chambers Street, New York, are offering the trade the "Solid Comfort" Heating and Cooking Disc, illustrated herewith. This Disc is put on an ordinary gas bracket in place of a gas jet, and in appearance is somewhat like an inverted saucer. This peculiar construction enables the device to radiate the heat downward. It is of steel and substantially constructed. It burns a blue flame with a minimum amount of gas. There is no soot nor smoke. It is furnished in either nickel-plate or open hearth steel finish. It can also be utilized for heating water, for shaving, cooking, making tea, coffee, etc. It also finds use for warming bed and bathrooms. The company are placing on the market a Toasting Attachment, shown herewith, which can be readily put on the Heating Disc. In the center of the attachment is a shoulder, and when the handles of the attachment are closed these shoulders rest on the burner-tube shoulders. The handles of the attachment then spring together, keeping it in place on the burner. The heat of the Disc radiates downward, toasting the bread. From two to four slices of bread can be toasted simultaneously.



"SOLID COMFORT" HEATING AND COOKING DISC.



ATTACHMENT FOR TOAST.

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There's a Screw Loose in the Shear You Are Using

UNLESS You Have the Screwless Spring-set Shear

THAT Is the Shear You Should Buy and the Shear You Should Sell

Which Kind do YOU Handle

The Screw-loose, Screw-set Shear

or The...

Screwless Spring-set Shear

?

Because:

1. It never wears loose at the joint.
2. Blades always held together automatically with just the right spring tension.
3. Pivot free to rotate, forming roller bearing.
4. Largely self-sharpening.
5. Handy to take apart.
6. Tension adjustable.
7. Gives complete satisfaction to your customer



Davies Automatic Shear Co.,

41-43 Maiden Lane, New York City.

WRITE FOR CIRCULAR "A"

Mention "Hardware."

SOME USEFUL RECIPES FOR WINDOW ORNAMENTATION.

By B. A. Chambeau.

The following recipes will come in handy for the man who is looking for some new advertising material. Writing on the show windows is oftentimes more fetching than using the ordinary show cards, and it is a good deal cheaper, when you know how. Pencils for this purpose, with which you may write on the glass as easily as with an ordinary lead pencil on paper, are very easily made. Here are the recipes for several colors:

BLACK.

Lampblack	10 parts
Wax	40 "
Tallow	10 "

Melt the wax and tallow together, and add the lampblack.

WHITE.

Krems white	40 parts
Wax	20 "
Tallow	10 "

Mix as above directed.

LIGHT BLUE.

Light prussian blue	15 parts
Wax	20 "
Tallow	10 "

Mix as above directed.

DARK BLUE.

Prussian blue	15 parts
Wax	15 "
Tallow	10 "

Mix as above directed.

RED.

Zinnabar	20 parts
Wax	20 "
Tallow	20 "

Mix as above directed.

YELLOW.

Chrome yellow	10 parts
Wax	20 "
Tallow	20 "

Mix as above directed.

After preparing the above mixtures, allow them to dry and cool until they are of a consistence that may be pressed, by use of moulds, or even a bread pin and board, into convenient-sized strips or pencils.

LIQUID SLATING FOR BLACKBOARDS.

You can make your own blackboard, as follows:

Into a suitable vessel pour 150 parts of rain water. When it boils add 10 parts of borax, and as soon as this has dissolved, add 40 parts of orange shellac. When this dissolves, pour in, while stirring, 25 parts of finely pulverized pumice stone. Let all boil together a few minutes, and then add 10 parts of lampblack, previously stirred up with enough of the boiling liquid to moisten it thoroughly but not wet it. Stir this long enough to insure its even distribution. Strain the liquid off through a fine sieve, and it is ready to use. It attaches itself to almost any surface, wood, metal, pasteboard, or even an ordinary wall. Apply with a soft, flat brush. Two coats will answer, but three are better. This is a splendid substitute for slate, and, indeed, is superior to all but the very best slates. Use an ordinary crayon or slate pencil for writing on it.

COLORING ELECTRIC LIGHT BULBS.

First mix the white of one egg, previously beaten to a frosting, and one pint of soft water. Strain through a very fine sieve, and make sure that no bubbles remain on the surface of the liquid. The globe should be carefully cleaned and polished, and then dipped into the mixture and hung up on a string to dry. After about half an hour they should be dipped the second time, to insure a perfect coating. When perfectly dry they are ready to be colored. For this, dissolve ten to thirty grains, according to the density of color desired, of any powdered dye in four ounces of collodion. Dip the globes in this and hang up to dry. If not dark enough, after about six hours, when they are dry, dip again. This coating will never crack or peel off. The best container for mixing the fluid is a baking powder or similar can, just a little larger around than the globe. This requires less of the mixture to make enough to cover the globe.

OUR CANADIAN LETTER.

(*Concluded.*)

McLean & Sterling have purchased the Hardware business of the Souris Hardware Company, Souris, Man.

The Canadian Rubber Company, Montreal, have purchased the plant of the Maple Leaf Rubber Company, Port Dalhousie, Ont.

The Dowswell Manufacturing Company, Hamilton, manufacturers of churns, washing machines, etc., are enlarging their plant.

McGlashan, Clarke & Co.'s new silver-plated cutlery factory at Niagara Falls, Ont., is now in operation.

The Stephens Paint Company, Winnipeg, are erecting a $30,000 warehouse at Calgary, Alberta.

HARD LUCK.

Ella—My face is my fortune.

Stella—It's too bad you can't get your money changed.

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OUR CANADIAN LETTER

TORONTO, November 5, 1906.

TO ABOLISH TRAVELERS TAX.

It is understood that legislation will be enacted during the coming winter abolishing the laws imposing taxes on travelers doing business in Quebec, British Columbia and Prince Edward Island. A conference of the heads of the Dominion and all the Provincial governments was held last month and the proposed action arranged, although British Columbia may yet refuse to do as agreed. The repealing of the laws will once again open the doors to all comers and stamp out a petty piece of provincialism out of keeping with the spirit of the age. Quebec's law imposed taxes ranging from $100 to $300 per year, British Columbia, $100 each six months, and Prince Edward Island, $20 per year.

HIGHER TARIFF EXPECTED.

The Dominion government is to meet November 22, two or three months earlier than usual, in order to enact new tariff legislation. It is expected that United States exporters will be further discriminated against to the extent of at least another 5 per cent. added to the tariff wall all round. The obnoxious "dumping clause" is not likely to be interfered with.

LARGE VOLUME OF BUSINESS.

Jobbers report the season's business to date to be by far the greatest in history. Hardly a town in Canada has stood still, building being active everywhere, Toronto and Winnipeg each being millions of dollars ahead of last year's record. Not only builders' Hardware, tools, etc., but every branch of the business has felt a tremendous demand. Higher prices are the rule all along the line, Canadian and American manufacturers being forced to lower their discounts because of the big advances made in the metal markets. Hardly any line of goods has been exempt from the changes in quotations, and the trade has been kept busy following the market reports.

OUTLOOK FOR HOLIDAY TRADE.

As all sections of the community are extremely busy at fair wages the trade is looking forward to one of the most satisfactory holiday seasons for some years. The farmers' crops in Western Canada, as well as in the east, have been eminently satisfactory and collections have been good. An effort was made in Western Canada to adopt a four or six months "close season" during which the Hardware dealers would refuse to grant credit. The attempt was not successful, however, although many individual dealers are working on a strictly cash basis from November to April.

HARDWARE TRADE HAPPENINGS.

President Newman (Caverhill, Learmont & Co.) Montreal, of the Canadian Wholesale Hardware Association; Vice-President Dexter (H. S. Howland & Sons), Toronto; Ex-President Wm. Starke (Starke Hardware Company), Montreal, and Secretary Joseph Hardy, Toronto, represented Canadian jobbers at the recent National Convention at Atlantic City.

Brandram-Henderson, Limited, have been incorporated with a capital stock of $1,750,000 to manufacture white lead, mixed paints, etc., as successors to Henderson & Potts, of Montreal and Halifax.

The Montreal Rolling Mills are to erect a large nut and bolt mill and other additions to their plant. The Peck Rolling Mills, also of Montreal, are also enlarging by putting up a nail and steel goods factory.

The Kendall Bell Co., of St. Louis, are to establish a branch factory at Toronto.

F. C. Graham, of the sporting goods department of Lewis Bros., Montreal, has accepted a position in a retail Hardware store in New York.

Charlton & Wilson are erecting a Hardware store at Haileybury, Ont.

F. W. Gerber has opened a Hardware store at Birch Hill, Sask.

The Blanchite Process Paint Company, composed of Canadians who have secured the Canadian rights to this paint, have secured a large factory in Toronto and will be manufacturing about December 1.

The Sutherland Rifle Sight Company will erect a $20,000 factory at Westville, N. S.

The Sherwin-Williams Paint Co., Montreal, are erecting a linseed oil mill at Montreal and will build another factory at Winnipeg.

Cameron & Campbell, manufacturers of Hardware shelf boxes, Toronto, are to erect an $8,000 factory.

Boulter & Gilmour, Hamilton, have sold their Hardware business to Stanley Mills & Co.

The Fox Saw Tooth Company has been organized at Welsfort, N. S., with a capitalization of $25,000.

L. N. Vanstone, for twelve years on the road for H. S. Howland & Sons, Toronto, is now Ontario sales manager for the Canada Steel Goods Company, Hamilton.

W. J. Monaghan, Weyburn, Sask., G. B. Jamieson, Melfort, Sask., and the Moose Jaw Hardware Company, Moose Jaw, Sask., have been enlarging their store premises.

William Stair's Son & Monow, Halifax, have moved into more commodious quarters for their jobbing and retail Hardware business.

Walter B. Reynolds, formerly a prominent Hardware dealer at Halifax, N. S., died early in October.

Skelling & Jackson, Neepawa, Man., have erected large additions to their Hardware store.

The Mechanics' Supply Company, Quebec, have let contracts for large extensions to their present buildings.

Bernhardt & Gies have purchased the Hardware business of McMurty & Bernhardt, Preston.

The Canada Steel Goods Co., Hamilton, have built a large plating addition to their mill, and will manufacture fancy butt hinges in high-grade finishes, such as old copper, bronze brass, antique brass, dull brass, bower-brass, etc., a class of goods formerly imported for the Canadian trade.

Agar Bros., Edmonton, are erecting a $5,000 Hardware store.

L. Kribs is establishing a Hardware store at Pincher Station, Alberta, J. G. Hooper, one at Arcola, Sask., and John Engelland another at Aberdeen, Sask.

Cluff Bros., Toronto, have purchased a site for a large radiator factory at Toronto.

Work has been commenced on a 120x80 foot extension to the Hardware foundry of the Taylor Forbes Company, Guelph, Ont., already the largest Hardware manufacturers in Canada.

The Canadian Drawn Steel Company, Hamilton, and the Brantford Screw Co., Brantford, are erecting bolt and nut factories.

Toronto has secured its eighth roller skating rink and contracts have been let for one to be erected at Hamilton.

Thos. Dunn, the pioneer Hardware merchant of Vancouver, B. C., is establishing the first Hardware store at Port Rupert, the Pacific terminal of the Grand Trunk Pacific Railway.

James Ashdown, the millionaire Hardware dealer, of Winnipeg, has been asked by the Board of Trade, the Manufacturers' Association, the Trades and Labor Council, and other important organizations of that city, to run for mayor.

Ham & Nott, refrigerator manufacturers, Brantford, are enlarging their plant at a cost of $6,000.

Work has been commenced on the new lead corroding works to be established at Montreal by the Brandram-Henderson Company.

The Dominion Wire Manufacturing Company, Montreal, are putting a novel kitchen hook on the market.

Wilcox Manufacturing Company, London, manufacturers of builders' Hardware, are to enlarge their plant.

The Belleville Rolling Mill has commenced operations after being closed down a year.

Stephen Drew, of the Hobbs Hardware Company, London, has accepted a position in the retail store of Cowan & Co. London.

Arch. McFarlane, Montreal, one of the most successful manufacturers' agents in Canada, was married on October 25th.

The Gillette Safety Razor Company now have their Canadian factory at Montreal in full operation. A. A. Bittners is the Canadian manager.

The Ontario Lead and Wire Company, Toronto, are advertising their wire nail and white lead plants for sale, intending to devote all their attention to plumbing supplies.

Oscar S. Hunter is to establish a Hardware store at Durham, Ont.

The Berlin Electrical Novelties Manufacturing Company have removed from Berlin, Ont., to Toronto.

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REVIEW OF THE MARKETS.

WIRE NAILS: Jobbers' stocks on Wire Nails have been kept quite low during the month so far, on account of the customary reasons: shortage of cars and conditions of freight transportation. The slow market for steel causes mills to be in bad shape to deliver promptly, having felt their inability to catch up on orders. The new contracts taken in October gave a bulk of business which makes the month compare with September sales very favorably. The market is exceedingly firm. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in ten days:

Carloads to jobbers	$1.85
Carload lots to retail merchants	1.90

New York.—An excellent demand characterizes the local market, and the jobbers have been able to get a fair supply of Nails with some degree of promptness. Quotations on small lots from store are on the basis of $2.05 per keg.

CUT NAILS: At the recent meeting of the Cut Nail Association no change was made in the price of Cut Nails. Prompt deliveries by the mills are prevented by transportation delays that have now got to be an old story. A number of sizes are reported as being scarce in the market, and premiums over regular quotations have been paid occasionally to secure prompt deliveries in urgent cases. Quotations are as follows: f.o.b. Pittsburgh; Carload lots, to jobbers, $1.90; less than carload lots to jobbers, $1.95; less than carloads, to retailers, $2.05. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 5 and 10 cents advance on Steel Cut Nails.

New York.—The scarcity in the local market has not abated, and the scarcity of some sizes has been severely felt. The non-delivery of steel and the slowness with which deliveries are made from mill cause the delay. There is a good demand, and the quotations for small lots from store are made on the basis of $2.05 to $2.10 per keg.

BARB WIRE: The new business is reported as being light, as the season is now growing late. Contract orders supply most of the business that is being done. The market is well maintained with quotations as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

Jobbers, carload lots	$2.00	$2.30
Retailers, carload lots	2.05	2.35
Retailers, less than carload lots	2.15	2.45

SMOOTH FENCE WIRE: The mills are still very much behind on orders, the demand for manufacturing purposes being so great. Shortage of steel in many cases, and of cars as well, has made more or less delay in shipments. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

Jobbers, carloads	$1.70
Retailers, carloads	1.75

The foregoing prices are for base numbers 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

BRASS BUTTS: A change took place recently in the market for Brass Butts, changing both list and discount, and resulting in an advance of over 15 per cent., attributed to the heavy advances in raw material. A change in list was decided upon largely to meet the views of the jobbing trade. The old list was doubled and a base discount of 50 per cent. was established.

SHEET ZINC: Under date of October 24, Matthiessen & Hegeler Zinc Co., La Salle, Ill., announce the price of Sheet Zinc as $7.90 per 100 lbs. in 600-lb. casks of the thicknesses from Nos. 9 to 22 inclusive, and of the widths from 32 to 58 inches inclusive, and of the lengths from 72 to 96 inches inclusive, delivered f.o.b. cars, La Salle. This price is subject to the usual discounts.

STOVE HOLLOW WARE: An advance of about 5 per cent. on all grades of Stove Hollow Ware has been announced by the principal manufacturers of this line.

SASH WEIGHTS: In consequence of the increased cost of the raw material, the manufacturers' prices on Sash Weights in the Eastern district are represented by the quotation of $28 to $29, with a probability that $30 will be reached in the near future. In the Southern district prices also are higher by the quotation of $22.50 to $25.

COPPER PRODUCTS: The present situation in Copper, the price of Ingot Copper ranging between 22 and 23 cents per pound, cause the present market conditions, which are reflected by the following prices: Soldering Coppers, 27 cents per pound, base, 300 pounds and over; Sheet Copper, 27 cents, base; Brass Seamless Tubes, 25 cents, base; Copper Seamless Tubes, 29 cents, base; Brazed Brass Tubes, 17½ per cent. discount, and Copper Wire, net list. Brass Jack Chain has been advanced to 60 and 5 per cent. discount, Brass Safety Chain 70 per cent. discount.

PROOF COIL CHAIN: Owing to the continued scarcity and higher prices of raw materials the manufacturers of Chain, at a conference held in Pittsburgh recently, decided upon an advance of $3 a ton in prices of Proof Coil Chain. The new prices are as follows for cask lots, f.o.b. Pittsburgh:

	Cents.
3-16 in.	8.10
¼ in.	5.55
5-16 in.	4.65
⅜ in.	4.00
7-16 in.	3.85
½ in.	3.75
9-16 in.	3.70
⅝ and 11-16 in.	3.65
¾ and 13-16 in.	3.55
⅞ and 15-16 and 1 and 1 1-16 in.	3.50
1⅛ and 1¼ in.	3.60

There are the usual extras on Crane Chain, which are 1¼ cents for BB Crane and 1¾ cents for BBB Crane.

ROPE: The following prices may be said to represent the market:

	Cents per Pound.
Pure Manila, 7-16 and larger	12¾ to 13½
B Quality Manila	11¼ to 11¾
Pure Sisal, 7-16 and larger	9¼
No. 2 Sisal, 7-16 and larger	8 to 8¼
No. 1 Jute, ¼ and larger	8 to 8½
No. 2 Jute, ¼ and larger	7½ to 8

Less ¼ cent to the large trade.

LINSEED OIL: The following advanced quotations are announced October 30 on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....41 cents per gallon.
In lots of 5 barrels or more.....40 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.
Calcutta Oil .....68 cents per gallon.

THE CLEVELAND TRADE.

We regret that we must anticipate some time in the future a season of decline. It is pleasant to mark up prices when they seem legitimate, beyond that the expected reactions threaten. Manufacturers and jobbers both have attempted to stem the flood but demand for goods have over-weighed their efforts. The poor common people oppressed as the politicians tell us by combinates, rebate and tariff, want the goods for their comfort, and having paid off the mortgages they made under low tariff, when competition was the life of trade—they have the money and insist on having the things they want. The people who think they should be suppressed are about to say so by their ballots, and we shall see what public opinion is. If they succeed in relegating a lot of those fellows to tramps again, the rest will have a chance. If they fail the common herd may control the country. In the meantime everybody is busy, and most of them seem contented.

THE LOCKWOOD-TAYLOR HARDWARE CO.
C. B. LOCKWOOD, *President.*

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — NICHOLSON FILE CO., - Providence, R. I.

THE PHILADELPHIA TRADE.

Trade during the month just past has been extremely active; in fact, our volume of business for October having exceeded the best records of any of the Spring months, all of which showed large increases over corresponding periods in previous years, and this, with prices advancing daily, goes to show the enormous demand for merchandise of all kinds for immediate use, as we believe there is practically no speculative buying of any account on the part of the retail dealers throughout our section.

Almost every mail brings notice of some advanced price or a stiffening up of some kind, which means that the jobber is compelled to ask more money for his wares, or else show an actual loss, as in many cases it is impossible to replenish stock at prices ruling a few months ago. This is especially noticeable in the brass or copper line on which the increases have been greater than on any other. Then again a serious difficulty is the inability of manufacturers to supply sufficient quantities to meet the demand as well as delays in transit owing to shortage of cars, so that according to all rules of supply and demand set down by political economists we see no reason why there should be any change for some time to come—and it will be the wise merchant who is not only well covered with contracts, but has sufficient quantity of stock to meet the wants of his trade.

BIDDLE HARDWARE CO.
D. H. Reddie.

THE PITTSBURGH TRADE.

Trade conditions in Pittsburgh continue quite favorable. It was a record month in amount of sales for October, and November starts off at about the same gait.

Old business men wonder at the long continuance of the good times, beginning with 1898, which have now lasted for eight years. Have we discovered how to do business without the disastrous panics of old time, is the question often asked and answered variously. Our impression is that human nature is the same as ever and that the sanguine temperament will grow bolder as the years of prosperity pass. Overtrading will surely bring the usual backset, but when it will come is the question. Meanwhile we are all doing a good business and making hay while the sun shines. LOGAN-GREGG HARDWARE CO.

THE CHICAGO TRADE.

Our business for October shows an increase of twenty per cent. over the trade of September with no signs of an abatement in the demand for seasonable goods. Frosty weather the past week has started a lot of new business in Sheet Iron, Planished Iron Stove Boards, Lanterns, Skates, Elbows, Coal Hods, Axes, Scoops and other Fall and Winter merchandise.

Several of our road salesmen have made record-breaking sales the past thirty days, and they state prospects are first-class for a continuance of good business from now until Christmas.

The advance in Wire Nails, Cut Nails, Sheet Steel, Tin Plate, Wagon Wood Ware, Anvils, Builders' Hardware, Padlocks and similar goods have stimulated trade rather than checked it.

In comparison with one year ago many items in shelf goods have advanced from 15 to 30 cents and yet the trade seem anxious as ever for the goods and require prompt delivery. We have a good stock so that we have been able to ship promptly and anticipate little trouble from shortages of goods, though in some lines manufacturers are several months behind in the better classes of Mechanics' Tools and Builders' Hardware.

WELLS & NELLEGAR CO.
J. B. Nellegar.

THE SAN FRANCISCO TRADE.

Business was never so active as now. The demand for all kinds of Hardware and kindred lines is in excess of the supply. The refugees are gradually getting into homes of their own and the demand for household goods is fully in keeping with that of building Hardware, and I detect, especially among the many newcomers in the retail trade, considerable speculation as to whether the present activity will not soon subside with a portentous death-like thud. A further bearing in this connection is the fact, hoped for by tens of thousands to be only a temporary fact, that but few permanent buildings of Great San Francisco are further advanced than the blue prints. The delay in clearing away the debris has a great deal to do with the slow progress of permanent building. There are some very handsome buildings in course of construction, but only where owners were able to have their grounds cleared, by placing early contracts. There is another serious cause for delay in permanent building, and that is the outlandish wages asked for labor. It is not a matter of right, but nothing more or less than a holdup. Unskilled labor demands more than skilled, and for the latter the union rates are completely ignored. Many of the property owners are refusing to be held up in this manner and are postponing building until such time as the laborer is willing to moderate his demands. Thus it is, and the better sentiment of the community, while it it anxious for a restored San Francisco, is not finding fault with property owners for postponing indefinitely the rebuilding of the city.

The feature of trade organization work during the month just past occurred south of the Tehachapi range of mountains, the dividing line as mapped out several years ago by Southern Californians as the natural boundary line between North and South California, a State division wanted then, I think, more than now. The new organization is named the Southern California Hardware & Implement Association, of which Mr. Humphrey, of the Humphrey-Daggett Hardware Company of Whittier, has been elected president. The association starts off with thirty-three members, and it is the intention to employ a permanent secre-



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tary and endeavor to secure as members every retail dealer in Southern California. The success in getting these dealers together in organization form is credited largely to the active personal work of the State Association president, C. M. Brown, of Hollister; Mr. Humphrey, Henry Guyot of Los Angeles, F. P. McKay of Santa Ana, J. F. Dostal of Redlands, Mr. Devore of Ocean Park and Mr. George of Santa Barbara. The election of Mr. Humphrey as president is universally thought to be a wise move, as he has a thorough knowledge of association work, having been one of the founders of the Minnesota State Hardware Association, an enthusiastic worker and one who is believed by all eminently qualified to guide the organization to success. The members are: Ott Hardware Co., Santa Barbara; Henry Guyot, Los Angeles; J. F. Dostal, Redlands; F. P. Nickey Hardware Co., Santa Monica; Pasadena Hardware Co., Pasadena; Munroe Hardware Co., Pasadena; Boutelle-McAdams Co., Pasadena; Humphrey-Daggett Hardware Co., Whittier; John McFadden, Santa Ana; Franzen Hardware Co., Riverside; J. G. Hausler, Riverside; George F. Mott, Riverside; McCormick-Ormand Co., Riverside; Sering Hardware Co., Redlands; Redlands Hardware & Stove Co., Redlands; San Bernardino Hardware Co., San Bernardino; American Hardware Co., San Bernardino; A. L. Euny, Colton; Corona Hardware & Implement Co., Corona; Bradley & Russell, Pomona; A. Nagle, Anaheim; L. E. Miller, Anaheim; H. A. Dickel, Anaheim; Bird V. Beebe, Anaheim; Dean Hardware Co., Fullerton; Jewett Blair, Fullerton; F. C. Schilling, 2128 West Pico Street, Los Angeles; H. E. Cockley & Son, 612 West Pico Street, Los Angeles; E. L. Brown, 709 Central Avenue, Los Angeles, and Long Beach Hardware Co., Long Beach.

A representative of the California Promotion Committee, an association that is doing wonders for the State and is materially supported by the Hardware trade, approached the writer this week with the following newspaper clipping, being of the belief that the editor of HARDWARE would give it space in his journal:

"From a telegram just received by the California Promotion Committee it is learned that Harlow N. Higinbotham, president of the Columbian Exposition of Chicago, is heartily in sympathy with the movement to hold a Pacific Ocean Exposition in San Francisco in 1913. Rufus P. Jennings, chairman of the committee, had an hour's conference with Higinbotham, and the latter said that now was the proper time to launch the proposition, to hold the exposition. He thinks there will be a world-wide attendance, and that exhibitors will be greatly interested. By the time the exposition is held San Francisco will have fully recovered from the effects of the recent fire and will in itself be an object lesson to the world of the way things are done in this part of the country." INDUSTRIAL PRESS ASSOCIATION.

HIGH DUTY METAL.

The Western Tube Company, Kewanee Ill., write as follows regarding a new discovery in bronze mixture, known as High Duty Metal:

It is a well-known fact that the copper alloys known as brass and bronze generally suffer a marked reduction in strength with increase of temperature. This loss of strength is not generally taken into account because the deterioration is slow up to a certain point, and this point is above the temperature of steam of air at the usual pressures. At about the temperature of 150 to 175 pounds steam loss begins to be very rapid, and at about 400 deg. F., there is a sudden marked drop in tenacity. From that point to 500 deg. F., the loss is very rapid and the strength of the material is seriously affected.

In designing our new line of Extra Heavy and Medium Pressure Brass Valves, this Company determined to use the metal which would show the smallest percentage of loss in this respect that it was possible to obtain, the same metal to have other qualities which are essential to a valve for use under high pressure.

In endeavoring to secure this metal, an effort was made through the Secretary of the American Society of Mechanical Engineers to collect all of the existing literature upon the subject, and it was discovered that practically all that has been determined on this question is the result of the experiments of the British Admiralty in 1877, as described on page 309 of Kent's Manual. Having found that no further light was to be obtained from past researches, this company inaugurated an exhaustive series of tests with a large number of mixtures of copper, tin, zinc and other metals, with the purpose of determining for itself absolutely the best metal for its purpose.

These experiments have extended through a period of eight months, and the statements made above have been fully corroborated and emphasized. For instance, it was found that an alloy that is commonly in use as steam metal and would be called a fairly good metal for this purpose, showed a drop in tensile strength of as much as 28 per cent. when raised to the temperature of 407 deg. F., which is about the temperature of steam under 250 pounds pressure without superheating. It was assumed that this temperature would be a fair one at which to make tests, inasmuch as engineering practice is tending strongly in these days to the use of steam at about this pressure, or superheated from a lower pressure to this temperature.

Another metal which has been considered an excellent mixture and is frequently used by valve makers for valves of higher grade and designed for higher pressure, showed 22 per cent. loss under the same conditions.

The well-known "government" mixture, as it has been called, consisting of 88 parts of copper, 10 of tin and 2 of zinc, was found to be as little affected by this extraordinary increase of temperature as any alloy which has ever been used, as far as known, in the manufacture of valves. The "government" mixture was found to have an average of a large number of bars tested, a cold tensile strength of 33,633 pounds per square inch. When raised to 40 deg. F. and again tested, the temperature being maintained constant during the test, the tensile strength dropped to 30,675 pounds per square inch, showing a loss of nearly 9 per cent.

We are glad to say that after making all of our experiments, we have arrived at an alloy which is practically of the same tensile strength as the above mixture when cold, as it shows an ultimate strength of 33,520 pounds per square inch at 70 deg. F., and further, it shows an ultimate strength of 31,627 pounds per square inch at 407 deg. F., the loss being only 5.6 per cent.

A table is appended which shows in summarized form the results of these experiments upon six different alloys, as follows:

Alloy	Tensile Strength at 70 deg. F.	Tensile Strength at 407 deg. F.	Loss Per Cent.
No. 1	21,790	15,640	28.2
No. 2	29,010	22,410	22.4
No. 3	24,510	22,059	9.5
No. 4	33,633	30,675	8.8
No. 5	33,710	31,305	7.1
No. 6	33,520	31,627	5.6

No. 1 is the steam metal alluded to above and which is in common use among valve manufacturers.

No. 2 is a metal which we ourselves use at times and is fairly strong and durable at comparatively low temperatures.

No. 3 represents one of our earlier experiments illustrating the advance along the line of research, but indicates too low tensile strength.

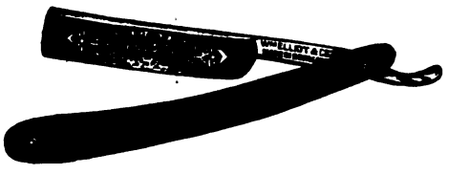
No. 4 is the "government" mixture, so-called.

In addition to the rare quality of maintaining the high tensile strength at high temperatures, this metal also shows wearing qualities which are very remarkable; and as wearing qualities in the moving parts of a valve are of the utmost importance, the "government" mixture was again taken as the unit or standard, and it was found, by means of a special machine in which the movements of the parts of a valve were imitated exactly under extreme conditions of friction and at high temperature, that this metal wore away at about one-third the rate shown by the "government" mixture mentioned above.

This alloy has also been found to be very tough, resisting shock or water hammer with greater success, and is, in fact, far less brittle than any other of the metals tested.

WM. ELLIOT & CO., RAZORS

are made of the finest grade English steel, highly and correctly tempered, hollow ground and concaved, and finished by the most efficient German cutlers

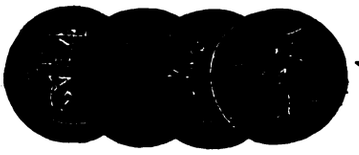


"Elliot" razors are universally considered to be the best razors manufactured and sell strictly upon their merits. *Write for our new catalog. The most comprehensive exclusive razor catalog published.*

ADOLPH STRAUSS & CO.,

Sole Agents for the Western Hemisphere. **412 BROADWAY, NEW YORK CITY.**

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Thirty Years' Test

In this country and in all parts of the world has placed the "Star" Safety Razor in a class by itself.

The Star Blade the Secret



of the Star Razor's Success

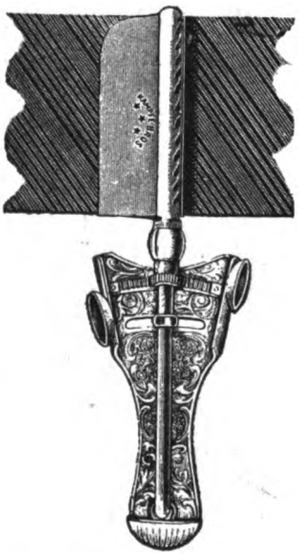
The Star Safety Razor



Is the only mechanically perfect Safety Razor on the market to-day.

Its reputation for quality and superiority—for giving the quickest, easiest and safest shave of any razor on the market—is unrivalled.

If you want the finest assortment of Safeties for Christmas Trade, we have them.



Mail Your Holiday Orders Early

Don't delay. "Star" Safeties are put up in handsome cases and sell from $1.50 up. They are all quick sellers.



Write to-day for illustrated catalog of "Star" Safety Specialties and prices.

Kampfe Bros.
Manufacturers

8-12 Reade St.
New York
U. S. A.

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HIGH DUTY METAL.

(Concluded from page 38.)

In strength under compression it again showed marked superiority, as the flow of the metal was extremely uniform under high pressures, much more so than any other alloy upon which these tests were made.

Further, and this is very important, this metal makes sound, tight castings. Our tests prove this conclusively, and this quality works to the benefit of the user equally with ourselves.

In every respect, then, this "High Duty" Metal may be said to be the metal par excellence for the manufacture of valves and cocks for extreme temperatures and pressures, and we believe it to be well named.

We are taking this means of announcing that our entire lines of Medium Pressure Brass Valves, designed for pressures ranging between 125 and 175 pounds, and our new line of Extra Heavy Brass Valves, designed for pressures up to 250 pounds, are now and will hereafter be made of this "High Duty" Metal.

We are also prepared to furnish any of our goods now made of our excellent standard brass mixture, made up in this "High Duty" metal, thus giving our customers the advantage of valves having over 40 per cent. greater strength and efficiency in the lighter weights at an advance in cost of about 25 per cent.

In general, we believe that we have discovered a metal whose name is expressive of its substantial merit, and that its use marks a long step in advance in valve construction.



L. & I. J. WHITE CO.'S TOURING EXHIBIT.

L. & I. J. WHITE CO.'S TOURING EXHIBIT.

We present herewith an illustration showing the beautiful Touring Cabinet of Fine Tools which has been prepared by the L. & I. J. White Co., Buffalo, N. Y., for the purpose of exhibiting it at the conventions of the Hardware Associations this Winter, it having already been seen and admired at the National Hardware Association Convention at Atlantic City, N. J., last month. That it gives an excellent idea of the perfect goods turned out by this old-established manufacturing company goes without saying, for they have been making them now for seventy years.

TAKING NO CHANCES.

A Scotchman went to a dentist with a toothache. The dentist told him he would only get relief by having it out.

"Then I must hae gas," said the Scotchman.

While the dentist was getting it ready the Scot began to count his money.

The dentist said, somewhat testily, "You need not pay until the tooth is out."

"I ken that," said the Scotchman, "but as ye're aboot to mak' me unconscious I jist want to see hoo I stan,"—*Ex.*

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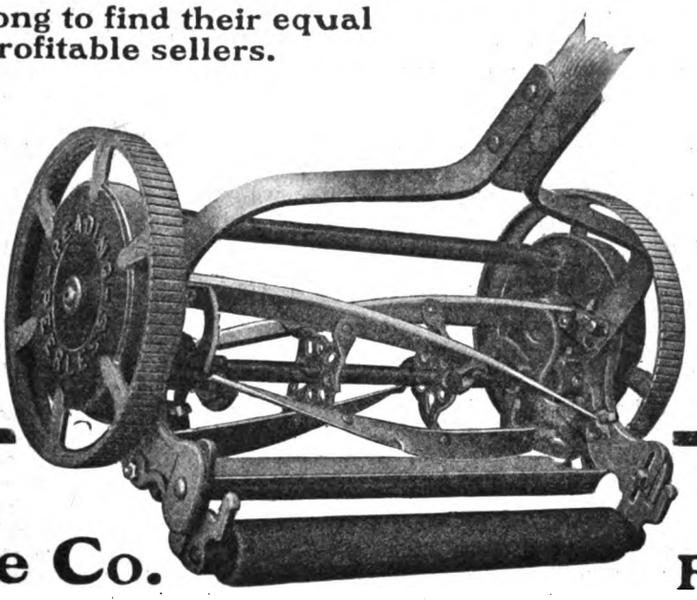
"PEERLESS"

In every respect is the New Line of "Reading Mowers." They are made in a new plant---by new machinery---from new patterns. We make

Fourteen Styles---All Guaranteed

You'll search long to find their equal anywhere as profitable sellers.

Each style and size has ball bearings and parallel bearings.



You ought not to be without our catalogue and prices. Send for them to-day.

Reading Hardware Co. **Reading, Pa., U. S. A.**

New York 96-98 Reade St. **Philadelphia** 617 Market St. **Chicago** 105 Lake St.



The "Reliance" Way

The Mop Wringer That "Makes Good"

The Reliance

Proves itself the **strongest, simplest** and **most durable** Mop Wringer on the market. A **strong** claim which it would be idle to make if the Reliance didn't **"make good" in actual performance.**

Not only is it the **best** Mop Wringer made, but it **sells** for **25 per cent. less** than the next best; and **sells itself** strictly on its **merits.** It fits on to any pail.

There's no "come back" on the dealer who sells the Reliance. Send for descriptive catalogue and price list.

The Old Way



The Lee Chair Co.

Oneida, N. Y.

Absolute Accuracy

beautiful finish and strength of shooting is shown in the

FAMOUS

Hamilton Rifles

MODEL No. 23
Retail Price $3.00

Full length 35 in. Barrel and action 21¾ in. long, Take-down, Bolt-action Model. Stock Genuine Walnut. Barrel finely tapered and beautifully finished in blue-black gun finish. Automatic action in loading and ejecting exploded shell.

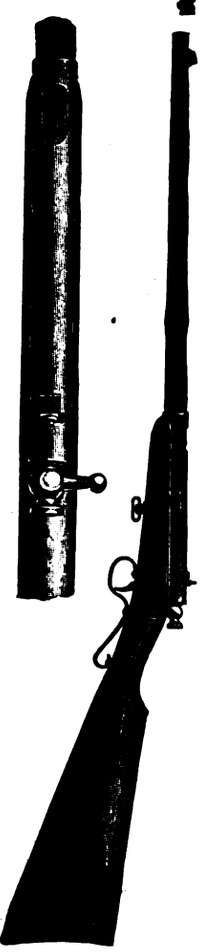
MODEL No. 19
Retail Price $2.00

Like No. 23, combines simplicity, beauty of finish, strength and shooting power. Simple loading process; improved extractor, rapid and perfect in action, convenient "take-down" features.

MODEL No. 15
Price $1.50

is made like No. 19, except the barrel is 4 in. shorter.

This superb line of **22** calibre Rifles, ideal for target practice or hunting small game, was never offered at the prices we quote.



Hamilton Rifle Co.

PLYMOUTH, MICH., U. S. A.

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HUMOROUS LOGIC.

It is understood that when the next jury goes out on a Standard Oil case the court will be asked to exclude hymn books from the jury room.

There is thought to be about Gould enough left in the Countess Boni to cause her to put up a good strong fight to retain the money, at least.

The New York postoffice must now be under control of the "Purity in Politics League." We see a letter carrier has lost his job for accepting a nomination for Congress.

That California professor might as well not put his new language on the market, if there is to be no cuss words. What is the use of learning a language which reduces a man's power of expression.

That Ohio fireman who accidentally swapped his grip for one containing $48,000 in bonds, and never knew he had made the trade until he was arrested, probably wonders what would have happened if he had really known, for, not knowing, he was locked up on a charge of grand larceny.

The newspapers have of late been running items which claim that there are injurious germs in fresh eggs. We suppose the next claim to be made will be that these germs are killed by cold storage. We would almost be ready to accept the statement as true that the eggs are killed that way. They taste like it.

The Presbyterians have been holding a factional church war down in Warrensburg, Mo., which included padlocks on the church door, court proceedings, etc. All souls who need saving will do well to wait the court's decision, so they will be sure to get off with the official starter.

That Kentuckian who recently died and requested that a bottle of whisky be buried with him was evidently looking further in the future than his friends supposed. Some thought it strange no mention was made of a sprig of mint, but it takes ice, also, to make a mint julep.

Charles Roberts, a building contractor of Fargo, N. D., recently parted with his automobile. He left it standing on the street, and a small boy evidently thought it was operated by mule power and that the mule had balked, at least he built a fire under it, and the gasoline tank did the rest.

That report from New Orleans that an island has been found near there where the inhabitants execute their prisoners by binding them to a tree in a swamp and letting the mosquitoes bite them to death, sounds like execution by slow torture, but those who have had personal experience with the Southern mosquito will not agree that the torture could in any way be termed slow.

A newspaper suggests that George B. Cortelyou is a man of destiny, and that one or two more jumps will land him in the presidential chair. Possibly this newspaper is like the Swede girl whose best fellow went on board the ship with her, and stayed too long. As the ship pulled away from the shore she said: "Yump, Olie, Yump! I tank you can make it in two yumps."

F. A. PARKER.

HARDWARE IN HOLLAND.

If the American manufacturer would send able representatives to Holland much would be gained. I learn from interviews with the heads of many principal houses that where ignorance exists concerning American products, there is invariably a desire for information regarding them. Manufacturers who do not deem it practical to send representatives to Holland and are desirous of securing Dutch trade should send catalogues and printed matter to dealers in both the Dutch and English languages. When a retail dealer handles American goods, no matter in how small a way, this advertising matter should be supplemented by show cards for window display.

AGRICULTURAL IMPLEMENTS AND HARDWARE.

A great part of Holland has been reclaimed by draining and so rendered extremely valuable for agricultural purposes; the fertility of land thus reclaimed being very great. The agricultural industry is accordingly large and creates a corresponding market for all implements therein employed. This market is at present principally supplied by Great Britain and Germany, though American farming implements were imported during the year 1905 to the value of $201,819.

American mowers and binders are in good favor and sales for these are gradually increasing. Many of the American manufactured implements are built too light for satisfactory use in Holland. This is especially true of the American hay rake, which is practically useless here as built for domestic trade, the grass in this country growing very coarse and heavy. The English and German manufacturers understanding the conditions of the country build implements suited to its needs. In smaller farming tools the American manufactured articles are well liked and find a ready market in spite of English and German competition. I am informed by a large dealer in Hardware that American stoves and kitchen utensils can find a good market here if only they be strongly constructed and a reasonable price is demanded. The assertion is often made that first shipments of American articles are always of good quality, but are after followed by those of inferior make. A strong, well-made article is wanted first, last, and always—one up to the standard in every particular.

German and English manufacturers take great care in minute details. The American manufacturers desiring to successfully compete with the manufacturers of these nations must do likewise. I think good sales of American butter churns could be made here, the present importation of this article being of Canadian manufacture. American machine lathes, shaftng, hangers, iron and wood pulleys are finding a good market here.



MODEL ONE

Made of galvanized metal and cast iron ends; 14 inches long. Galvanized drawer, will not rust.
Plain, Japanned ends, not covered, **$1.00 to Dealers**
Carpet covered, **$1.25 to Dealers**
Discount to Jobbers

CARRIAGE HEATERS

M. WETHERILL
Syracuse, N. Y.

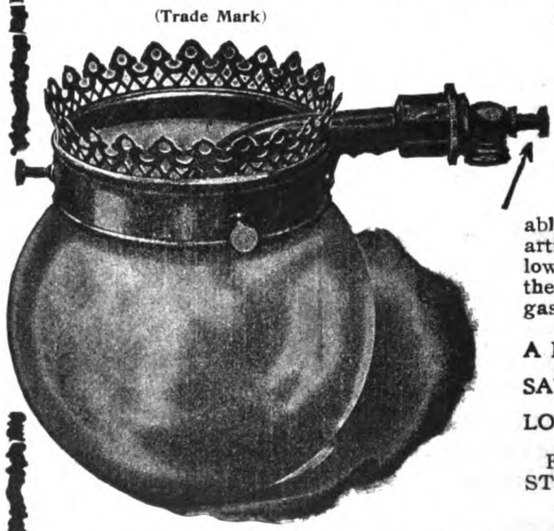
MODEL THREE

Made of galvanized steel throughout; double walls; heavy cast iron ends; nickel plated. Drawer of galvanized steel has sheet brass end. Is handsome and the strongest, most durable heater made.
Carpet covered **$1.50 to dealers.**



"THE WIZARD" INVERTED GAS LAMP

(Trade Mark) (Patents Pending)



A New Creation in Gas Lighting. Electric Effect at one-tenth the cost.

This lamp is adaptable to both natural and artificial gas, either high or low pressure. It represents the acme of perfection in gas lighting.

A BRILLIANT LIGHT with a SAVING OF GAS at a LOW COST.

For the HOME, OFFICE, STORE and FACTORY.

Write for information.

Cut ⅓ actual size. 125 Candle Power. 2 foot Gas per hour. Mantle will outlast 3 Upright Mantles.

Sells at Sight.

Manhattan Screw & Stamping Works, 61-71 Greenwich Ave. **New York**

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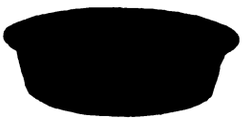
PROFIT MAKING LINES

REED MANUFACTURING CO.'S GOODS.

In this age of strife for commercial supremacy and competition, quality of material and excellence of workmanship are often lost sight of in the struggle to produce an article a little cheaper than anybody else can, and forcing the quality down in many cases until it becomes difficult for people who want a good article to make sure that they are getting what is represented. The Reed Manufacturing Co., Newark, N. Y., long ago realized that



PIE PLATES.



SEAMLESS MILK PANS.

people wanted good goods, goods that they could depend upon, and they have made a reputation for themselves by filling that want. They have built up an enormous business by doing just as they agree and standing behind their goods. They take



PUDDING PANS.

pride in the fact that Flintstone Enamel Ware is fast becoming a leader and is being appreciated by the trade. They use only the very highest class of ingredients and have an intelligent



PRESERVING KETTLES (without covers.)

force of employees who are skilled in combining them, which insures a high-grade product. Flintstone is unaffected alike by heat or cold and is as hard and durable as the rock which



SEAMLESS BERLIN KETTLES (enameled covers.)

gives it its name. Its absolute purity alone would commend it, as no poisonous ingredients are used, and it is guaranteed against chipping or cracking, which is a matter of no little importance since it has been stated that appendicitis has been caused by poisonous and poorly blended enamel ware.

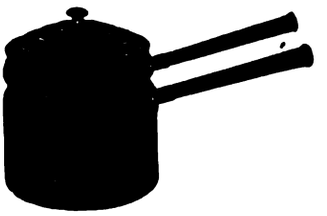
There has also been a great demand for copper nickel-plated ware, which is a very beautiful and durable line. It is made of the best material and is full weight. The trimmings are



SEAMLESS COFFEE POTS (enameled covers.)

neat and attractive and the shapes are very artistic, and like the rest of the line, have great merit.

For seventeen years they have made their famous Anti-Rusting tinware, which they have guaranteed against rust and which they have stood behind in every instance. This ware has become a standard, especially in wash boilers.



SEAMLESS RICE BOILERS (enameled covers.)

Their Monarch Boilers are quite unique—they have a special machine constructed by expert mechanics especially for them which makes it possible to turn out four boilers a minute and they are kept busy too as the demand is great. This machine makes it possible to do what could never have been done without it, that is, wiring the top of the boiler with a 5/16 hard drop forging, which makes it practically impossible to defect it one-sixteenth of an inch, as has been tested by having men weighing over two hundred pounds standing on the overturned



SEAMLESS BERLIN SAUCE PANS (enameled covers.)

boiler without a bit of effect. The cover is a piece of art all by itself—perfectly seamless, stamped out of one piece of plate, with a one-inch rim, rim and cover all one piece, fitting the boiler like a glove with a stationary cold handle riveted to the top with six rivets, furnishing one of the finest boilers on the market, full size, full weight and fine workmanship.

Their Galvanized iron ware is in a class by itself, tubs, pails, garbage cans, oil cans, etc., made of good materials, guaranteed against leaks, and up to the high standard maintained all through their works.

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POPULAR TALKS ON LAW

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CONTRACTS.

No. 8. Contracts of Infants.

Infants, or minors, are persons, male or female, under the age of twenty-one years. In all but a few States, however, females become of age at eighteen. The law relating to infants' contracts is for the protecting of the infant himself. He is assumed not to be able to protect himself. The age limit, twenty-one years, was fixed in the law many years ago. Perhaps were the law to be formulated anew the limit would be set lower. Young men and young women enter upon business life nowadays earlier than formerly. However, in no jurisdiction, so far as we have learned, has there been any serious attempt made to set the limit of infancy lower than twenty-one years, except, as stated, in the case of females.

It is common to hear it said that an infant's contracts are void, that one under age cannot make a binding contract. This is an unsafe statement of the rule, if, indeed, not an incorrect one. It were better to say that infants' contracts are voidable, that is, he may avoid them if he so desires; but there are even exceptions to this, as we shall see. If an infant's contracts were void neither party could be held to them, but it is clear in the law that if the infant wants the contract to stand he can compel its performance on the part of the adult dealing with him; in other words, the plea of infancy is a personal privilege, and one of age who makes a contract with an infant is bound so long as the infant performs his part of the contract.

A contract that is voidable on the part of the infant may, upon his reaching maturity, be ratified by him, in which case both parties will be bound. Where his contract is voidable, as is generally the case, he must avoid it before he becomes of age or at once after becoming of age, or he will be held as having ratified it.

There are instances where the contract of an infant is valid and cannot be avoided by him. These contracts are such as are made for the necessaries of life under certain circumstances. In a sense it is scarcely proper, however, to say that he is bound by his *contract* for necessaries. He is, strictly speaking, not bound as on a contract at all; in other words, not bound to pay the price that he agrees to pay, but only for the reasonable value.

A question arises as to what are necessaries. By "necessaries" is not meant what is absolutely necessary to barely keep the infant alive. The rule as generally stated is that the infant is bound for the value of such necessaries as are reasonably useful in maintaining him properly considering his station in life. What, therefore, would be deemed a necessary with one person would not be deemed so with another. A poor boy not moving in society that is accustomed to evening dress, would not be held bound on a contract to buy a full dress suit. A boy whose station in life, whose associates and circumstances require the use of evening dress, with the alternative of his appearing ridiculous, would be held bound under such a contract on the theory that the suit was a necessity. A contract for articles of mere luxury or ornament made by an infant would not be valid and binding on him.

Then, again, it must be shown, in order that a contract for necessaries be held good, that the infant was not supplied with them by his parents, guardians, or otherwise. The same rule that is stated above holds with reference to contracts for medical attendance in sickness, and for the expense of a common school education. Contracts made by the infant for these, when not furnished by the parent or guardian, or otherwise, would be upheld as valid. Food and clothing, of course, come under the rule. A contract for a college education would not be binding. In other words, whatever the infant contracts for, in order that the contract be valid or binding upon him, must be reasonable in quantity, quality and kind, and suited to his station in life, and not be furnished him by parents, guardians, or from other source.

Contracts entered into by an infant to conduct a business or relating to a business are voidable. One who pays a child money on a contract with him for service does so at his peril. The child's earnings belong to the father and not to the child, particularly if the child lives with the father. If the child, however, has been emancipated, the rule is different.

As to property generally, the infant may take property and hold it, but once it is his, he cannot make a contract selling it or conveying it that is not voidable by him.

In the matter of the ratification of a contract by one who has reached maturity, it should be stated that the ratification must be of the whole contract. One ratifying a contract made in infancy cannot ratify part and avoid part; he must either ratify all or avoid all. One who has bought property in infancy and not paid for it cannot, upon reaching maturity, keep the property and avoid the contract as to payment. And so with an infant who has obtained property on a contract; if he desires to disaffirm the contract, he must return the property. He cannot both retain the property and refuse to pay for it. If, however, he has wasted or squandered or lost or destroyed the property and cannot return it, he is not held liable for it.

In this connection it is interesting to note that in general an infant is liable for fraud, slander, assault, conversion, and other common law torts in the same way as an adult is; but generally it has been held that when an infant falsely represents himself to be of age and thereby induces another to make a contract with him, the infant is not liable.

(To be continued.)

STAR CORUNDUM WHEEL CO.

The Star Corundum Wheel Co., Detroit, Mich., now located on Twenty-first street in the old Stearns laboratory building is the latest of Detroit infant industries to outgrow its baby clothes. From the inadequate quarters and facilities of its present plant the concern will within a few months remove to a large, new factory on Cavalry avenue.

The company recently purchased a whole block of land from Ralph Phelps on the Wabash railroad between Cavalry and Military avenues, and the new factory will cover 175 feet of frontage and be 170 feet deep. The building will be of reinforced concrete and steel, and absolutely fireproof.

The business of the concern is the making of emery and corundum wheels. With the opening of the new plant the manufacture of these goods will be on a much more extensive scale than at present, three processes being used, the vitrified, silicate and elastic. The output will be three or four times greater than at present, and the number of employees will be increased probably 150 men within the coming year and to a greater number later on.

The company has built up an extensive market in the United States and also in foreign countries where the emery and corundum wheels made by this Detroit concern are in great demand. The company has agencies in London, Paris, Brussels, Rotterdam, Berlin, Moscow, Gothenburg and Christiania.

Plans for the new building have been prepared by Field, Hinchman & Smith, and the contracts for the construction let as follows: Masonry, George D. Nutt; structural steel, H. B. Lewis; roofing and sheet metal, Purdith & Candler; plumbing, O. A. Wurm; painting and glazing, Anderson & Pip. The construction work will begin at once and the contracts call for the building complete and ready for occupancy by January 1 next. The officers of the company are Reuben Kempf, chairman, and John R. Kempf, secretary and treasurer.

DUTCH TRADE CONDITIONS.

Special Agent Arthur R. Butman made a study of the import business of the Netherlands, and submits some of the results of his investigations to the American export interests in the following letter from that country:

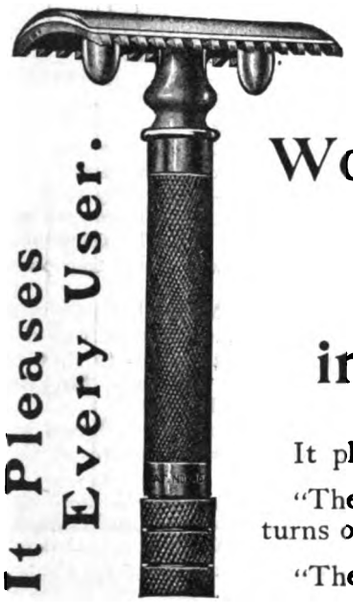
"Holland has a population of 5,500,000 people, and, including the province of Limburg, an area of 12,650 square miles. In the broad sense of the word, Holland is not a manufacturing country, and with its entire absence of national prejudice against American products and the direct means of transportation available from the United States affords a good market to the American manufacturer and merchant desirous of cultivating trade with the country. The Dutch people are naturally a tenacious race, so that if once the American exporter secures this trade he will be certain of a continued market for his goods; provided, of course, that he meets Dutch requirements. In the foreign trade of Holland, as shown by the following table representing exports and imports for consumption, it will be seen that Germany is far in the lead:

In imports many free goods are included for home consumption, though they leave the country. In exports, also, direct transit goods are not included. I find that there seems to exist an almost universal prejudice against German productions, but owing to the proximity of the country and the energetic efforts of the German manufacturer to introduce his products, together with the low price demanded for the same, and his careful attention to the requirements of Dutch taste, the German continues to hold the market.

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Gillette Safety Razor

NO STROPPING NO HONING



The Most Wonderful Selling Razor in the World



It pleases every customer, who in turn brings a new customer.

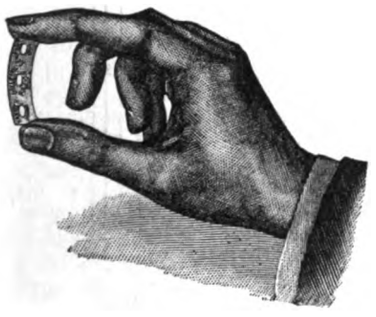
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

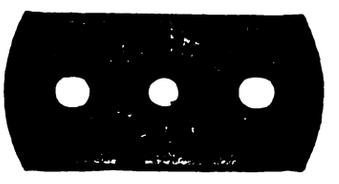
12 BLADES, 24 SHARP EDGES,

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HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Bradshaw, Neb.—R. C. Buckley will engage in the Hardware business.

Canton, N. Y.—The Hardie Company has been incorporated to deal in Hardware. Capital, $200,000. Directors—L. C. Albro, F. Hesse, and D. L. Holbrook, New York.

Eufaula, Ala.—The Foy Hardware Company have filed a certificate of incorporation. The company is organized with a capitalization of $25,000. The incorporators include J. E. Foy, J. P. Foy, S. W. Foy, W. H. Foy, and S. A. Bulloch.

Everly, Ia.—C. H. Peterson has opened a new Hardware store.

Hamlin, Tex.—The Riter Hardware Co. has been incorporated with a capital stock of $10,000.

Moline, Ill.—A new Hardware store is to be opened about the middle of this month in the Tremblay block, corner of Seventh street and Eighteenth avenue. It will be under the proprietorship of Paul DeBaker and Mr. Van der Vannet.

Norwich, Conn.—The Eaton-Chase Co. has been incorporated with a capital stock of $75,000. The firm will commence business with $20,000 and will conduct a wholesale and retail business in Hardware, sporting goods, electrical contracting, etc. The incorporators are H. B. Cary, F. W. Cary and S. B. Palmer, all of Norwich.

Scribner, Neb.—The Hoffman Hardware Co. has been incorporated with a capital stock of $10,000.

Willimantic, Conn.—The Jordan Hardware Company has filed a certificate of incorporation. The authorized capital stock is $54,000, all paid in. The incorporators are Fred D. Jordan, William P. Jordan, and James H. Hurley.

Changes and Improvements.

Aberdeen, Md.—James A. Wiles, who has for the past fourteen years conducted a Hardware store in this town, has sold his business and entire stock to Eugene Hughes and Nelson Worthington, of Havre de Grace. They took charge November 1.

Allentown, Pa.—George T. Hersh, vice-president of the F. Hersh Hardware Co., has retired from active business pursuits though not relinquishing his financial interest in the concern. George F. Graham has acquired an interest and will have charge of the sales department.

Alliance, O.—Linford & Unger, Hardware, roofing and plumbing firm, located on South Union Street, have sold their Hardware department to the Raryman Bros. of Deerfield.

Aurelia, Ia.—H. J. Prisch has sold his Hardware business to J. A. Johnson and J. H. Templeman, and the new firm will be known as Johnson & Templeman.

Bethel, Mo.—Thomas Afflick has purchased the Hardware store of William Kraft.

Birmingham, Ala.—Papers have been filed recording a meeting of the stockholders of the Wimberly-Thomas Hardware Company at which a motion was adopted to increase the capital stock of the company from $150,000 to $200,000.

Broken Bow, Neb.—W. S. Kennedy has succeeded to the Hardware business of Kennedy & Son.

Cairo, Ill.—E. C. Halliday, who for many years has been one of Cairo's leading Hardware merchants, is about to retire from the business, having sold his building at 616 Commercial avenue, and his entire stock to Harry W. Rendleman.

Cairo, Ill.—H. W. Rendleman of Alto Pass, who bought E. C. Halliday's Hardware store, has sold the stock to the Woodward Hardware Co.

Cedar Rapids, Ia.—M. Moorehead and H. Williams have purchased the Gitchell & Barnes Hardware stock and have taken possession.

Chattanooga, Tenn.—Hall-Melton Hardware Company has changed the corporate name to the New Chattanooga Hardware Company.

Coffeyville, Kans.—Clark Bros. have sold their Hardware business to Murphy Bros.

Colby, Kans.—J. L. Bottorff has succeeded to the Hardware business of Bottorff & Evans.

Corinth, N. Y.—A. J. Thomas has sold his interest in the Hardware business of Thomas and Sturdevan to his partner Jesse Sturdevan, who will continue the business.

Cortland, N. Y.—In order to give them more room on account of their increasing business, Muller & Son, Hardware merchants, have lately built a large addition to their store. The building is located in the rear of the main building and is two stories high. The lower floor is to be used for their tin department, while the upper floors will be used for storerooms.

Emporium, Pa.—Addison Stephens and Earl Saunders have formed a partnership and purchased what is generally known as the Walker Hardware store and the business is now in their possession.

Goldsboro, N. C.—Material is being placed for the erection of a rear wing to the Yelverton Hardware Company's Walnut street store which will front 30 feet on John street. It will be of brick, two stories and double front on John Street.

Harrington, Wash.—Newland Bros., who have been in the Hardware and implement business here for eight years, have disposed of their $17,000 stock to W. H. and W. S. Thompson of this city.

Howe, Neb.—W. H. Lohr, a Hardware dealer for a number of years here, has sold his business to C. A. Keel.

Ida Grove, Ia.—Gnam Bros. have purchased the Hardware store of Morgan & Walker.

Idana, Kans.—C. B. Park has purchased the business of the Roach Hardware Co.

Ione, Ore.—W. B. Snodgrass has sold his Hardware store to E. D. Godfrey.

Ionia, Mo.—O. L. Price has purchased the Hardware business of Argenbright Bros.

Lakewood, N. M.—S. F. Urban has sold his Hardware store to W. T. Post.

Lawton, Okla.—Benbow-Horton Hardware Company are having plans drawn for a proposed three-story brick building to be erected upon their lots at the southwest corner of Fourth Street and C avenue. When completed the building will cost in the neighborhood of $35,000. It will be 90x100 feet. The basement will occupy the entire ground space and will be used to receive all the goods.

Macedonia, Ia.—Smith & Denton have been succeeded in the Hardware business by Wiggington & Denton.

Malvern, Ia.—M. Cunningham will discontinue his Hardware business.

Moorhead, Ia.—A. T. Daily and son have sold out their stock of Hardware to Mustard & Parker. The invoicing is being done and the new firm will take possession at once.

Mt. Pleasant, Mich.—J. H. Doughty, for 39 years a business man of this city, has sold his Hardware stock to F. C. Clark, the Hardware merchant. Mr. Doughty will retire from business.

Mullinville, Kans.—C. E. Lewis has sold his Hardware business to W. B. Culley & Son.

Nebraska City, Neb.—C. O. Krogh has sold his Hardware store to W. M. Martin.

New Bern, N. C.—The Cutler-Blades Hardware Co., have completed the arrangements whereby they will increase their floor space. They have purchased the store on South Front Street occupied at present by D. L. Roberts, and will join it by brick annex to their present store.

New Brunswick, N. J.—The Strong Hardware Company has been making some extensive improvements to the second floor of its store. New shelving has been put in the place and the whole interior repainted in white. The place has been made very attractive.

New Iberia, La.—The Erath Hardware Company has changed hands, and will hereafter be conducted by Alexis and A. F. Voorhies, who have purchased the interest from Mrs August Erath, widow of August Erath, who conducted the business for a number of years previous to his death. This is one of the largest Hardware firms in this section. Messrs. Voorhies intend to greatly enlarge the business.

Owego, N. Y.—The J. S. Houk Hardware store will soon double its available room, having leased the basement and first floor of 182 Main Street, adjoining 184 Main Street, that it has occupied for thirty years, and the two stores will soon be connected by two archways.

Port Clinton, Ohio.—C. H. Wolf has purchased J. N. Washburn's interest in the Washburn-Wolf Hardware Co. and has associated with him in the Hardware business J. J. Huber.

Rockville, Ind.—Benjamin F. Yates has purchased the Hardware stock and building of C. Benford & Son and taken possession. The price paid was $12,000.

South Haven, Kans.—W. O. Proctor has purchased the Hardware business of Ruthrauff Bros.

Spokane, Wash.—The Hardware firm of Knudson-Winans Company will occupy new quarters on or about the first of December. The store located on the corner of Hogan and Sprague has become inadequate for the needs of the business, and so a change will have to be made.

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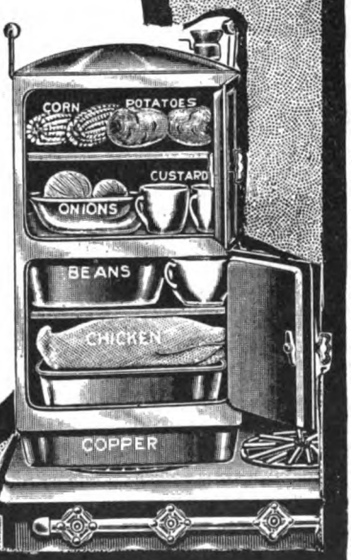
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HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Brooklyn, N. Y.—The Higbee-Barbour Manufacturing Co. has been incorporated with $150,000 capital to carry on a Hardware business. The directors are: N. M. Higbee, W. N. Barbour, Brooklyn, and G. F. Buchholz, Brooklyn.

Buffalo, N. Y.—The Meyers Steel Fence Co. has been incorporated with a capital of $500,000 to manufacture the Meyers patent steel fence posts and rails.

Columbus, O.—The Columbus Plow Co. has begun the operation of its new plant. The plant has been completed for some time and all the machinery has been placed in position, but a delay in securing natural gas connections caused a postponement of the opening of the plant. The new factory is one of the most modern in the city. The capacity of the company is more than doubled and it is expected to give facilities for the manufacture of 2,000 plows and 100 harrows annually. The plant consists of a main building 116x132 feet. The old plant on Mound Street will be abandoned. The company was incorporated a year ago with a capital of $30,000. William McGlinchay is president and general manager and Albert Riswenbacher is secretary and treasurer.

Dryden, Ark.—Articles of incorporation for the Hiett Plow Company have been filed. The corporators are J. W. Hiett, Lewis Sacks and M. P. Huddleston, with Lewis Sacks as the president. The capital stock is $10,000, and of this amount $3,500 has been paid in. The company proposes to manufacture plows.

Lafayette, Ind.—Ross Gear and Tool Company has been incorporated with a capital stock of $50,000; directors: William Ross; David Linn Ross; David Edward Ross.

Meriden, Conn.—F. W. Loll Mfg. Co. has been organized in Connecticut to manufacture light Hardware and has established its factory at No. 45½ Pratt Street.

New York, N. Y.—Jenkins Automatic Washing Machine Company has been incorporated; capital, $10,000. Directors—M. Jenkins, M. R. Jeffords, and J. Lewis, New York.

New York, N. Y.—Nestor Manufacturing Co. have been incorporated for the purpose of manufacturing tools, implements, machinery, etc.; capital, $50,000. Incorporators: P. B. Jennings, F. W. Geissenhainer, M. S. Cunmer, New York City.

Portsmouth, N. H.—Robert L. Ellery has leased the east wing of the Portsmouth forge plant and is equipping it as a machine shop. He will manufacture high grade tools. Mr. Ellery will employ a considerable force of skilled mechanics and will begin actual work in a short time.

St. Louis, Mo.—Advance Hardware Mfg. Co. has been incorporated by S. B. Crissey, E. F. Crissey, M. L. Crissey, G. W. Henderson and F. G. Udell, to manufacture and deal in Hardware, etc. Capital stock, fully paid, $25,000.

Traverse City, Mich.—The Edward Parsons Co. has been organized to operate a ... factory in this city. It has $30,000 capital, $15,000 paid in, and will begin operations the first of the year. The company has orders ahead to keep 125 men busy for a year.

Whittier, Cal.—The Woodworth Knife Works have bought the property at 114 North Pickering Avenue, and are installing a plant for the manufacture of all kinds of cutlery. The works will be in full operation in a few weeks and it will give employment to a number of persons. S. M. Woodworth is the manager of the company and Mrs. S. M. Woodworth is the secretary. New machinery is arriving for the plant from New York and is being installed as fast as possible.

Changes and Improvements.

Anderson, Ind.—The Anderson Tool Co. has erected a two story brick and stone building 125x50 feet to be used as an assembling room. This building adjoins the other factory buildings on South Jackson Street.

Anderson, Ind.—The Woolley Foundry and Machine works have begun on the foundation for a large addition to their foundry room. The new building will be erected north of the machine shop and will be constructed of brick and stone.

Boston, Mass.—The Samson Cordage Works, manufacturers of solid braided cords and cotton twines, have recently nearly doubled the size of their plant.

Chelsea, Mich.—The one-story building on the corner of North Main and Railroad Streets, used for a warehouse by the Glazier Stove Company, is being torn down to make room for a large modern three-story building which will be erected in its place.

Cleveland, O.—The Standard Tool Co. is erecting a new factory building on Central Avenue, S. E. It will be a one-story brick building, sixty-seven feet by forty-two in size.

Dayton, Ohio.—The Chamberlin & Evinger Machine Company have acquired from the Patterson Tool & Supply Company the manufacture of the latter's well-known Miami Valley Lathe, and ground has already been broken for the erection of a substantial factory building on Essex Avenue, Edgemont, along the Big Four tracks. The structure will be a substantial brick building, 40x60, and will be modern in equipment. The new firm is at present established in the Armory building, Sixth Street, and expect to occupy the new factory by January 1. Harry T. Chamberlin and Elbert R. Evinger, the new manufacturers, were formerly machinists at the N. C. R., and in addition to the manufacture of the Miami Valley Lathe will also make other tool machinery.

Detroit, Mich.—The Michigan Stove Co. is planning to build two additions to its already extensive plant on Jefferson Avenue, the enlargement being rendered necessary by the extensive growth of the steel and gas range business. The main addition will be seven stories high with a frontage of 64 feet on Jefferson Avenue, and 150 feet deep. A new three-story structure, 75x150 feet will be erected in the rear of the present buildings.

Evansville, Ind.—The Advance Stove Co. has recently completed a $30,000 addition to its plant in Pennsylvania Street. The addition will not only increase the capacity of the plant but has already made it possible for the owners to employ twenty-five more skilled workers than formerly needed.

Hastings, Mich.—Emil Tyden, a prominent manufacturer of this city, has decided to move the plant of the Consolidated Press & Tool Company, in which he owns a controlling interest, from Chicago to Hastings. The company is now employing about eighty skilled mechanics and will double its capacity. Arrangements are already under way to move part of the plant here at once and the remainder will be brought as soon as possible.

Lansing, Mich.—A. O. Bement, former president of the firm of E. Bement's Sons. has rented a factory in Lansing and will engage in the manufacture of stoves and ranges. He proposes to begin at once with a company capitalized at $10,000.

New Britain, Conn.—The Skinner Chuck Company are building an addition to their plant and are increasing their equipment of machines and tools as rapidly as possible.

Omaha, Neb.—Plans have been completed by Stroud & Co., manufacturers of scrapers, grading tools, grading machines and so on, to double the capacity of their plant at Twentieth and Ames Avenue and also to install a large retail lumber yard. Two extensions to their buildings are being made, one 50x120 feet and the other 40x100 feet. A foundry will be established, where the company will make its own steel and iron castings.

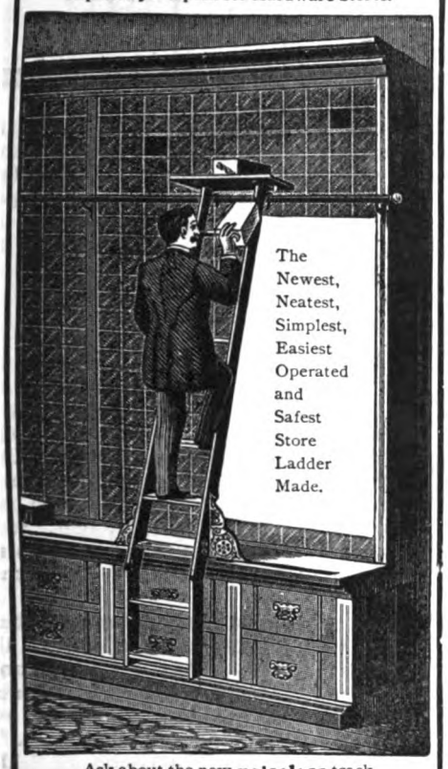
Rockford, Ill.—Work on the new addition to the Eclipse Gas Stove Company on South Main Street, has been started and will be rapidly pushed, as the contract calls for the completion of the two-story factory addition and office, within sixty days time. This part of the addition will face South Main Street and will be built of white pressed brick.

Rome, N. Y.—A large and modern plant is to be erected next Spring by the James A. Spargo Wire Company on a plot of ground consisting of twelve acres, purchased from the Rome Factory Building Company in East Rome. The main building will be 400x450 feet, one story high, with concrete floors. It will be a factory style steel structure on brick walls. The company was organized three years ago and has outgrown its present location on East Dominick Street. The concern furnishes employment to about 100 persons and is obliged to run day and night and even then can not keep up with its orders. It is expected that the force will be doubled when the new mill goes into operation.

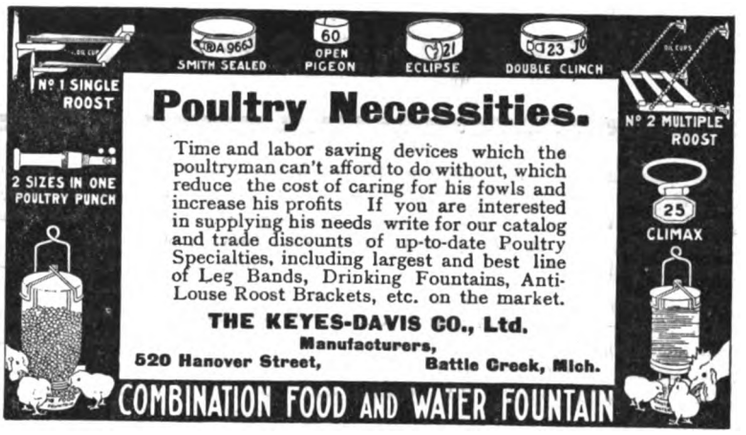
Rutland, Vt.—Extensive improvements are being made at the Howe Scale works. A new smelting stack or cupola have been built and preparations have been made for the building of a new core oven at the foundry. The former will have a capacity of 40 tons, about twice that of the one that has been in use, and the oven also will double the capacity of the work in that department.

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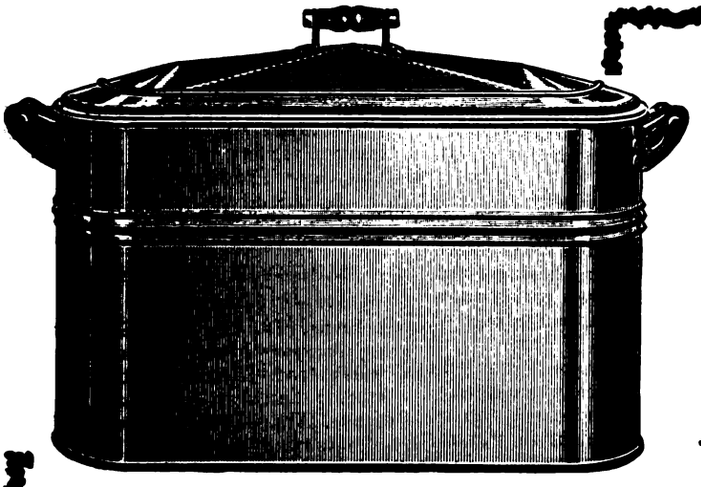
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BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Amory, Miss.—Amory Hardware Co., has been incorporated by E. D. Gilmore, A. C. Thompson and others with a capitalization of $4,000. They will handle sporting goods.

Birch Hill, Sask.—F. W. Gerber has established a Hardware and sporting goods store.

Buffalo, N. Y.—Incorporation articles have been filed by the Buffalo Metal Goods Co., with a capitalization of $10,000. F. C. Atherton, S. McDougall and W. F. Emerson are the incorporators. They are manufacturers of the Atherton coaster brake.

Caldwell, Idaho.—Boyes Hardware Company is the name of a new concern handling sporting goods.

Columbus, O.—A firm known as the Berger Mfg. Co. has been organized and is located at Long and Third Streets. The firm, which is a partnership of J. H. Mackie, president of the Columbus Sporting Goods Co., and Charles Berger, of New York, will manufacture sporting goods.

Detroit, Mich.—The Detroit Canoe & Oar works, with a capital of $20,000, have filed articles of incorporation.

Elkhart, Ind.—H. A. Knevels has opened a new bicycle store at 129 South Main street.

Homestead, Pa.—The Homestead Sporting Goods Co., have recently organized and opened a wholesale and retail store under the management of P. S. Coulter.

Kroneau, Sask.—Dent and Tucker have opened a new store and will carry fire arms, etc.

Lincoln, Neb.—The Lincoln Cycle Company has taken out papers of incorporation with $20,000 capital. B. D. Wood and Fred Grotte are named as the incorporators.

Miami, Fla.—W. W. Prout, C. W. Merrill and A. Dickinson have formed a company to do a general bicycle and automobile business in that resort. The company has applied for a charter.

Montreal, Can.—The Dominion Cartridge Co., have organized an American department under the direcion of C. Edw. Wood, for several years identified with the Simmons Hardware Co., St. Louis. Stocks are now being carried at three branches in the United tates, located at New York, Syracuse and St. Louis.

Morristown, N. Y.—The Thousand Island Boat & Engine Co., have incorporated with a capital stock of $20,000 and will soon have a large factory at Morristown. The officers are: President, G. I. Lloyd, of Syracuse; vice-president, John Donald, of Hammond; secretary and treasurer, M. N. Donald of Morristown. Mr. Lloyd recently conducted a bicycle and engine factory in Syracuse, but has sold that business to Edward Kimmey.

Richmond, Va.—Kennedy Bros. & Kellam have incorporated with a capital stock of $40,000 to conduct a wholesale and retail sporting goods and Hardware business, succeeding the Hardware branch of Sitterding-Carneal-Davis Company. D. C. Kennedy is president of the concern with J. E. Kennedy, secretary.

St. Louis, Mo.—The Hurck Cycle Co has incorporated as the Hurck Motor & Cycle Co., with $5,000 capital. John Hurck and Alfred J. Carpenter, with 240 shares each; Maud Hurck and Mary Carpenter with ten shares each, are named as the corporators.

Strathcona, Alberta.—McCombs and Somersall are to open up a Hardware and Sporting goods store.

Suffern, N. Y.—William Taylor ha opened his sporting goods store in the Washington building.

Toronto Junction, Ont.—Hallett & Noden have opened a Hardware store and will carry a line of sporting goods.

Winston-Salem, N. C.—A charter has been granted to the Forsyth Sporting Goods Co., for incorporation with an authorized capital of $25,000. The incorporators are Chas. Rodenhamer, Russell Vaughn, G. C. Thomas and W. E. Beck. They will handle all kinds of sporting goods and expect to open for business early in November.

Changes and Improvements.

Akron, O.—The Enterprise Mfg. Co. are building a large four-story addition to their factory to take care of their increased business in fishing tackle.

Aurora, Ill.—O. L. Erwin & Co. have dissolved; O. L. Erwin purchases entire interest.

Caro, Mich.—R. B. Parker has purchased the stock of sporting goods belonging to McPherson & Co., and will add to the already large assortment.

Charlotte, N. C.—A. Burwell, Jr., who has been conducting a retail Hardware business at No. 25 North Tivon Street, has given up the Hardware business and will hereafter devote his time to his automobile and bicycle business, in the rear of his old stand.

Elmira, N. Y.—The Reliance Motorcycle Mfg. Co. is now making ready for removal from Addison, N. Y., and expects to be in possession of its new plant in Elmira, N. Y., during the current month.

Horton, Kans.—E. P. Connet has bought out the sporting goods business of T. V. Weinholt.

New York.—Wagner Motorcycle Co. has removed to 2384 Broadway.

Santa Ana, Cal.—J. A. Hankey has sold half interest to Walter Congdon; new style is Hankey & Congdon.

South Fork, Pa.—J. D. Stewart has sold his sporting goods and Hardware store on Main Street to John S. Wicks and will move to Williamsburg, Blair County, Pa., where he will open another store of the same line.

Springfield, Mass.—The Duckworth Chain & Mfg. Co., has added a roller chain to its line. It is of one-inch pitch, employs double rollers, and is especially adapted for motorcycle use.

Troy, Idaho.—Olsen & Johnson, who conduct a sporting goods department, are building a large addition to their store building.

Westville, N. S.—The Sutherland Rifle-Sight Company will erect a $20,000 factory.

Winnipeg, Man.—The J. H. Ashdown Company and the Marshall-Wells Company are both erecting large warehouses for their increasing trade in Hardware and Sporting goods.

Miscellaneous.

INVENTOR WAITS LONG.

Twenty-five years ago a young man with a scheme for a carriage to be run by a gasoline motor, called upon a large manufacturer of vehicles and farm implements. The young man had spent three years upon his patent—its success meant fortune for him, and also triumph over the men who had laughed at him. So he used his best eloquence to induce the manufacturer to put his invention on the market.

But the manufacturer shook his head. "You have been wasting your time on that scheme," he said. "And if I went into it I would be wasting my money. No, sir—even if it did work, nobody would ever dare to ride in your 'explosion buggy.'"

That young man was George B. Selden, and what this manufacturer said was also said by dozens of others. To-day here is in use in the United States about 70,000 "explosion buggies," and about 70 per cent. of all gasoline automobiles in this country or imported into it are licensed under the Selden patent—the royalties paid during the last three years, it is said, amounted to $814,183.—*Technical World.*

Embarrassments.

Youngstown, O.—A petition of involuntary bankruptcy has been filed by Reese & Seaborn, dealers in guns, fishing tackle and bicycles. The firm gave their liabilities at $4,200 and their assets at $3,300.

MANUFACTURERS RECORD

(Continued.)

St. Louis, Mo.—St. Louis Glue Manufacturing Company have increased their capital stock from $8,000 to $26,000. Assets, $28,052.69; liabilities, $17,387,28.

Wynne, Ark.—The Automatic Yoke Co. have purchased the Wynne Hoop Plant, and all correspondence should be addressed to the former company at Indianapolis, Ind.

Fires.

Ansonia, Conn.—The Ansonia Novelty Co., manufacturers of shears, scissors and metal specialties, have sustained a loss of about $7,500 on finished stock and $1,600 on building by a recent fire.

Beloit, Wis.—The Machine Knives Works of R. J. Dowd & Co., has suffered a $10,000 fire loss. The origin of the fire is not known.

Port Huron, Mich.—The plant of the Mills-Elliot Co., manufacturers of refrigerators and other woodenware, has had a narrow escape from destruction by fire. The blaze started from a stove in an upper floor, but prompt discovery and effective work of the fire department saved the plant. The damage will be about $1,200. No insurance was carried.

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CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.



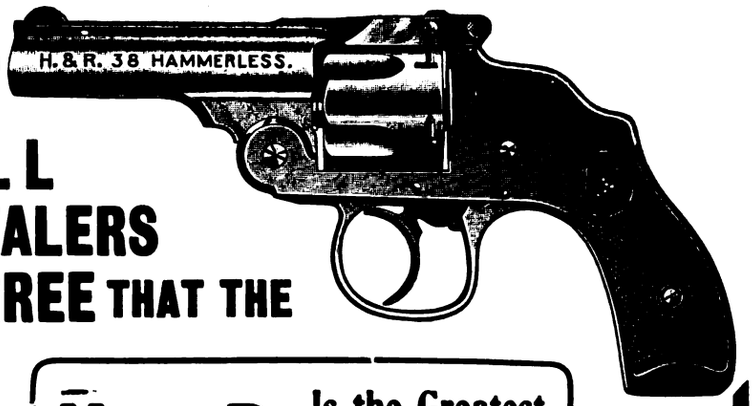
Barrett Glass Cutters
Best in quality. Unsurpassed as sellers. Get prices from
W. L. Barrett, Bristol, Conn.

I CAN SELL
Your Real Estate or Business
NO MATTER WHERE LOCATED.
Proper ies and Business of all kinds sold quickly for cash in all parts of the United States. Don't wait. Write to-day describing what you have to sell and give cash price on same.

If You Want to Buy
any kind of Business or Real Estate anywhere, at any price, write me your requirements. I can save you time and money.

DAVID P. TAFF,
The Land Man,
415 Kansas Avenue,
TOPEKA, — KANSAS.

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.



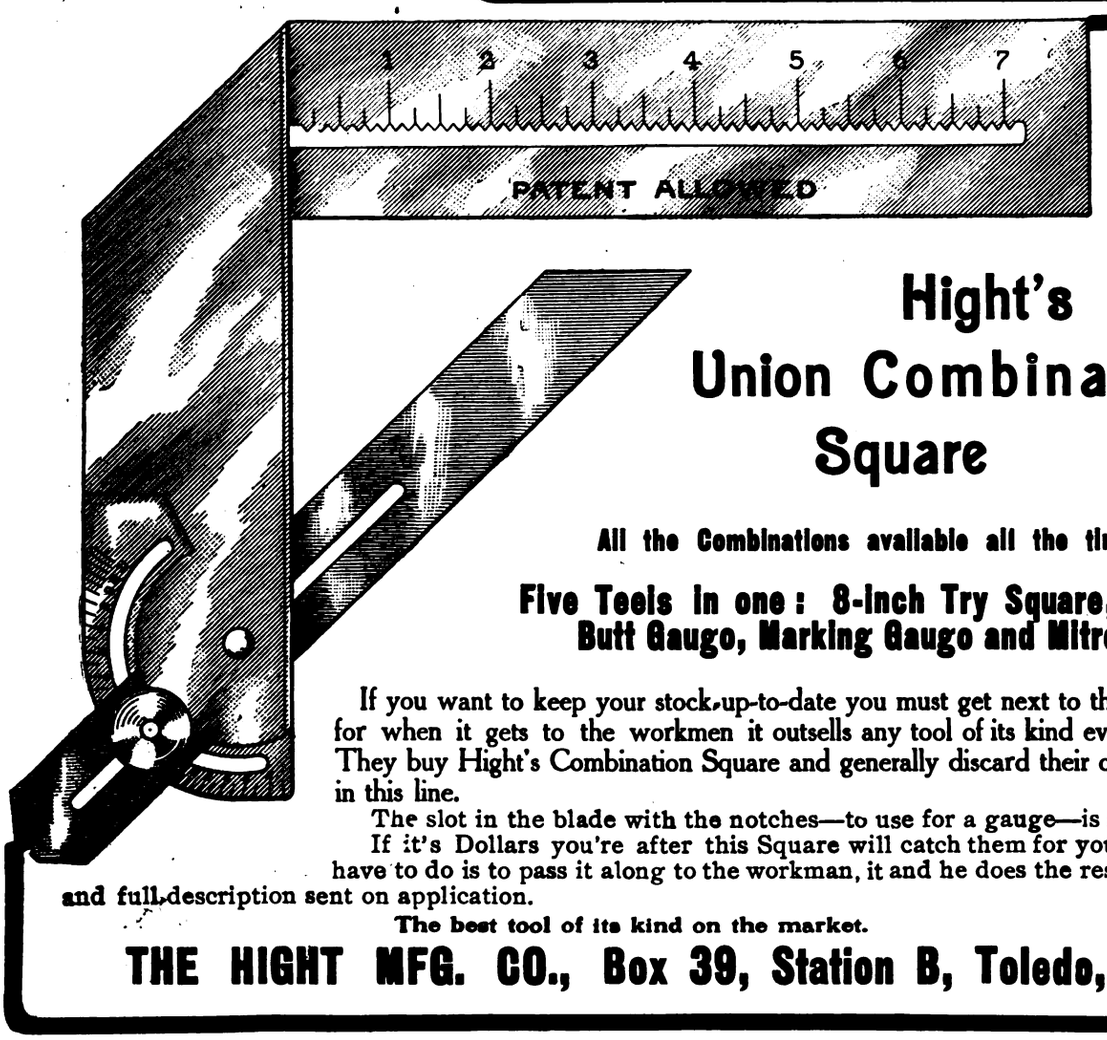
ALL DEALERS AGREE THAT THE

H. & R. Is the Greatest Revolver Value for the Money

because of the minute care in manufacture. Every piece of material must be the highest quality; the workmanship and finish the best; and every weapon must be perfect to pass the most rigid inspection before leaving the factory.

If you are not carrying them in your stock, it will pay you to put in a line at once. *Our catalog will interest you. Postal brings it.*

HARRINGTON & RICHARDSON ARMS CO.
315 PARK AVE., WORCESTER, MASS.



Hight's Union Combination Square

All the Combinations available all the time.

Five Tools in one: 8-inch Try Square, Bevel, Butt Gauge, Marking Gauge and Mitre

If you want to keep your stock up-to-date you must get next to this Square, for when it gets to the workmen it outsells any tool of its kind ever offered. They buy Hight's Combination Square and generally discard their other tools in this line.

The slot in the blade with the notches—to use for a gauge—is a winner.

If it's Dollars you're after this Square will catch them for you—all you have to do is to pass it along to the workman, it and he does the rest. Prices and full description sent on application.

The best tool of its kind on the market.

THE HIGHT MFG. CO., Box 39, Station B, Toledo, O.

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BUFFALO
WIRE WORKS CO.
FORMERLY SCHEELER'S SONS
WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
SEND FOR CATALOGUE.
BUFFALO N.Y.
U.S.A.

100 Perfection Paper Fasteners, mailed for 10 cts. Schooley Novelty Co., Homestead, Pa.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

For Sale.

Factory For Sale or Lease

at great sacrifice, in the best manufacturing centre near New York, having rail and water connection, suitable for Brass or Iron Foundry, Machine Shop, Iron Works, Electrical or Automobile Business.

NICHOLSON & CO.
Sole Agents,
150 Broadway, New York.

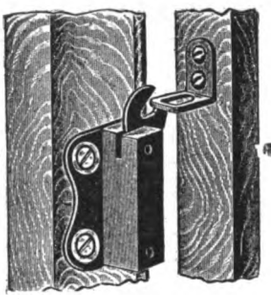

CLOSED

WATROUS AUTOMATIC DOOR CATCH

TWO-THIRDS ACTUAL SIZE.
PATENT APPLIED FOR.

For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar. Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.

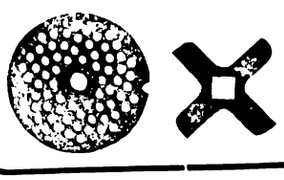
The
E. L. Watrous Mfg. Co.
Des Moines, Iowa.

OPEN



FRANKLIN WOVEN WIRE STRETCHER
ALSO THE CHARLES WIRE STRETCHER GATE
Send for information about the most practical Woven Wire Stretcher and the CHARLES Wire Stretcher Gate. Insist upon your jobber and fence manufacturer furnishing this make.
C. F. SMITH CO. Manufacturers. DE KALB ILLINOIS

MALE HELP WANTED

SUPERINTENDENTS, foremen — men of strong executive ability, capable of handling large forces of men—are wanted at once for responsible positions. Salaries, $1.000 to $5.000. Write us to-day. HAPGOODS, 305 Broadway, N. Y.


Cleveland Butchers Supply Co.
Manufacturers of
Special Butchers' Machinery and Repairs of Hand and Power Meat Choppers.
Let us quote you prices. We can save you money.
2315 PEARL STREET, CLEVELAND, O.

HARDWARE SPECIALTIES
Pillow Sham Holders, Broom and Dust Pan Holders; Carpet and Rug Clamps;

Flask and Corebox Clamps, etc,
E. E. JOSEFF MFG. CO.,
BUFFALO, N. Y.


"Ketched"

Will be your own verdict when offering Pflueger's Luminous Flies to a customer and "landing" him.

Cloudy days, nights or sunny days --- Pflueger's Luminous Flies do the trick.

They outlast three of any other manufacture.

Our 25 years' experience enables us to offer you the best selling line of Fishing Tackle on the market.

We help you sell it—ask us about it.

Enterprise Mfg. Co.
of
AKRON,
Ohio

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Made in fifty-nine Shapes and Sizes, and in Coarse, Medium and Fine Grits.

INDIA OIL STONES

ARE

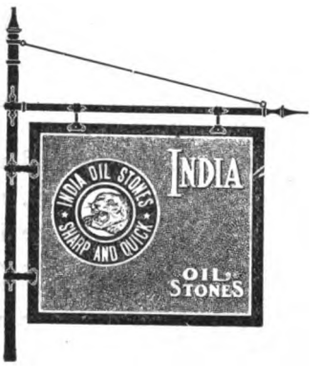
Hard, Sharp and Quick



And are sold under the following guarantee:

"If this article should prove in any respect unsatisfactory, we agree to exchange or refund the full price paid for same."

"THE KIND YOU CAN RELY UPON."



MANUFACTURED BY

NORTON COMPANY,
WORCESTER, MASS.

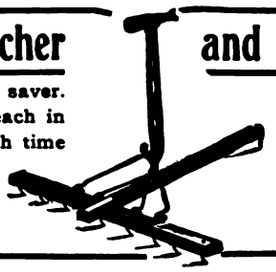
Sales Under the Exclusive Management of

The PIKE MFG. CO.
PIKE, N. H.

India Oil Stones
are found in the tool chests of all up-to-date workmen.

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The Excelsior Carpet Stretcher and Tack Hammer Combined



Is without a peer as a time, labor and temper saver. Light, strong, easily operated, folds compactly, each in a neat box. Wider Stretch than any other each time set. Any desired Stretch can be taken, Stretcher locked in any position and instantly released,—no "backing up" Tooth Bar.

A quick seller, with good profits for both Jobber and Dealer.

Not sold to Catalog Houses.

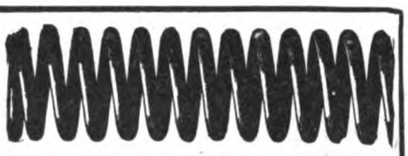
Ask your Jobber for the "EXCELSIOR" and accept no other, or write

RICHARD W. MONTROSS,
GALIEN, MICHIGAN.

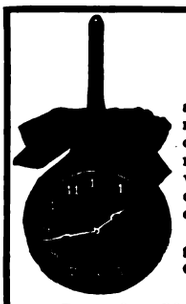
We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.



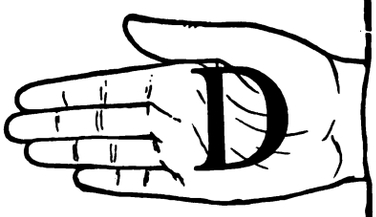
FRYING-PAN CLOCKS

are most artistic timepieces, ornamental as well as useful. They come in two sizes—10 inches with raised brass figures and 6 inches with painted figures, and with one day, one day with alarm and eight day movements.

Also 60 Day, Calendar, Program, Electric and Synchronized clocks.

Send for catalogue No. 58b.

THE Prentiss Clock Improvement Co.
Dept. 58. 49 Dey Street. N. Y. City.



LOCK TO OUR TRADE MARK ON THE PERFEOT NAIL SET

It protects you against imperfection. The "Perfect"



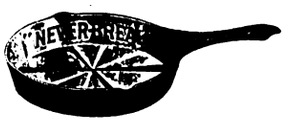
Will stand more wear and tear than any other.

Hammer-forged from Sanderson Steel. Cup-pointed; has corrugated grip. Send for catalogue. It shows the rest of our line.

THE DUCHARMES & CO., Shelburne Falls, Mass.
N. Y. Representative, JOS. F. McCOY CO., 157 Chambers St., N. Y.

THE SPIDER

"NEVER-BREAK"



that will not scorch or burn even the most delicate dainty, sauce or gravy.

Will not absorb grease or flavor.

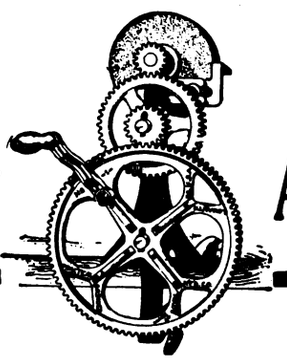
Does not get smeary, dirty, unsanitary.

Always clean, sweet, hygienic. Never warps.

Name always stamped on the handle.
You should have our complete catalog.

THE AVERY STAMPING CO., Cleveland, Ohio.
Exclusive Manufacturers.

"'Way Ahead"



Of the grindstone or any other apparatus for sharpening table or kitchen cutlery or edge tools of every kind are our

HAND and FOOT POWER

Grinders and Tool Sharpeners

Four sizes. Needed in every home—every day in the year.

Every grinder guaranteed.

Be sure: Get our catalogue with Discounts to the trade—to-day.

Royal Manufacturing Co.
282 E. WALNUT ST.
Lancaster, Pa., U. S. A.

Consult

our catalog file for anything you need in the hardware line. We keep it up-to-date for your benefit.

Write --- wire or telephone us.

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NORVELL-SHAPLEIGH HARDWARE CO.
TRADE DE MARK
DIAMOND EDGE.

ONE DIAMOND EDGE SPECIALTY
SKATES

For the past two years we have packed with all our Specialties a Circular of "Hints to the Retail Salesman." This Circular contains the Talking Points and will help you sell "Diamond Edge" Goods.



Each pair packed in a Cardboard Box with Lithographed Label.

VALUABLE HINTS
FOR USE OF
RETAIL SALESMEN

NORVELL-SHAPLEIGH HARDWARE CO. DE MARK DIAMOND EDGE

"DIAMOND EDGE" SKATES

RUNNERS	Made of carefully selected toughened Hi-carbon Steel, extra broad at base. Hollow ground.
FOOT PLATES	Made from tested Homogeneous Steel. Shaped to conform to foot. Owing to its peculiar construction it is the lightest, and at the same time the most rigid in the world.
CLAMPS	Are made of tested Homogeneous Steel. The heel clamps are of extra height. "Diamond Edge" Skates will "STAY ON" no matter how badly the heel may be worn. The toe clamps are of the improved, self-adjusting pattern, which places the runner in the center of the foot. **Just the thing for Bull Dog Shoes.**
LEVER	Positive lock. Will not jar loose.

NORVELL-SHAPLEIGH HARDWARE CO.
ST. LOUIS, MO., U. S. A.

The above is a reproduction of the "Valuable Hints" Circular packed with each pair of Diamond Edge Skates.

WRITE FOR SKATE CATALOGUE.

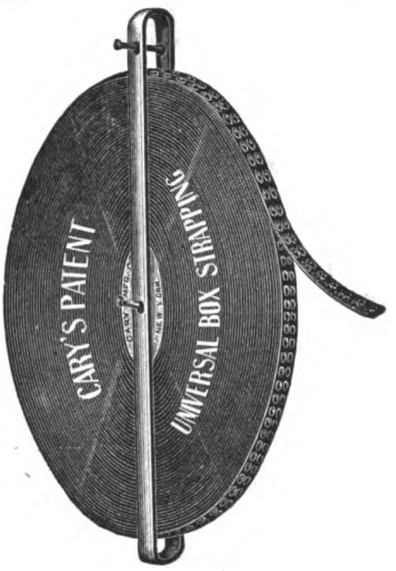
NORVELL-SHAPLEIGH HDW. CO.

ESTABLISHED 1843. **ST. LOUIS, MO.**

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CARY'S UNIVERSAL BOX STRAP

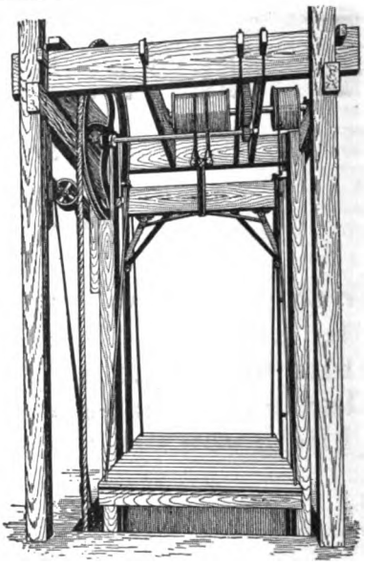
A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

We Pay the Freight
You Install Elevator Yourself



STORE HOIST

We will ship this Elevator direct to you, freight paid and you can itstall it yourself without expense except the help of the average mechanic. This is an exceptional offer. Everyone knows that **EATON & PRINCE** means dependable Elevators. No other Elevator is quite as good because none is made with such infinite care. Send for Catalogue No. 57.

We are also extensive makers of Passenger and Freight Elevators for direct and alternating electric current. Send postal for illustrated catalogue No. 56.

EATON & PRINCE COMPANY
70-76 Michigan St., Chicago, Ill.



COULTER JR. SHOE HOLDER

A practical device for holding the shoe when being cleaned and polished.

Has changeable lasts for men's and women's shoes. Made with detachable wall bracket, so that holder can be removed when not in use.

Useful alike to those that dress their own shoes or have others attend to it for them. For high and low shoes and for dressing applied by brush, sponge or cloth. **Retails for $1.00.**

Write for Booklet and Prices.

COULTER MFG. CO., - - - 325 Arch Street, PHILADELPHIA, PA.

EUREKA
Roller Bearing Elevating Wall Clothes Drier



Is absolutely frictionless, and adjustable with perfect ease.

Simple in construction. Wooden parts best selected hard maple. Metal parts Grey Iron, nicely japanned. Arms 2½ feet long, equal to 20 feet of line.

No competition. The Eureka the only roller bearing Clothes Drier on market.

SEND FOR PRICES AND DISCOUNTS

ECLIPSE MFG. CO. North Girard, Pa.



"BLACK HAWK" CORN SHELLER

Is recognized as the Standard of Excellence as a hand corn sheller.

Capacity 8 to 14 bushels ear corn per hour.

Takes off every grain—throws out every cob.

Made of Malleable Iron; will last a lifetime.

Clamps to any barrel or box.

Beware of Imitations.

A. H. PATCH
Clarksville, Tenn., U. S. A.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₩ gal	39c
Linseed, City, boiled, in bbls, " "	41c
Out of Town, on spot, ₩ gal	38c
Calcutta, raw, in barrels, ₩ gal	68c
Lard, prime city, ₩ gal	72@78c
Lard extra, No. 1	47@49c
Lard, No. 1	40@44c

Paints and Colors

Barytes, Foreign floated, ₩ ton	$18.50@20.00
Barytes, American floated, ₩ ton	$19.00
White Lead, American, dry, in bbls., ₩ lb	6¾c
White Lead, American, in oil, in lots of less than 500 lbs., ₩ lb. net	7¾c
In lots of 500 lbs. and over, ₩ lb	7¼c
White Lead Eng., in oil, ₩ lb	9¾@10c
Zinc, American dry, ₩ lb	5¾@5½c

Putty, Commercial—₩ 100 lb

In bladders	$1.70	@1.85
In bbls or tubes	1.20	@1.40
In 1 lb. to 5 lb cans	2.55	@2.95
In 100 to 60 lb cans	1.50	@1.90

Spirits Turpentine

In regular bbls	69½@70c
In machine bbls	70@70½c

Dry Colors

	₩ Lb
Blue, Chinese	30@40c
Blue, Prussian	22@25c
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	2@6½c
Sienna, Italian, raw & powdered	2@6½c
Umber, Turkey, burnt	12½@25½c
Umber, Turkey, raw	2½@6½c
Green, Chrome, ordinary	5@7½c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	8 @8½c
Indian, Red, English	4½@6½c

Colors in Oil

Black Ivory, best	16@20c
Blue, Chinese	30@40c
Blue, Prussian	17@20c
Blue, Ultramarine	14½@15c
Sienna, burnt	2@6½c
Sienna, raw	2@6½c
Umber, burnt	2½@6½c
Umbe .	2½@6½c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B. ..... 52@55c
G. D ..... per M 34@35c
F. L ..... per M 40@42c
G. E ..... per M 48@50c
Musket ..... per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M 20%
B. L. Caps (Sturtevant Shells) $2.00 per M 20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $6.50 ..... 10&5%
32 C. F., $7.00 ..... 10&5%
22 cal., Rim, $1.50 ..... 10&5%
32 cal., Rim, $2.75 ..... 10&5%
B. B. Caps, Con. Ball, swgd $1.90
B. B. Caps, Round Ball $1.49
Cent. Fire 25%
Target and Sporting Rifle ..... 15&5%
Primed Shells and Bullets ..... 15&10%
Rim Fire Sporting 50%
Rim Fire Military ..... 15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all ganges ..... 60&5%
Climax, Club, Rival, 10 and 12 gge. ..... 65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge. ..... 25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge 20%
Climax, Union, League, New Rival, 10 and 12 gauge 25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list) 20%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge ..... 33⅓&5%

SHELLS, LOADED—

Black Powder 40%
Smokeless Powder, medium grade ..... 40&5%
Smokeless Powder, high grade ..... 40&10&10

SHOT—

Drop, up to B 25 lb bag $1.90
Drop, B and larger, per 25 lb bag 2.15
Buck, 25 lb bag 2.15
Chilled, 25 lb bag 2.15
Dust Shot, 25 lb bag 2.35

GUN WADS—₱ 1000—

B. E., 11 up ..... $ 60
B. E., 9 and 10 70
B. E., 8 80
B. E., 7 80
P. E., 11 up ..... 1.00 } 15%
P. E., 9 and 10 ..... 1.25
P. E., 8 ..... 1.50
P. E., 7 ..... 1.50
Ely's B. E., 11 and larger ..... $1.70@$1.75
Ely's P. E., 12 to 20 ..... $3.00@$3.25

Animal Pokes

Iowa Farming Tools. ₱ doz.
Hawkeye $3.25
Western 4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net $2.00
Burten's, ₱ doz. pair, Nos. 2 and 5 ..... 50c
Per doz. pair, No. 1 ..... 75c
Per doz. pair, No. 4 ..... 1.00
Kohler's: ₱ Gro.
Dairy, No. 4 ..... Net. $4.80
Perfect, No. 2 ..... Net. 6.00
Belt Holder, No. 1 ..... Net. 8.40

Anvils

American "Horse-Shoe" 9¼c
Arm and Hammer ..... 8¾@8¾c
Eagle Anvils, ₱ lb, net ..... 7@7¼c
Hay-Budden, Wrought ..... 9¾@9¾c
Peter Wright's ..... 11@11½c
Trenton ..... 9 1-2@9¾c
Columbian, all steel, ₱ lb, net 9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill) ..... $18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells 70%
Com. Auger Bits ..... 75@75&5%
Forstner Pat. Bits 25%
Ford Auger Bit Co:
Auger Bits } 40@40&5%
Car Bits }
Machine Bits }
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30. 40&7½&10%
Nobles Double Spur, No. 32 ..... 55&10%
No. 10, Extension Lip ..... 25&10%
Car Bits, No. 10 ..... 25&10%
Car Bits, No. 30 ..... 40&7½&10%
Ring Augers ..... 66⅔&10%
Jennings' Pattern ..... 50&10%@60%
Snell's Auger and Car Bits:
Extra ..... 60&10&10%
No. 1 ..... 60&10&10&10%
Russell Jennings' Augers and Bits ..... 25&10&2½%

HOLLOW AUGERS—

Ames ..... 35&10%
Bonney's Adjustable ..... $5.50@6.00
Hibbard's Adjustable ..... Net prices
Ives ..... 35&10%
Millers Falls, Goodell ..... 15&7½&10%
Universal, each $4.50 ..... 25%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat ..... 33⅓&10%
Clark's small, $18 ..... 50&10%
Clark's large, $26 ..... 50&10%
Ives' Model, ₱ doz. $60 ..... 50%

DOUBLE CUT GIMLET BITS—

Common, net ..... $3.00@$3.25
German Pattern, net ..... $4.60@5.75
Mayhew's Diamond ₱ doz. $1.25 ..... 40%
Snell's Bell Hangers 60%

TWIST DRILLS—

Bit Stock ..... 60&10@60, 10&10
Taper and Straight Shank ..... 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co ..... 33⅓&5%
L'Hommedieu's 15%
Snell's ..... 40&10%
Watrous' ..... 33⅓&7½%

Awl and Auger Handles

See Handles

Awls

Per Gro.
Handled Brad ..... $2.75@3.00
Handled Scratch ..... $3.50@4.00
Patent Peg ..... 31@34c
Sewing, Com ..... 89@$1.00
Shouldered Peg ..... 65@70c
Shouldered Brad ..... 62@66c
Socket Scratch ₱ doz $1.00

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10 ..... 60&10%
Brad Sets:
No. 42, $10.50; No. 43, $12.50 ..... 70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $13; 3, $12; 4, $9; 5, $7 ..... 50%
Ice Awls 55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18 ..... 15&10%
C. E. Jennings & Co's. Adj. Tool Hdls. 33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18 ..... 30%

Axes

Single Bit, base weights:
First Quality $5.00
Second Quality $4.50
Double Bit, base weights:
First Quality $7.50
Second Quality 6.75

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc 50%
Broad and Bbl ..... 40&10%
Boy's Axes 50%
Peck Edge Tool Co.:
Hatchets, shingling, etc 50%
Broad and Bb'l ..... 40&10%
Boy's Axes and Hatchets 50%

Axle Grease

Dixon's "Everlasting" Graphite:
1 lb cans (36 in case) ..... 15 ea.
3 " " " ..... 25 "
10 " firkins (6 in case) ..... $1.20 "
25 " " ..... 2.75 "
50 " kegs ..... 5.00 "
100 " " ..... 9.00 "
200 " half bbls ..... } $½lb
375-400 lb " ..... }
Snow Flake:
One-quart cans, ₱ doz. . . . $ 2.00
Two-quart cans ₱ doz. . . . 3.20
One-gallon cans, ₱ doz. . . . 6.00
Five-gallon cans, ₱ doz. . . . 24.00
Quarter bbls. (15 gals.), ₱ gal. . 45
One-half bbls. ₱ gal. 40
Bbls., ₱ gal. 35
} Discount 10%

Balances, Spring

Chatillon's:
Light, class A 50%
Circular Balances, class C 50%
Ice Balances, class R 50%
Straight Balances, Class A1 ..... 50%
Class A2 ..... 40%
Class D. E. F 30%
Class G 30%

Balances, Sash

Caldwell's 50%
Pullman's ..... 50&10@60

Beef Shavers

Enterprise:
Japanned, each, $8.00 ..... 25@30%
Tinned, each, $10.50 ..... 25@30%

Bells

HAND—

Hand Bells, polished brass ..... 60@60&10%
Nickel Plated ..... 50&10@60%
Pure bell metal 30%
Silver chime ..... 33⅓@35%
Swiss ..... 60&60&7½
White metal 60%
DOOR—
Trip, Gem ..... 50&10%
Gong, Abbe's 45%
Gong, Yankee 55%
New Departure:
Rotary ..... 60@10%
Push 60%

COW—

Common wrought ..... 75@75&10%
Kentucky ..... 70@70&10%
Texas Star 50%
Western, Sargent's list ..... 70@70&10%

Bellows

Blacksmiths' ..... 65&10@5%
Hand ..... 25&10%
Moulders' ..... 25&10%

Belting Rubber

Boston Belting Co:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
New Jersey Car Spring & Rubber Co:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Miller's Falls ..... 15&10%

Binder Twine

Per Pound
Sisal 10c
Standard 10c
Standard Manila 11c
Manila 12c
Pure Manila 18c

Bit Holders.

Angular 45%
Extension:
Barber's, ₱ doz. $15.00 ..... 45@50%
Ives' ₱ doz. $20.00 ..... 60&10%

Blind Adjusters

Columbian 33⅓%
Domestic, ₱ doz. $8.00 ..... 33⅓%
Excelsior, ₱ doz. $10.00 ..... 50&10&2%
North's 10%
Zimmerman's ..... 50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr $9.00
Zimmerman's ..... 50@50&10%

Blocks, Tackle

Eddy's ..... 50&10@60%
Hartz' Steel ..... 50@50&5%
Iron Strapped, Japanned Sheaves ..... 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japanned Sheaves ..... 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 30%
Pat. Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block 50%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel ..... 80@80&10%
Wrought Barrel Bolts, Griffin's ..... 75&10%
Wrought Square ..... 70@70&10%
Wrt Shutter, St'nd'd list ..... 50&10%@50&10&5%
Wrought Spring, Sargent's ..... 70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller 75%
Larger and longer ..... 65&5%
Phila. Eagle, $3.00 list May 24, '99 ..... 80%
Bolt ends, list Feb. 14, '95 ..... 65@65&5%
Bolt ends, with C and T nuts ..... 65&5%
Machine, ¼x4 and smaller 75%
Machine, larger and longer ..... 65@65&5%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99 ..... 80%
Bay State, fluted 80%
Eagle Phila 82½%
Norway, Phila 80%
Common ..... 75&10@80%
Norway, Phila 80%
Portchester, Norway 80%
Phila 82½%

STOVE AND PLOW—

Plow ..... 65&10%
Stove ..... 87½&10%

MISCELLANEOUS—

Sink 80%

Bone Mills

Enterprise ..... 25@30%
Stearns 40%

Borers, Tap

Enterprise ..... 20@25%

	Each	Nos. 1	Nos. 2	Nos. 3
	$1.25,	$1.75,	$2.50	
C. E. Jennings & Co.:				
No. 6 ..... 80&10%				
No. 10 ..... 25&10%				
Common ring ..... 20&10%				
Ives ..... 25&10%				

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat	$2.50,	$2.75
Ajax		40%
Phillips		$4.00 net

Box Scrapers

Bradley's 20%
Stanley's Adjustable 45%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal" ..... 25&20%
Standard Metal Strap Co's.:
Steel ..... 20&10&10&5%

Braces

Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
C. E. Jennings & Co.:
No. 108@114½ ..... 50&5&10%
No. 208½@214½ ..... 50&5&10%
Lancaster Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets

Griffin's Folding ..... 70&10%
Griffin's Pressed Steel ..... 80@80&10%
Bradley's Pat., full cases. 80&10@80&10&10%
Bradley's, in broken cases ..... 80&10%
Baine's Adjustable 25%

Bright Wire Goods

Standard list, June 24, 1908. 90&20@90&25%

Bull Rings

Humason, Beckley & Co's 80%
Rea's 2½ in. net, ₱ doz $1.50
Sargent's 80%

Butchers' Cleavers

New List, Feb. 1, 1906:
Foster Bros., flat heads 30%
Foster Bros., round heads 30%
Lancaster Mach. & Knife Works ..... 33⅓&40%
L. & I. J. White 30%
Plumb's 30%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star ..... 15@15&10%
C. E. Jennings & Co ..... 30&10%

Butter and Cheese Triers

Ordinary Black Handle 25%
Humason & Beckley's 40%

Butt and Rabbet Gauges

Stanley's ..... 25&10%

Butts

BRASS—

Wrought Brass, list September, 1896 ..... 15%

CAST IRON—

Fast Joint, broad ..... 40&10@50%
Fast Joint, narrow ..... 40&10@50%
Loose Joint ..... 70&5@75%
Loose Joint, Japanned ..... 70&5@75%
Loose Joint, Jap. with Acorns ..... 70&5@75%
Loose Pin ..... 70&5@75%
Mayer's Hinges ..... 70@70&5%
Parliament Butts ..... 70@70&5%

WROUGHT STEEL—

	Discount.
Reversible and Broad	75&5%
Light reversible, Light Narrow	75&10%
Loose Joint, Narrow L'ht, Inside Blind, etc	75%
Back Flaps, Table Chest	70&10%

Extra, 10&10%

Calipers

Bemis & Call:
Wing 60%
Double 65%
Inside and outside 65%
Straight leg 65%
Call's Pattern, inside 55%

Can Openers

American ..... ₱ gross, $1.75@$2.00
No. 5, iron handle ..... ₱ gross, $2.00
Sardine Scissors ..... $1.75@$2.00
Sardine Scissors, forged steel .. ₱ doz., $3.00
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50 ..... 80%@80&10%

Cartridges

See Ammunition.

Casters

Bed ..... 70@70&10%
French or Philadelphia Iron wheel ..... 75@75&10
Plate ..... 60@60&10
Payson's Furniture ..... 70&10&10
Payson's Truck ..... 70&10
Standard, Ball Bearing 45%

Cattle Leaders

Humason, Beckley & Co's 70%
Sargent's ..... 70&10%
Welton's ..... 70&10%

Chain

American Coil, Straight Link:

Inch	₱ 100 Lbs.
3-16	$5.60
¼	5.30
5-16	4.85
⅜	4.10
7-16	3.85
½	3.85
9-16	3.80
⅝	3.75
¾	3.60
⅞	3.50
¼ to 1	3.50
1¼ to 1½	75

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain .....

Chains

Galvanized Pump chain, ₱ lb ..... 4½@4¾c
Ger. coil, list July 24, '97 ..... 60&10@60&10&10%
Ger. Halter chain, list July 24, '97 ..... 60&10&10%
Jack chain, Iron ..... 60&10@60&10&10%
Jack chain, Brass ..... 60&10@60&10&10%
Oneida Wire Dog chains ..... 45@50&5%
Trace Wagon and Fancy Chains:
New list ..... 60@60&10%
Bridgeport Trace chains 55%
Stake chains 55%
Heel chains 80%

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COW TIES—

American ..... 45@50%
Niagara ..... 45&5@50&10&5%
Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 45%
Sisal 33⅓%

Chain Guards

Aluminum S. & N. Co 50%

Carpet Stretchers

Bullard's 33⅓%
Montross' "Excelsior" and Tack Hammer (umbine), ₱ doz., $6.00 ..... 20%
Cast iron, Steel points, ₱ doz. 80c
Sockets, ₱ doz. $1.75

Carpet Sweepers

Sterling Carpet Sweepers:
Model A, Nickel trimmings 25.00
" B, Japd. " 21.00
" " Nickel " 23.00
" C, " " 21.50
" D, Japd. " 19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise ..... 25%@30%
Goodell's Family, net ₱ doz. $5.00
Rollman's, net., ₱ doz. 6.00

Chisels

SOCKET FRAMING & FIRMER—

Standard Makes ..... 75@75&10%
L. & I. J. White ..... 30@30&5%
C. E. Jennings & Co., No. 70 ..... 25&10%
Jennings & Griffin Mfg. Co ..... 65&2&10%

TANGED & MISCELLANEOUS—

W. & S. Butchers' ..... $4.75@$5.00 to 2
C. E. Jennings & Co ..... 25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels ..... 25&10%
Tanged Gouges ..... 25&10%
Tanged Firmers ..... 33⅓&10%
Tanged Gouges 33⅓%
L. & I. J. White ..... 25&5%

COLD CHISELS—

Good quality, ₱ lb ..... 18&16c
Snell's best C. S ..... 40&5%
Cronk's 50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—

Chicago Flexible Shaft Co's.:

	Each.
Lightning Belt Clipping Mach.	$15.00
New '98, Chicago	8.75
1908 Chicago	10.75
Twentieth Century	5.00

Coach Oil

Snow Flake.

One-pint cans, ₱ doz.	$ 3.00
One-quart cans, ₱ doz.	4.80
One-gallon cans, ₱ doz.	15.00
Five-gallon cans, ₱ doz.	66.00

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks ..... 65&10@70%

Coffee Mills

Box and Side ..... 50&10@60%
Enterprise Mfg. Co ..... 20@25%
Lane Bros. Co 30%

Compasses, Dividers, &c

Athol Calipers and Dividers 40%
Bemis & Call Co's.:
Compasses 50%
Dividers 65%
Compasses, Calipers, Dividers ..... 70@70&10%

Coopers' Tools

Barton's ..... 20@20&5%
L. & I. J. White ..... 20@20&5
Sandusky Tool Co ..... 20@20&10%

Corkscrews

Detroit Cork Screw Co 33⅓%
Humason & Beckley Mfg. Co ..... 50&10%
Samson, ₱ doz. $10.00

Corn Hooks

	₱ Doz.
Kretsinger Cut-Easy	net $9.00

Corn Knives and Cutters

Bradley's ..... net
Wadsworth's 60%

Countersinks

Mayhew's Diamond ..... 40@45%
Smith's 25%
Snell's 40%
Wheeler's Patent 50%

Cow Ties

See Chains.

Crayons

Sargent's List 20%
Dixon's: ₱ Gro.
Eclipse ..... 7 in., $3.75; 9 in., $4.38
Emerald 5.00
Oriole 5.01
Rainbow 8.12
Solid 7.50
Tailor black, $5.62; ed and blue 9.00

Curry Combs

Kohler's 40%
The Metal Stamping Co 40%
Southington Cutlery Co's ..... 25&10%

Cutlery

Foster's Pocket 30%
Carriers' Pocket 30%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass 40%
Embossed Gilt ..... 30&10%
Leather 40%
Union Hd'wre Co., new list ..... 50@50&10%

Door Checks

Bardsley's ..... 40@45%
Columbia ..... 50&10%
Eclipse ..... 60&10%
Home ..... 50&10%
Pullman's Screen, ₱ doz. net $4.50

Door Holders

Empire 50%
Superior 33⅓%

Door Springs

Columbian Steel 20%
" Faultless 50%
Gem (Coil), list Oct. '95 ..... 20%
Pullman, Perfect 25%
Pullman Coil 25%
Star (Coil), list Oct. '95 ..... 30%
Torrey's Rod, 39 in., ₱ doz. net $1.10@$1.25
" " 48 in., " " " 3.50
Victor, Coil ..... 50&10&10%
Chicago Coil Springs ..... 40&10%
Reliance Coil Springs ..... 40&10%

Drain Cleaners

Iwan's Adjustable 35%
Iwan's Stationary ..... 40&5%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list .. 75&10%
Sargent's list 60

Drawing Knives

Standard Makes ..... 70&10@75%
Adjustable Handle ..... 25@25&10%
Jennings & Griffin 60%
Watrous ..... 16⅔&10%
L. & I. J. White ..... 20&5@25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's ..... 40&5@40&10%
Blacksmiths' 60%
Breast, Miller's Falls, each $8.00 .... 15&10%
Hand, Goodell's ..... 30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00 ..... 33⅓%

TWIST DRILLS—

See Augers and Bits.

Egg Beaters

	₱ Doz.	₱ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz.	$3.60 1.15	13.00
No. 1, Tinned	1.40	16.20
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.20
No. 2, Tinned, hotel size	2.00	24.00

Emery Wheel Dressers.

Sterling 35%

Escutcheons

Wood 25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Iron Petroleum ..... 70@70&10%
John Sommer's "Peerless," Tin Key 40%
"Boss," Tin Key 50%
"Victor," Metal Key ..... 50&10
"Duplex," Metal Key 40%
"I. X. L.," Corked Lined 50%
"Reliable," Cork Lined ..... 50&10%
"O. K." Cork Lined 50%
"Chicago," Cork Lined 60%
"Perfection," Cedar 40%
"No Brand," Cedar 50%

SELF MEASURING—

Enterprise ₱ doz. $36.00 ..... 40&10%
Lane's ..... $40.10&5%

Files

DOMESTIC—

New list, Nov. 1, 1899:
American ..... 75&10@75&10&10%
Arcade ..... 75&10@75&10&10%
J. Barton Smith ..... 75&10@75&10&10%
Disston's 75%
Disston's Superfine 50%
Eagle ..... 75&10@75&10&10%
Great Western ..... 75&10@75&10&10%
Kearney & Foot ..... 75&10@75&10&10%
McClellan ..... 75&10@75&10&10%
Nicholson ..... 70&10@75&5%
Nicholson's X. F. Files ..... 40@40&10%
Royal ..... 30@30&10%

IMPORTED—

Stub's ..... Stub's list, 30@33⅓%

Filters

Acorn 50%
Fulper's Natural Stone ..... $3.50@$13.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list ..... 60@60&10%
Kirby & Limerick, low list (50c. base) .. 10%

Fishing Tackle

	₱ Doz
Bishop's	
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American ..... 60&20%

Freezers, Ice Cream

"Alaska":

Qts.	1	2	3	4	6
Net	$1.15	$1.35	$1.60	$1.95	$2.60

"North Star:"

Net	$1.25	$1.45	$1.75	$2.25	

Fruit, Wine & Jelly Presses

Enterprise ..... 20@25%

Fry Pans

Standard list ..... 75&10@80%

No.	1	2	3	4
₱ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$6.00	$7.00	$8.00	$9.00

Kitchen Specialty Co.: Net ₱ Gro.

Size AA	$8.10
" A	8.70
" H	9.30
" C	9.90

Gauges

Bemis & Call's Steel 50%
Disston's Mortise 67⅓%
Marking Mortise, etc 55%
Stanley's 35%
Starrett's Surface, Center and Scratch. ..... 25&10%
Wire, Morses 25%
Wire, P. S. & W., low list 33⅓%

Gimlets

"Diamond" Gimlets, ₱ gro ..... $4.00@$4.25
Double Cut ..... 40&10&50%
Metal Head ..... 50&10%
Wood Head 50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins ..... 40&10%

Glue Pots

See Hollow Ware.

Graphite, Lubricating

Dixon's Pure Flake:

632— 1 lb. cans	20c. ea
633— 5 lb. screw top tin cans	85c. ea
634— 10 lb. screw top tin cans	$1.60 ea
644— 25 lb. boxes	15c. lb
645— 50 lb. boxes	14½c. lb
646—100 lb. kegs	14c. lb
647—350 lb. barrels	12c. lb

Grindstone Fixtures

Cronk's 50%
P. S. & W ..... 30@30&10%
Stowells Extra Heavy ..... 40&10%
Stowells Light 50%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz $3.50

Halters

Covert Mfg. Co.:
Jute Rope Halters 50%
Sisal Rope ..... 30&10%
Web Halters ..... 35&5%

Hammers

HANDLED HAMMERS—

Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75 ..... 50%
Maydole's ..... 33⅓&5&40&10%
Sargent's new list 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 33⅓&7½%
Engineers and B. S. Hand ..... 50&12½%
Quaker City Hammers ..... 40&10%
Riveting and Tinners' ..... 40&2½%

HEAVY HAMMERS & SLEDGES—

Under 3 lb 50c lb ..... 30&5&30&10&5%
3 to 5 lb 40c lb ..... 30&5&30&10&5%
Over 5 lb 30c lb ..... 30&10&5&30&10&10&5%
Wilkinson's Smiths ..... 9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 20%

Handles

WOOD—

Auger, assorted, ₱ gro $2.75
Auger, large, ₱ gro 3.25
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 8½ 40%
Axe, Pick, etc ..... 60&5%@60&10%
Bliss Mfg. Co.: Chisel, Brad Awl, File, Auger, Soldering Iron ..... 25@33⅓
Brad Awl, ₱ gro ..... $1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net $1.50
File, assorted, ₱ gro ..... $1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. ..... $2.25@$2.75
Hammer, Hatchet ..... 60&10%
Hoe, Rake and Fork ..... 45&5&5
Rollis Hdw. Co. Hafts, $9.00 ..... 40&10%
"Simplicity" File Hdls, ₱ gro .... $ .90&1.50
Saw and Plane ..... 40&10&10%
Shovel and Spade, Wood D Handle .. 40&10%
Shovel and Spade, Long Handles .. 40&5&50%

CROSS-CUT SAW HANDLES—

Atkins ..... 40&5%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door

Old Pattern ..... 60&10%
New England ..... 66⅔@70
Chicago Spring Butt Co.:
Fraction 25%
Oscillating 25%
Big Twin 25%
Lane's:
Covered ..... 60&5%
Hinge Pattern, net ..... $6.08 ₱ doz.
Standard ..... 60&5%
Special, No. 25 ..... $2.50
" " 30 ..... 3.30
" " 40 ..... 5.00
" " 20 ..... 6.25
Track for same, ₱ 100 ft. net 3.75
Cronk's:
Nos. 1, 1½, 2 and 3 ..... 60&5%
Nos. 11, 12 ..... 70&10%
No. 50, net $3.60
No. 44, net 4.00
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr. .. 60&10%
Myers' Stay-on ..... 60&5%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment

Pullman's ..... ₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard ..... net $3.20
Ball Bearing ..... " 4.15
No. 105 ..... " 2.85
New Model ..... " 2.85
New Champion ..... " 2.25

Hardware Shelving

OAK CABINETS—

J. D. Warren Mfg. Co.:
No. B 438, 40 drawers, no partitions, run. ft., $3.60; net each $30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.88; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54.28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf. run. ft., $2.35; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each 22.92

NAIL BIN BASES—

No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each 30.66

Hasps and Staples

Cronk's 50%
McKinney's "Perfect", $1.10 ₱ doz 30%
Wrought ..... 30@30&10%
Wrought, Stanley 30%
Wrought, Griffin 30%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:

Myers Unloader, double steel track	$7.00
Myers Unloader, wood track	7.00
Comb. Car, Double steel T	7.00
Comb. Car, wood track	7.00
Rev. Car, Double steel track	7.00
Rev. Car, wood track	7.00
Myers Unloader, cable	7.00
Myers Unloader, single rail	7.00
Sure Grip Sling Car, steel or wood track	12.00
Dbl. Rail steel track, complete, ₱ ft.	.40
Single Rail steel track, complete, ₱ ft	.20
D. R. Fork steel, regular, each	1.80
Nellis Fork, each	3.00
Double Grapple Fork, each	7.00
Sprouts, Shear Fork, each	1.50
Walker Fork, each	2.50
Common 6 in. wood sheave pulley, Fig. 437, ₱ doz	3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz	4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 435, ₱ doz	3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz	4.80
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz	4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz	3.50
Floor pulley, wood sheave, Fig. 488, ₱ doz	4.50
Hanging Hooks for double steel track, ₱ doz	1.40
Hanging Hooks for single steel track, ₱ doz	1.40
Hanging Hooks for wood track, 10 in., ₱ doz	1.00
16 in., ₱ doz	1.20
Floor Hooks, 4 in., ₱ doz	1.40
Malleable Rafter brackets, ₱ doz	.70
Wrought Rafter brackets, ₱ doz	.70
Rope Hitch, ₱ doz	3.20

Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point .. 40&10%
Iwan's Hay, sickle edge, ₱ doz., net .. $9.50
Iwan's Hay, imp. serrated, ₱ doz., net 10.00
Kohler's Hay, sickle edge, ₱ doz., net 2.70
Auburn Straw ..... 40&10%
Weymouth, pat., ₱ doz., net $6.00
Wadsworth's ..... 40&10%

Hedge Trimmers

Wadsworth's:
No. 1 ..... 10%
No. 2 ..... 10%

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap	6 to 12 in., ₱ lb	3½c
	14 to 20 in., ₱ lb	3½c
	22 to 36 in., ₱ lb	3½c

STRAP AND T HINGES—

(New Prices)

List Decemb r 20, 1904:

Light Strap Hinges	65%	Extra, 10&5&5
Heavy Strap Hinges	75%	
Light T Hinges	6	Extra, 10&10%
Heavy T Hinges	55%	
Extra Heavy T Hinges	70	
Hinge Hasps	65%	
Corrugated Heavy Strap	75%	
Corrugated Ex. Heavy T	70&10%	

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SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges....40%
Bommer B. B. Floor Hinges....40%
Bardsley's Patent Checking....15%
Chicago Spring Butt Co.:
Chicago Spring Butts....25%
Triple End Spring Butts....50%
Chicago Ball Bearing Floor Hinge....50%
Garden City Fire Engine House Hinge..25%
Chicago Saloon Door Hinge....25%
Columbian:
Steel Hinges....60%
Floor Hinges....60%
American....30%
Gem....30%
Oxford....30%
Acme, Steel....30%
" Brass....25%
Niles Mfg. Co....30&5%
Superior:
Floor Hinges....33⅓%

GATE HINGES—

Clark's, Nos. 1, 2, 3....50&10@60&10%
N. E., ₱ doz., $7.50....60%
N. E., Reversible, ₱ doz., $5.50....60%
N. Y. State, ₱ doz., $4.90....60%
Western, ₱ doz., $4.20....60%

BLIND HINGES—

Parker....70&10@70&10&10%
Sargent's, Nos. 1, 2, 3, 5, 11, 13....75%
W. H. Co's., No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.80 ₱ doz. sets....30&10%

Hitching Cords

Covert Mfg. Co....45%
Hitchers Stall....30&2%

Hollow Ware

ENAMELED—

Agate Nickel Steel Ware....60%
"Never Break" Steel:
Spiders, Griddles, &c....55&10%
Maslin Kettles, &c....60%
" " Porcelained....50%

STOVE HOLLOW WARE—

Blacklock:
Ground....55@60&10%
Plain or Unground....60@65%
Country Ware ₱ 100 lbs. net...$2.75@$3.00
Enameled Ware....50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles....70%
Tinned Boilers and Saucepans....40%
Enameled....50%

GLUE POTS—

Tinned....35%
Enameled....40%

Hooks

BUSH—

Jennings & Griffin's....33⅓&5%
Wadsworths....55&10%

CAST IRON—

Ceiling, Sargent's list....50&10@60%
Chandelier....60@60&10%
Clothes Line, Sargent's list....50&10&10%
Coat and Hat, Sargent's list....50&10@60%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....60@60&10%
Picture....50&10%
Screw Hat....60&10@70%
Wardrobe....69&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz....$1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise....40%

WIRE—

Atlas, new list, single cases....85%
Atlas, Metal Clasp....75%
Wire Coat and Hat, Acme....60&10%
Wire Coat and Hat, Gem....70&10%
Wire Ceiling, Gem....70&10%

MISCELLANEOUS—

Belt....80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35&5%
Grass, Wadsworth's....60%
Cronk's, Grass, ₱ doz....$2.75
Hooks and Eyes, Brass....60&10&10%
Hooks and Eyes, Mal. Iron....70&10%
Cotton, box and hay....60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C	25c	25c	22c	21c	21c	40&5%
American, all sizes, net						9½c
Nos.	6	7	8	9	10	
Anchor and New Haven	12c. net for all sizes 5 to 10.					
Nos.	8	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	25c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10&50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10&50%
Lyra, all sizes, net						9½c
Livingston						10&10%
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb						12c
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western						40&10%

Horse Shoes

F. O. B. Pittsburgh:
Horse and mule, Iron, ₱ keg....$4.00
Steel, ₱ keg....5.75

Horse Ties

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Sisal....30%
Jute....45%

Hose, Rubber

Boston Belting Co.:
"Boston"....50%
Niagara....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Hose Bands

Star Hydrant....80&30%
Steam....70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross....$9.00 net
Crown....net
Gem Ice Shave....net
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain....20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping, net ₱ doz....$1.50
Foster Bros., butcher, &c....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw

Wadsworth....40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ₱ doz....$3.00
Solid Stone Carving Knife Hones ₱ doz....$2.50
Quick Edge Pocket Knife Hones ₱ doz....$3.00
Mounted Kitchen Sandstone ₱ doz....$1.50
} 40%

Knobs

Bardsley's wood, door, shutter and base....10@15%
Base, rubber tip, 2½ in bead, ₱ gro. $1.15@$1.25
Door Mineral....65%70c
Door Por. Jap'd....70@75
Door Por. Nickel....$2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D....40&10%

Latches

₱ Doz.
Cronk's barn door, net....$2.00
Lane's Barn Door....40&10%

Lawn Mowers

Champion....75&10%
Clipper Improved....50&10&10&5%
Enterprise....40&10%
Genuine Philadelphia Mowers:
Styles M, S, C, K, T....70&10%
Style A (all steel)....60&10%
Style E, low wheel....60&10%
Style F, high wheel....70&10&5%
Drexel, low list....50%
Gold Coins, low list....50%
New Departure, high wheel....70&10%
New Departure, low wheel....75%
Pennsylvania....60&10

Lawn Sprinklers

Enterprise....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy, net, ₱ doz....$7.50
Mystic....6.00
Rainmaker....4.80
Dew Drop....1.20

Leads

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....45%
Sisal....33⅓%

Lemon Squeezers

Berger Bros., ₱ doz...8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz....$9.60
Little Giant....50@50&5%
Porc. lined, Iron, ₱ doz....$1.75
Porc. lined, Wood, ₱ doz....$1.35
Wood, common, ₱ gro....No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon....25&10%
Iron Bench, new design....25&10%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish....40%
Cotton Chalk, 20 feet....40&10%
Cotton Trot....20%
Samson Cot., Nos. 4, $2.90; 4½, $3.75....20%
Silver Lake braided, ₱ gro., Nos. 0, $5.00; 1, $6.50; 2, $7.00; 3, $7.50....20%
Wire Clothes:

	18	19	20
100 feet	$2.25	$2.00	$1.75
75 feet	1.20	1.05	1.10

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co....40%
R. & E. Mfg. Co....40%
Reading Hardware Co....40%
Sargent & Co....40%

CABINET—

Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00..40%
Ames Sword Co....40@45%
Brown's brass....25%
Brown's chain....25%
Champion....40%
Eagle....40%
Smith & Egge bicycle....50%
Wrought Iron....75&10@80%
Yale Lock Co....60%

TRUNK—

Corbin's....25&10%
Eagle....40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory....45@5&50%
Lignumvitæ....45@5&50%
Bills:
Carpenters, Tinners, Box, Carvers...33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden, net ₱ doz....$4.00
Regular Goods....70&10%@75%

Meat and Food Cutters

American....30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$80

Dixon's, ₱ doz....50&10@40&10%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$3	$4.50	$6

Little Giant....40@50%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz....40@50%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise)....25@30%

Meat Juice Extractors

Enterprise....25&20%

Metals, Anti-Friction

Magnolia Metal Co.:	₱ Lb
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00....40%
Sargent's....60@60&10%

Mitre Boxes

C. E. Jennings & Co....30&10%
Seavey's, ₱ doz., $30....40%
Stanley Rule and Level Co.:
Nos. 340 to 460....30%
Nos. 50 and 60....35%

Mop Wringers

₱ Doz.
No. 1 Reliance....$13.00
No. 2 Reliance....16.00

Motors

COFFEE MILL—

Specialty Novelty Co., each....$5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899....85@85&10%

PICTURE—

Niles' Patent....40%
Porcelain head, combination list....60&10%
Porcelain head, Sargent's list....60%

Nail Nippers

"Gem," ½ gross lots, ₱ gross....$21.00
" less quantity, ₱ dozen....2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net....$7.50
Black Hawk, ₱ dozen....9.00
Cyclops....40&10%@50%
Cronk's, ₱ dozen, net....$13.00
Eureka, No. 74, ₱ doz., net....$8.50
Eureka, No. 75, ₱ doz., net....$8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning, ₱ doz., $18.00....20%
Morrills No. 1, list $20.00....50%
National, ₱ doz., $24.00....10%
Pelican, ₱ doz., $ 9.00....40@40&10%
Rollis Hardware Co., No. 1, $18.00...50&10%

Nail Sets

₱ Gro
Hunters, Cup Point, knurled....$10.00
Hunters, Cup Point, plain....9.00
Octagon....4.00@4.75
Round, assorted....3.00@3.25
Square....4.00@4.35
Snell's:
Octagon, ₱ gro....55
Corrugated....55
Knurled....60@70%

Nippers

Acme....50%
Nettleton Mfg. Co.:
Reversible Cutting....40%
Smith's cutting....50%
Todd's cutting....30%

Nut Crackers

Acme, Japanned, $30.00....40%
Acme, Nickel Plated, $36.00....30%

Nuts

Cold Punched:
Mfrs. or U. S. Standard. Off List
Square, blank....$5.00
Hexagon, blank....5.45
Square, blank, C. T. & R....5.80
Hexagon, blank, C. T. & R....6.05
Hot Pressed:
Mfrs. U. S. or Nar. Guage Standard
Square, blank....5.20
Hexagon, blank....5.20
Square, tapped....5.20
Hexagon, tapped....5.70

Oils

Linseed, city, boiled, in barrels
Linseed, city, raw, in barrels
Out of town on spot
Calcutta, raw, in barrels
} See "Review of Markets"
Lard, prime city, ₱ gal....72@73c
Lard, Extra, No. 1....47@49c
Lard, No. 2....40@44c

Oilers

Brass and copper....50&10
Tin or steel....65@10&70%
Cushman & Denison's: ₱ Doz
Gem....$ .50
Leader....80
Perfect oilers....1.50
Star pocket oilers....75
"Paragon," brass....50&10%
"Paragon," zinc....65&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust....70@70&10%
Zinc and tin....65@65&10%
American Tube & Stamping Co.:
Spring bottom cans....70@70&10%
Railroad oilers, etc....60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':
Hindostan, large axe....8c ₱ lb
" small "....10c " "
Queer Creek Axe....20c " "
} 40%

OIL STONES—

Pikes':
Lily White Washita....60c ₱ lb
Rosy Red " ....60c " "
Extra " ....50c " "
No. 1 " ....40c " "
No. 2 " ....30c " "
Lily White " round edge slips....90c " "
No. 1 Washita, round edge slips....70c " "
Washita Pen Knife pieces....70c " "
No. 1 Hard Arkansas stone 3 to 5½ in. long....$2.80 " "
No. 1 Hard Arkansas stone 5½ to 8 in. long....$3.50 " "
No. 1 Soft Arkansas stone 3 to 5½ in. long....$1.50 " "
No. 1 Soft Arkansas stone 5½ to 8 in. long....$1.70 " "
Soft Arkansas, round edge slips....$2.50 " "
Hard Arkansas, round edge slips....$4.00 " "
Hard Arkansas Pocket Knife pieces....$4.00 " "
} 33⅓%
Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes....40%
India Oilstones, all grades and sizes....33⅓%
Queer Creek Oilstones....20c ₱ lb
Chocolate Oilstones....50c " "
Regular Hindostan....8c " "
Small Hindostan....10c " "
} 40%
Pike's Selling Assortments:
Assortment No. 1....$20.00 net
" " 2....12.00 "
" " 3....15.00 "

Packing, Steam

RUBBER—

Boston Belting Co.:
Phoenix, net ₱ lb....50c
Plumbago....50%
Pure Packing, "Excelsior"....50%
Extra....60%

MISCELLANEOUS—

₱ Lb
American Packing....8@10c
Cotton Packing....16@25c
Italian Packing....9½@12c
Jute....4½@5c
Russian Packing....8½@11c

Padlocks

See Locks.

Parers

APPLE—

Advance....₱ doz $ 4.00
Baldwin...." " 4.00
Bonanza Improved....each 6.50
Daisy....₱ doz 4.00
Dandy....each 7.50
Eureka Improved...." 20.00
Family Bay State....₱ doz 15.00
Improved Bay State...." " 36.00
Little Star...." " 5.00
New Lightning...." " 7.00
Reading, 72...." " 8.25
Reading, 78...." " 8.25
Rocking Table...." " 6.20
Turntable, '98...." " 6.00
White Mountain...." " 5.00

POTATO—

₱ Doz
Saratoga....$7.00
White Mountain....6.00

Pencils

Dixon's: ₱ Gro
Carpenter's....$2.17@3.75
Carpenter's, blue or red lead....4.00@7.50
Office....1.87@7.50
Lumber....6.87
Colored lumber....9.00
Black artists....9.37
Colored....4.38@7.50
Assortment boxes....1.51@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899....70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire....50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.)....35&2½%
Bench, first quality....35@35&10%
Bench, second quality....45@45&10%
C. E. Jennings & Co....50&10%
Molding....30@30&10%

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....35%
Miscellaneous....30&5%

PLANE IRONS—
Buck Bros....30%
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@25%

Pliers and Nippers

Acme Nippers....50&5%
Button....75&10%
Cronk & Carrier Mfg. Co.:
American Button....75&10%
Cronk's....60%
Stub's Pattern....50%
Combination and others....33⅓%
Heller's Farriers' Nippers, Pincers and Tools....40&10@40&10&10%
The Nettleton Mfg. Co. Reversible Cutting Nippers....40%
P. S. & W. Tinners Cutting Nippers....40%
Utica Drop Forge & Tool Co.:
Pliers and Nippers, all kinds....40%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co....33⅓%

Plumbs and Levels

Cook's....40&10&10%
Davis':
Inclinometers....30%
Iron Levels....25&10%
Disston's Plumbs and Levels....67½%
Disston's Pocket Levels....67½%
C. E. Jennings & Co.'s Iron....33⅓%
C. E. Jennings & Co.'s Iron, Adjustable....40&7½%
Stanley R. & L. Co....40%
Stanley's Duplex....35%
Woods' Extension....33⅓%

Poachers

See Egg Poachers.

Police Goods

Tower & Lyons....25%

Polish Metal

Prestoline Liquid, new list....40%
Prestoline Paste....40%
George William Hoffman
U. S. Metal Polish Paste, 3 oz boxes,
₱ doz....$ .50
₱ gross....4.50
¼ pound boxes, ₱ dozen....1.25
1 pound boxes, ₱ dozen....2.25
U. S. Liquid, 3 oz cans, ₱ dozen....1.25
₱ gross....12.00
Barkeeper's Friend Metal Polish
₱ dozen....1.75
₱ gross....18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ₱ lb....10c
Black Eagle, liquid, 10 oz. cans, ₱ doz....75c
Black Jack paste, ¼ lb cans, ₱ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₱ gross, $10.00....50%
Joseph Dixon's, ₱ gross, $5.75....10%
Dixon's Plumbago, ₱ lb....8c
Fireside, ₱ gross....2.50
Gem, ₱ gross, $4.50....10%
Japanese, ₱ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₱ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ¼ lb. box, ₱ doz....1.00
Black silk, 5 oz box, ₱ doz....75c
Black silk, ½ pint liquid, ₱ doz....1.00

Poppers, Corn

Square.	₱ Doz	₱ Gro
1 qt		$ 8.00
1½ qt		10.00
2 qt		12.00

Post Hole Diggers

Avery's' Neverbreak" ₱ doz. $24.00....60%
Disston's Samson Digger, ₱ doz. $34....25%
Kohler's:
Little Giant....₱ doz., net $12.00
Hercules...." " 10.00
Invincible...." " 9.00
Pioneer...." " 7.20
Universal...." " 14.00
New Champion...." " 5.00
Rival...." " 9.00
Ryan's....₱ doz., $30.00....25%
Iwan's:
Split handle....net ₱ Doz $7.25
Perfection...." 8.25
Rockford Tack & Nail Co.:
Rockford brand....₱ doz., " 6.50
Atlas pattern...." " " 7.50

Post Hole Augers

Iwan's Patent improved....40&5%
Vaughan's, 4 to 9 in...." " 6.00

Potato Hooks, Etc

Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....25%
Disston's Pruning Hook, ₱ doz., $13.00..25%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....33⅓%
Waters' Tree Pruners....75&10%

Pulleys

Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel, No. 3, 7, 2 in. ₱ doz....50%
Grand Rapids," all steel....10%
Hay Fork, swivel eve., ₱ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₱ doz., $6.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps

Cistern, best grades....60@60&10%
Pitcher Spout, best grades....80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz....$ 7.50
Mechanical, net ₱ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 828, 3 in. Shallow Well Pump....13.00
No. 8, Fig. 828, 3½ in. Shallow Well Pump....15.00
No. 5, Fig. 807, 3 in. Deep Well Pump....15.00
No. 6½, Fig. 807, 3½ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 22, Fig. 522, 3 in. Deep Well Pump....17.00
No. 56, Fig. 831, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 832, 3½ in. Shallow Well Pump....17.00
No. 70, Fig. 833, 2½ in. Deep Well Pump....15.00
No. 72, Fig. 833, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3½ in. Lift Pump..11.00
No. 128, Fig. 510, 3 in. Lift Pump..7.00
No. 131, Fig. 510, 3½ in. Lift Pump..8.50
No. 225, Fig. 389, Windmill Pump..12.50
No. 235, Fig. 406, Windmill Pump..16.00
No. 240, Fig. 406, Regulator Pump..28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....40%
Niagara Solid....55&10%
Saddlers' or Drive, good....60@65&10%
Snells' Tinners'....40&5%

Rail

Barn Door, Light, Inches...	¼	⅜	½
₱ 100 feet	$1.40	1.95	2.80

Barn Door, "None Better" No. 1, ₱ ft....3½c
Barn Door, "None Better" No. 2, ₱ ft....4c
R. D. for N. E. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's:....₱ Ft
O. N. T. style, No. 18....2½c
Double braced, No. 10....2¾c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ₱ 100 ft....3.50
" 1¼ " " " " 3.98
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought Iron, ₱ ft....6½c
Sliding Door, Steel, Brass Plated, ₱ ft..5½c
Sliding Door, Wrought brass, 1¾ in ₱ lb. 35c....25@30%
Victor Track Rail, 7c ₱ ft....60&10&2½%

Rakes, Etc

Cronk's:
Malleable....70&10%
New Champion....$3.75, 4.00, 4.25 net
Victor....$3.00, 3.25, 3.50 net
Anti-Clog Lawn....$4.00 net
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:....Net
Lawn Queen, 20....$3.15
" " 24....3.25
Jumbo Lawn, 36....5.40
Paragon (wood head)....2.50
Steel Garden, 10th....2.00
" " 12th....2.10
" " 14th....2.25
" " 16th....2.40

Rasps, Horse

Disston's....75%
New Nicholson Horse Rasp....70&10@75%
See also Files.

Razors

Electric....List Net
Boracic....60%
Fox....40%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones

Pike Mfg. Co.:
Belgian German and Swaty, all sizes...50%
Pike's Selling Assortments:
Assortment No. 1....$18.00 net
" No. 2....10.00 net

Registers and Ventilators

HOT AIR—
New list, July 1, 1906:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70%
White Porcelain....60%
Solid Brass and Bronze Metal....40&10%

Revolving Chimney Tops

Iwans' Volcano....55%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ₱ doz....$8.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—
Belt with Burrs....40&2 1-2%
Hose with Burrs....40&2 1-2%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75@75&5%
Miscellaneous....75@75&5%

Rivet Sets

Regular list....70%

Rollers, Stay

Cronk's:

Nos.	50	55	56	60	65
₱ Dozen	.90c	.80c	.75c	.75c	.75c

Rope

Cotton Rope:	₱ Lb
Best ¼ in. and larger	16½@18c
Medium	15½@16½c
¼ in. and larger	——
Common	10½c

Jute Rope:
A grade....8 to 8½c
C grade....7 to 7½c
Manilla Pure:
7-16 in. and larger....12½c
¼ in....13c
¼ and 5-16....13½c
Sisal, Pure:
7-16 in. and larger....9c
¼ in....9½c
¼ and 5-16 in....10c

Root Cutters

Lane's....25%

Rules

Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons

DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs....3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs....3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse

See Fuse.

Safety Lifts

Burr Mfg. Co., steel....70&10&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth....50&10%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances

Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain

Competition....50&10%
Giant....40%
Pullman bronze....60%
Pullman cop steel....60&10%
Royal metal....60%

Sash Cord & Weight Fastener

Ives....40%

Sash Cord

Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia ₱ lb....15c
Common India, ₱ lb....10@10½c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12 1-2@13c
Silver Lake:
A Quality, drab, ₱ lb....45c
A Quality, white, ₱ lb....40c
B Quality, drab, ₱ lb....40c
B Quality, white, ₱ lb....35c

Sash Fasteners

Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....62%

Sash Locks

Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....60%
Crescent....40&20%
Iron....62½%
Window ventilating....55%
Robinson pat. ventilating sash lock..33⅓%
Wrought bronze and brass....55%
Wrought steel....55%
Paysons Signal....80%
Pullman patent ventilating....25%

Sash Weights

Ton lots at factory (Eastern)..$27.50@$28.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws

Atkins:
Band to 14 in. wide....60%
Band ½ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....30&10&10%
Disston's:
Circular, solid and inserted tooth....50%
Band 3 in. to 16 in. wide....60%
Band ½ in. to 1¾ in....60%
Cross cuts....45%
Narrow cross cuts....50%
Mulay, mill and drag....50%
Framed wood saws....25%
Wood saw blades....25%
Wood saw rods....25%
Hand saws, Nos. 12, 99, 9, 16, D100, D65, 120, 76, 77, 8....30%
Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 00, combination....25%
Compass, keyhole, pruning, dovetail, &c....30%
Butcher saws and blades....40%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..30&2½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—

Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines..10%
Sterling Saw Machines....10%
Sterling hack and saw blades....25%
Sterling hack saw frames....25%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades..35%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....15&10%

Saw Filer

Disston's D8 Clamp and Guide, $30.00 ₱ doz....30%

Saw Frames

C. E. Jennings & Co....30%
Richardson's Wood....net
Sterling....25%

Saw Sets

Atkins,
Criterion saw sets, ₱ doz....$6.00
Exclsior saw tools No. 1, ₱ doz....4.80
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$7.50
"Royal," ₱ doz. net....4.50
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $30.53; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz....1.00
Taintor's Positive, $18.00 ₱ doz....60%

Scales

Chatillon's:
Eureka....25%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....50@50&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80@$2.00
Striped....$2.00@$2.20
Pelouze....50%

Scale Beams

Chatillon's No. 1....25%
Chatillon's No. 2....25%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.) $6.00....45%
Box, 1 handle, ₱ doz....$2.00@$2.25
Box, 2 handle, ₱ doz....$2.50@$2.60
Foot....55&5@60&5%
Ship, Common, ₱ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz....$2.00

Screw Drivers

Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....45@50%
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Elliot's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 2, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@60&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₱ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 88....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75&5%
No. 10....75&10&10%
Nos. 20 and 30....60&10&10%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws

WOOD SCREWS—
List July 22, 1905.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1906.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50@50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1900....75&15%
Cone Point....70&15%

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BENCH, HAND, ETC—

Bench, iron, ₱ doz.....1 in., $2.50@$2.75
1¼, $6.00@$8.25; 1¼, $8.50@$8.75
Bench, wood, beech.....25@25&5%
Hand, wood.....25@25&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

	₱ Doz
Cronk's	$8.00
Wadsworth's:	
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush	40%

Scythe Rifles

3-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones

	₱ Gro
Pike's Selling Assortments:	
Assortment "A"	$4.75 net
" "B"	$3.75 net
No. 1, Indian Pond	$ 7.00
No. 2, " "	4.50
White Mountain	9.00
Black Diamond	12.00
Lamoille	11.00
Green Mountains	6.00
Leader Red End	4.50
Willoughby Lake	9.00
Extra Quinnebog	7.00
Pike's Corundum	18.00
" Quick Cut Emery	10.00

40%

Seeders

Raisin, Enterprise.....25@30%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....63⅓%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....10%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....10%

Shears, Hedge

Wm. Wilkinson & Sons.....50%

Sheep Shears

Wilkinson's:
1900 List.....30&10&5%

Sheaves

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15, 1902.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Snow Shovels

Long Handles.....$2.75@$3.00
Black D Handles.....$3.25@$3.50

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Skate Sharpeners

Eureka.....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools

Plumbs.....30%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....35%
Kraut cutters, 24x7, 26x8, 30x9.....35%
Kraut cutters, 36x12, 40x12.....35%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.@$20.00
2 knives, ₱ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers

Vegetable, Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@66⅔%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps.....30&2%
Breast strap protector.....45%
Twinble for bits or trace carrier.....40%
Trojan snaps.....45
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&2%
Rope snaps.....40%
Yankee snaps.....30&2%

Scythe Snaths

National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓%

Spoons and Forks

SILVER PLATED FLAT WARE—

International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10%
German silver, unplated.....60@60&5%

KNIVES AND FORKS, NO. 12—

	₱ Doz. Net
"1847"	$3.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co.	3.25
Rogers & Hamilton	3.25
Holmes & Edwards	2.75

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels, new list 67½%
Try square and T bevel.....60&10&5@70%
Winterbottom's Try and Mitre:
Iron Handle.....35%
Wood Handle.....40%
Nickel-pl'ted, new list, Jan. 5, '00.75&10@80%
Steel and iron.....75&10@80%

Staples

Barbed blind, ½, ⅝, & ¾ in., ₱ lb...6@6½c
Poultry Netting.....3½@3½c

FENCE—

Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net	₱ doz	$1.00
" " 55	" "	60c
" " 58	" "	64c
" " 60	" "	64c
" " 65	" "	80c
Lane's, Nos. 1, 2 and 3		40%

Steels

Chatillon's "Dicks".....30%
Foster Bros.....70%

Stocks and Dies

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50@50&10%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%

PIPE MAKERS—

Holroyd & Co.....80@80&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Tackle Blocks

See Blocks.

Tacks, Finishing Nails, &c

New List, May 1, 1905.
American Carpet Tacks.....90&87½%
American Cut Tacks.....90&87½%
Swedes Cut Tacks.....90&87½%
Swedes Upholsterers'.....90&45%
Gimp Tacks.....90&45%
Lace Tacks.....90&45%
Trimmers' Tacks.....90&87½%
Looking Glass Tacks.....60%
Rill Posters' & Railroad Tacks.....90&45%
Hungarian Nails.....80&20%
Finishing Nails.....70%
Trunk and Clout Nails.....80%

NOTE.—The above prices are for Standard Weights. An extra 5% is given on Medium Weights, and an extra 10&5% is given on light weights.

MISCELLANEOUS—

Double Point, in dozens.....90&8tens

Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net.....1.00

Tapes, Measuring

Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1⅛ in. inc.....65&10%
1⅛ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....30&20%
Pipe, 2 to 3 in.....30&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trace Holders

Fernald's, ₱ doz. pairs.....net $1.25

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$53.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—

Balloon	₱ doz.	$1.25,	₱ gro.,	$12.00
Globe	" "	1.25,	" "	12.00
Harper	" "	1.40,	" "	13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10@70&10&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₱ doz.....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72.. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick.....30%
Disston's:
Brick and Pointing.....25%
Plastering.....20%
"Standard Brand" and Garden.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plast'ng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$4.80
" Tinned, ₱ gross, net..... 6.00
Wood Hdl., ₱ gross, net..... 4.80
Disston's.....30%
Avery's, net ₱ gro.....$6.00

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....60%
Solid box.....60%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....60&10

Holland's.....60
Howard's.....40%
Little Giant Bench.....25&2½%
Lowell Hand.....33⅓%
Maney:
Perfect.....15%
Clincher.....35%
Wood-working.....15%
Planer.....15%
Comb. Pipe.....15%
Millers' Falls:
Mechanics'.....10%
Oval slide.....60&19%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....30%
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS

Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Water Motors

Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching

Covert Mfg. Co.....40&2%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....35&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....Net List
Bright Wire Goods:
New list June 24, 1908.....90&25%
Cast steel wire.....50%
Copper wire.....10%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60@60&10%
Market Wire, Bright or Annealed:
Nos. 0 to 9.....80%
Nos. 10 to 18.....80&2½%
Nos. 19 to 26.....80&7½%
Nos. 27 to 36.....80&12½%
Galvanized:
Nos. 15 to 26.....75%
Coppered:
Nos. 6 to 14.....75&5%
Nos. 15 to 18.....72½&10%
Tinned:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&7½%
Cast steel.....50%
Picture wire, list of Oct. 2, 1900.....85&10@85&10&10%
Stub's steel wire.....$6.00 to$ 33⅓%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....80&5@80&10%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.00@$1.10

Wire Rope

Bright.....45&2½%
Iron, galvanized.....37½&2½%

Wire Rope Clips

Crosby.....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.50

Wrenches

Agricultural.....75&10&10@80%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50&10%
Bemis & Call's:
Briggs pattern.....40%
Improved Pipe, bright.....65%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar.....60&5@60&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....60&10%
Acme.....60@60&10%
Hercules.....70

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes
National Cutlery Co., Detroit, Mich.

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Aluminum Oil Heaters
Novelty Mfg. Co., Jackson, Mich.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

"Atlantic" Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Automatic Door Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Automatic Knife and Scissors Grinders
Colonial Supply Co., Wellsville, N. Y.

Automatic Shears and Scissors
Davies Automatic Shear Co., New York.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Sundries
Geo. W. Nock Co., Philadelphia, Pa.

Axes
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Bank Locks
The Yale & Towne Mfg. Co., New York.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co.. Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Geo. W. Nock Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York

Box Straps
Cary Mfg. Co., New York

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Brackets, Shelf
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"
Atlantic Stamping Co., Rochester, N. Y.

Brick Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.
The Yale & Towne Mfg. Co., New York

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Machinery
Cleveland Butchers' Supply Co., Cleveland, O.

Butchers' Scales
John Chatillon & Sons, New York

Butchers' Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinet Hardware
The Yale & Towne Mfg. Co., New York.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbach & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Stretcher and Tack Hammer Combined
Richard W. Montross, Galien, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Myers & Bro., Ashland, Ohio

Casters
Faultless Caster Co., Nebraska City, Neb

Casters (Furniture)
Geo. P. Clark Co., Windsor Locks, Conn.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chain Blocks
The Yale & Towne Mfg. Co., New York.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Chute, Coal, Wood, Vegetable
Chappell Furnace Co., Morenci, Mich.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers
Coates Clipper Mfg. Co., Worcester, Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coaster Wagons
Wabash Mfg. Co., Wabash, Ind.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Combination Squares
A. W. Hight, Toledo, O.

Conductor Pipe
American Steel Roofing Co., Middletown, Ohio.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Copper Ware
Atlantic Stamping Co., Rochester, N. Y

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Shellers
A. H. Patch, Clarksville, Tenn.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Creamery Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspidors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery
Davies Automatic Shear Co., New York

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Diamond Tools
The Tanite Co., Stroudsburg, Pa.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.

Door Check and Spring (Blount)
The Yale & Towne Mfg. Co., New York.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Keuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.

Drawing Knives
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dry Goods Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Dye House Trucks
Geo. P. Clark Co., Windsor Locks, Conn

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Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Electric Supplies
Geo. W. Nock Co., Philadelphia, Pa.

Elevators
Eaton & Prince Co., Chicago, Ill.
Kimball Bros. Co., Council Bluffs, Iowa

Emery
The Tanite Co., Stroudsburg, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Glue
The Tanite Co., Stroudsburg, Pa.

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.

Enamel Ware (Ten Cent)
Baltimore Stamping Co., Baltimore, Md.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co. Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Fences, Wire and Iron
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fishing Reels
A. F. Meiselbach & Bro., Newark, N. J.

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")
Avery Stamping Co., Cleveland, Ohio.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y.

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Schooley Novelty Co., Homestead, Pa.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
C. E. Jennings & Co., New York.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grinding Machines
The Tanite Co., Stroudsburg, Pa.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saw Frames
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Cheney Hammer Co., Little Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand and Foot Power Grinders
Royal Mfg. Co., Lancaster, Pa.

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Franklin Specialty Co., Reading, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co. Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn
Standard Horse Nail Co., New Brighton, Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City N. J.

Hot Pan Lifters
E. L. Watrous Mfg. Co., Des Moines, Ia.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Norlund & Co., Williamsport, Pa.

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.

Inclinometers
Russell-Kimball Mfg. Co., Dunkirk, N. Y.

Ironing Boards
Tyrone Ironing Board Co., Tyrone, Pa.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Job Lots
Chas. Weiland, New York, N. Y.

Keys and Blanks
Geo. W. Nock Co., Philadelphia, Pa.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.

Ladders (Rolling)
Bicycle Step Ladder Co., Chicago,

Lamps, Bicycle
John H. Graham & Co., New York

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Landing Nets, Ring, Staff
A. F. Meiselbach & Bro., Newark, N. J.

Lawn Fences
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Worcester Lawn Mower Co., Worcester, Mass.

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Russell-Kimball Mfg. Co., Dunkirk, N. Y.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels, Semi-Circular
Russell-Kimball Mfg. Co., Dunkirk, N. Y.

Lifting Jacks
Barth Mfg. Co., Milwaukee, Wis.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks
Geo. W. Nock Co., Philadelphia, Pa.
Yale & Towne Mfg. Co., New York.

Locks and Knobs
John H. Graham & Co., New York

Locksmiths' Supplies
Geo. W. Nock Co., Philadelphia, Pa.

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Rochester, N. Y.

Machinists' Supplies
Diamond Saw & Stamping Works, Buffalo, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mallets
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Shingles
Montross Metal Shingle Co., Camden, N. J.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Mills, Coffee and Spice
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mops
Bay State Mop Co., Woburn, Mass.

Mop Wringers
Lee Chair Co., Oneida, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
Nettleton Mfg. Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans
Atlantic Stamping Co., Rochester, N. Y.
A. F. Meisselbach & Bro., Newark, N. J.

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
The Yale & Towne Mfg. Co., New York.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Clips
Cushman & Denison, New York

Paper Fasteners
Schooley Novelty Co., Homestead, Pa.

Patents
Davis & Davis, New York
O. J. Haegler, Philadelphia, Pa.

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plated Ware
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Plate Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishing Pastes
The Tanite Co., Stroudsburg, Pa.

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York

Post Office Lock Boxes
The Yale & Towne Mfg. Co., New York.

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Poultry Specialties
Keyes-Davis Co., Ltd., Battle Creek, Mich.

Printers' Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pulleys (Norris)
Frank B. Sloan & Co., Baltimore, Md.

Pulleys (Sash)
Frank B. Sloan & Co., Baltimore, Md.

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railroad Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and Sheffield, England
Adolph Strauss & Co., New York.

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razors, Safety
Gem Cutlery Co., New York
Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York

Real Estate
David P. Taff, Topeka, Kans.

Reamers
C. E. Jennings & Co., New York

Reels, Rope
Udell Works, Indianapolis, Ind.

Registers, Warm Air
Berger Bros. Co. Philadelphia
Standard Register Co., Cleveland, Ohio.

Reversible Nippers
The Nettleton Mfg. Co., Middletown, Conn.

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

Rifles
Hamilton Rifle Co., Plymouth, Mich.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets
Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co., Jersey City, N. J.

Rubber and Iron Wheels
Geo. P. Clark Co., Windsor Locks, Conn

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Safety Heel and Ball Plates
Norlund & Co., Williamsport, Pa.

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Hangers
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Lifts
Champion Safety Lock Co., Geneva, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Pulleys (Norris)
Frank B. Sloan & Co., Baltimore, Md.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Diamond Saw & Stamping Works, Buffalo, N. Y.
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co. New York

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago.

Scissors, Automatic
Davies Automatic Shear Co., New York

Screen Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Screen Doors
A. J. Phillips Co., Fenton, Mich.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screwless Shears and Scissors
Davies Automatic Shear Co., New York

Screws
Robert Murray, New York

Screw Drivers
The Ducharmes Co., Shelburne Falls, Mass.
John H. Graham & Co., New York
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.

Screw Wrenches
Bemis & Call, Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
American Fork & Hoe Co., Cleveland. O
Geneva Tool Co., Geneva, O.

Scythe Stones
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Seed Sowers
Cyclone Seeder Co., Urbana, Ind.

Self-Lighting Burners
Oakman Mfg. Co., New York.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Holders
Coulter Mfg. Co., Philadelphia, Pa.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington-Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels
A. J. Phillips Co., Fenton, Mich.
Geneva Tool Co., Geneva, O.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Chisels
Geneva Tool Co., Geneva, O.
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners
Geneva Tool Co., Geneva, O.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Scrapers
Geneva Tool Co., Geneva, O.

Sidewalk Shovels
Geneva Tool Co., Geneva, O.

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Skewers
John Chatillon & Sons, New York

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York

Snow Shovels ("Alaska")
Avery Stamping Co., Cleveland, Ohio.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Special Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
Geo. W. Nock Co., Philadelphia, Pa.

Springset Shears and Scissors
Davies Automatic Shear Co., New York,

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
Henry Disston & Sons, Inc., Phila., Pa.
L. S. Starrett Co., Athol, Mass.

Squares (Universal)
The Duby & Shinn Mfg. Co., New York, N. Y.

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Steam Cookers and Bakers
Toledo Cooker Co., Toledo, O.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

Steel Dies
E. L. Watrous Mfg. Co., Des Moines, Ia.

Steel Door Buttons
E. L. Watrous Mfg. Co., Des Moines, Ia.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel, Hoop and Band
Harold McCalla, Philadelphia, Pa.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Step Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill.

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York

Stone Hooks
Geneva Tool Co., Geneva, O.

Storm Sash Hangers and Fasteners
R. G. Winter Mfg. Co., Milwaukee, Wis.

Stove Trimmings
Fanner Mfg. Co., Cleveland, O.

Strapping Belts
Ames Sword Co., Chicopee, Mass.

Street Hoes
Geneva Tool Co., Geneva, O.

Strops, Razor
Alfred Field & Co., New York
Gem Cutlery Co., New York, N. Y.
Kampfe Bros., New York, N. Y.

Sugar Beet Tools
Geneva Tool Co., Geneva, O.

Tables, Folding
Udell Works, Indianapolis, Ind.

Tack Pullers
F. E. Ellis & Son, Milldale, Conn.
John H. Graham & Co., New York

Tackle Blocks
Boston & Lockport Block Co., Boston, Mass.

Tailors' Shears
R. Heinisch's Sons Co., Newark, N. J.

Ten Cent Specialties
Franklin Specialty Co., Reading, Pa.

Thistle and Dock Diggers
Geneva Tool Co., Geneva, O.

Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Tinners' and Roofers' Supplies
Berger Bros. Co., Philadelphia

Tinners' Snips
R. Heinisch's Sons Co., Newark, N. J.

Toilet Ware
Atlantic Stamping Co., Rochester, N. Y.

Tool Chests and Cabinets
Am. Tool Chest Co., New York, N. Y.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York

Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.
L. & I. J. White Co., Buffalo, N. Y.

Torches
Turner Brass Works, Chicago, Ill.

Toys, Iron
Arcade Mfg. Co., Freeport, Ills.

Tool Sharpeners
Royal Mfg. Co., Lancaster, Pa.

Transom Chains
Smith & Egge Mfg. Co., Bridgeport, Conn

Traps, Rat and Mouse
Smith & Egge Mfg. Co., Bridgeport, Conn

Trouser and Skirt Hanger
Caldwell Mfg. Co., Rochester, N. Y.

Trowels
Henry Disston & Sons, Philadelphia
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Geo. W. Nock Co., Philadelphia, Pa.

Trucks, Store
John Chatillon & Sons, New York
John H. Graham & Co., New York

Trunk and Suit Case Locks
The Yale & Towne Mfg. Co., New York.

Tube Expanders
Ajax Mfg. Co., Pittsburgh, Pa

Tubes, Seamless Drawn
American Tube & Stamping Co., Bridgeport, Conn.

Tubing
American Tube & Stamping Co., Bridgeport, Conn.

Turnbuckles
Columbus Bolt Works, Columbus, O.

Turpentine
Chas. E. Sholes Co., New York.

Twist Drills
C. E. Jennings & Co., New York

Valves, Pump
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio

Varnishes
Adams & Elting Co., Chicago, Ills.
E. E. Nice, Philadelphia, Pa.

Ventilating Sash Locks
Champion Safety Lock Co., Geneva, O.

Ventilators
Berger Bros. Co., Philadelphia

Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
John H. Graham & Co., New York
Walworth Mfg. Co., Boston, Mass.

Wagon Jacks
Covert Mfg. Co., Troy, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.

Warehouse Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Washers, Iron and Steel
Columbus Bolt Works, Columbus, O.

Washing Machines
Blackstone Mfg. Co., Jamestown, N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
White Lily Washer Co., Davenport, Ia.

Wash Boilers
Atlantic Stamping Co., Rochester, N. Y.

Wash Tubs
Atlantic Stamping Co., Rochester, N. Y.

Water Coolers
Buffalo Mfg. Co., Buffalo, N. Y.
Rose Mfg. Co., New York.

Water Filters
Fulper Pottery Co., Flemington, N. J.

Water Motors
The A. Rosenberg Co., Baltimore, Md.

Well Augers
Iwan Bros., Streator, Ill.

Wheelbarrows
American Fork & Hoe Co., Cleveland, O
Bryan Mfg. Co., Bryan, Ohio

Whetstones
The Tanite Co., Stroudsburg, Pa.

Window Screens and Doors
John H. Graham & Co., New York
A. J. Phillips Co., Fenton, Mich.

Window Stop Adjusters
H. B. Ives Co., New Haven, Conn.

Wire, Coiled Spring
John Chatillon & Sons, New York

Wire Cloth
Buffalo Wire Works Co., Buffalo, N. Y.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire Gates, Fences and Fencing
Enterprise Foundry & Fence Co., Indianapolis, Ind.

Wire Goods
Buffalo Wire Works Co., Buffalo, N. Y.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire Lathing
New Jersey Wire Cloth Co., Trenton and New York

Wire, Market
Berger Bros. Co., Philadelphia
Fuller Bros., New York
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire, Music
Alfred Field & Co., New York

Wire Nails
Fuller Bros. & Co., New York

Wire Springs
John Chatillon & Sons, New York

Wire Straighteners
Chandler & Farquhar, Boston

Wire Stretcher Gates
C. F. Smith Co., DeKalb, Ill.

Wood Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.

Wood Factory Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Wood Fillers
E. E. Nice, Philadelphia, Pa.

Wood Hardware Specialties.
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New Britain Conn.

Woven Wire Fences and Gates
Cyclone Woven Wire Fence Co., Holly, Mich.

Woven Wire Stretchers
C. F. Smith Co., DeKalb, Ill.

Wrenches
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Wrought Butts
Bommer Bros., Brooklyn, New York
McKinney Mfg. Co., Allegheny

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ALPHABETICAL INDEX TO ADVERTISERS

A

Adams & Elting Co., The 17
Ajax Mfg. Co 2
American Fork & Hoe Co 7
American Shearer Mfg. Co 68
American Tool Chest Co 14
American Tube & Stamping Co 18
Ames Sword Co 67
Arcade Mfg. Co 17
Armstrong Mfg. Co 11
Atlantic Stamping Co 49
Automatic Sash Holder Co. 16
Avery Stamping Co 54

B

Baeder, Adamson & Co 10
Baltimore Stamping Co 68
Barth Mfg. Co 16
Barnett (G. & H.) Co 68
Barrett, W. L 51
Bay State Mop Co 14
Bemis & Call Hardware & Tool Co. 67
Berger Bros. Co 67
Bicycle Step Ladder Co 49
Blackstone Mfg. Co 4
Bommer Bros 68
Boston & Lockport Block Co 4
Brammer (H. F.) Mfg. Co 6
Bristol Co., (The) 1
Bryan Mfg. Co 16
Buffalo Mfg. Co 3
Buffalo Wire Works Co 51

C

Caldwell Mfg. Co ..... *
Capewell Horse Nail Co 68
Cary Mfg. Co 56
Champion Safety Lock Co 11
Chandler & Farquhar Co 14
Chappell Furnace Co., The 4
Chatillon (John) & Sons 5
Cheney Hammer Co., Henry ..... *
Clark (George P.) Co. 7
Clark, Horrocks Co ..... *
Cleveland Butcher Supply Co. 52
Coates Clipper Co ..... *
Coes Wrench Co 13
Coldwell Lawn Mower Co 7
Colonial Supply Co 8
Columbus Bolt Works 68
Coulter Mfg. Co. 56
Covert Mfg. Co 1
Cronk & Carrier Mfg. Co 15
Cushman & Denison Mfg. Co. 51
Cyclone Seeder Co 14
Cyclone Woven Wire Fence Co. 8

D

Davies Automatic Shear Co 34
Davis & Davis 14
Diamond Saw & Stamping W'ks 68
Disston (Henry) & Sons, Inc 17
Dixon (Jos.) Crucible Co 10
Duby & Shinn Mfg. Co 11
Ducharmes & Co., The 54

E

Eaton & Prince Co 56
Eclipse Mfg. Co. 56
Ellis (F. E.) & Son 67
Enterprise Fdy. & Fence Co 67
Enterprise Mfg. Co., of Ohio 52
Enterprise Mfg. Co. of Pa 9
Erie Specialty Co 2
Eureka Chair Seat Co 3

F

Faultless Caster Co 12
Field (Alfred) & Co 6, 10
Foster Bros 5
Franklin Specialty Co., The 6
Fuller Bros. & Co 2

G

Gem Cutlery Co. 1
Georgetown Chemical Works 47
Gillette Sales Co 45
Graham (John H.) & Co 15

H

Haegler, O. J 6
Hamilton Rifle Co 41
Hardwaremen's Exchange 52
Harrington & Richardson Arms Co. 51
Heinisch's (R.) Sons Co 4
Hight Mfg. Co., (The) ..... * 51
Hoffmann, Geo. W 68
Holt-Lyon Co ..... *

I

Iowa Farming Tool Co 7
Ives (H. B.) Co 1

J

Jennings (C. E.) & Co 1
Josef Mfg. Co. (E. E.) 52

K

Kampfe Bros 39
Keuffel & Esser Co 3
Keyes-Davis Co., Ltd. (The) 49
Kimball Bros. Co 4

L

Lane Brothers Co 2
Lee Chair Co. (The) 41

M

Magnolia Metal Co 1
Manhattan Screw & Stamping Works 42
McCalla, Harold 4
McKinney Mfg. Co 67
Meisselbach (A. F.) & Bro 67
Miller (Frank) Co 10
Montross Metal Shingle Co., ... 49
Montross, Richard W 54
Munn & Co 14
Murray, Robert 4
Myers & Bro., F. E 2, 14

N

National Cutlery Co 16
Nettleton Mfg. Co 18
New Jersey Wire Cloth Co 12
Nice, Eugene E 68
Nicholson File Co 37
Nicholson & Co 52
Nickel Plate Stove Polish Co 67
Niles Mfg Co 2
Norlund & Co. 2
North Bros. Mfg. Co 10
Norvell-Shapleigh Hardware Co ... 55
Novelty Mfg. Co 11

O

Oakman Mfg. Co ..... *
Oneida Community 1

P

Patch (A. H.) 56
Pelouze Scale & Mfg. Co 6
Philadelphia Lawn Mower Co., The 2
Phillips (A. J.) Co 4
Pike Mfg. Co 1, 53
Piqua Bracket Co 3
Prentiss Clock Improvement Co .... *

R

Reading Hardware Co. 41
Reynolds, J. W 67
Rochester Lunch Box Mfg. Co 16
Rodgers (Joseph) & Sons 6
Rosenberg Motor & Mfg. Co. (The A.) 1
Royal Mfg. Co 54
Russell-Kimbell Mfg. Co., ... *

S

Schooley Novelty Co 52
Schwerdtle Stamp Co 2, 8, 51
Sheer, H. M. 14
Sholes (The Charles E.) Co. 47
Sloan (Frank B.) & Co 1
Smith (C. F.) Co. 52
Smith & Egge Mfg. Co 18
Snowflake Axle Grease Co 4
Sprague Correspondence School of Law, The 10
Standard Horse Nail Co 68
Stanley Rule & Level Co. 37
Starrett (L. S.) Co 18
Stevens (J) Arms & Tool Co 1
Stowell Mfg. Co 4, 6, 11
Strauss (Adolph) & Co 38

T

Taff (David P.) 51
Tanite Co. (The) 1
Taylor & Boggis Foundry Co 12
Toledo Cooker Co 47
Townsend, C. C. & E. P 4
Turner Brass Works, The 14

U

Udell Works 12

V

Van Dorn Iron Works 67
Voorhees Rubber Mfg. Co 8

W

Wabash Mfg Co. 8
Walworth Mfg. Co 1
Watrous (E. L.) Mfg. Co 8, 52
Weiland, Chas. 1
West Haven Mfg. Co 1, 68
Wetherill M. 42
White (L. & I. J.) Co 8
White Lily Washer Co 6
Wilkinson (A. J.) & Co. 1
Winter, (R. G.) Mfg. Co 14
Withington & Cooley Mfg. Co 7
Worcester Lawn Mower Co 67

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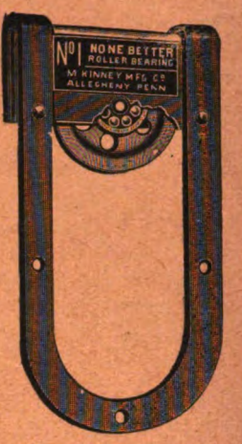
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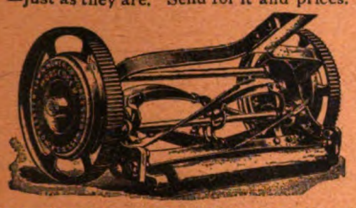
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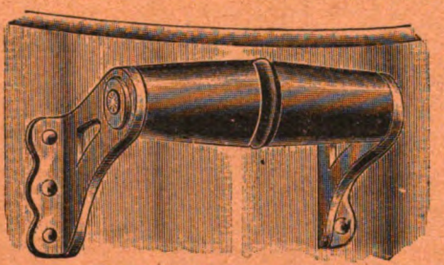
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NO. 4

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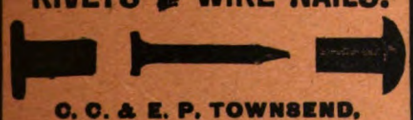
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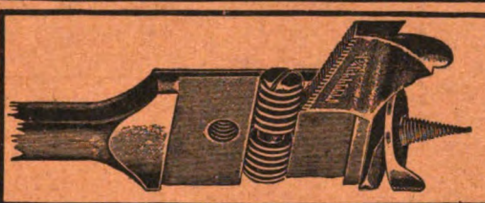
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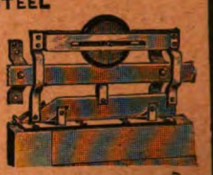
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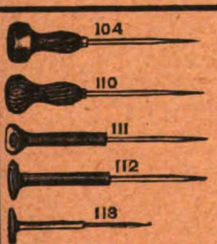
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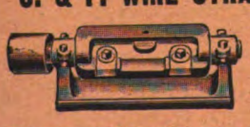
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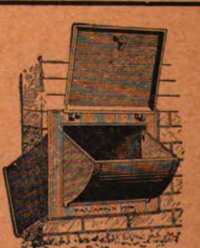
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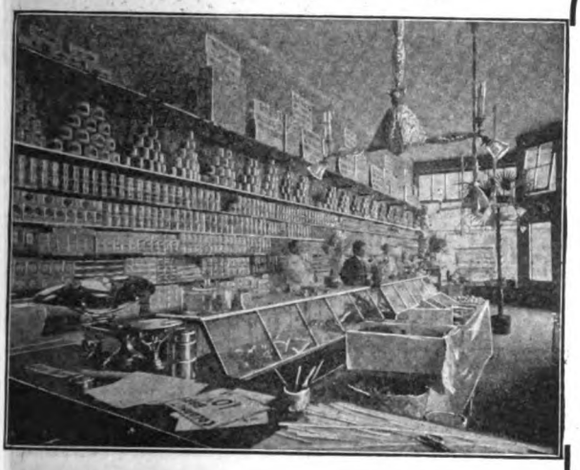
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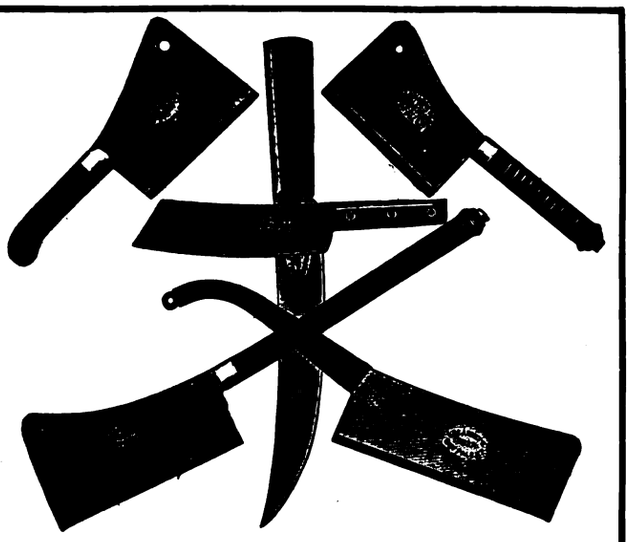
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He replied:
"Good steel and honest work."
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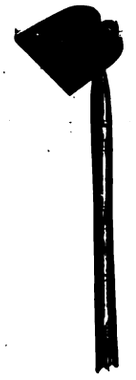
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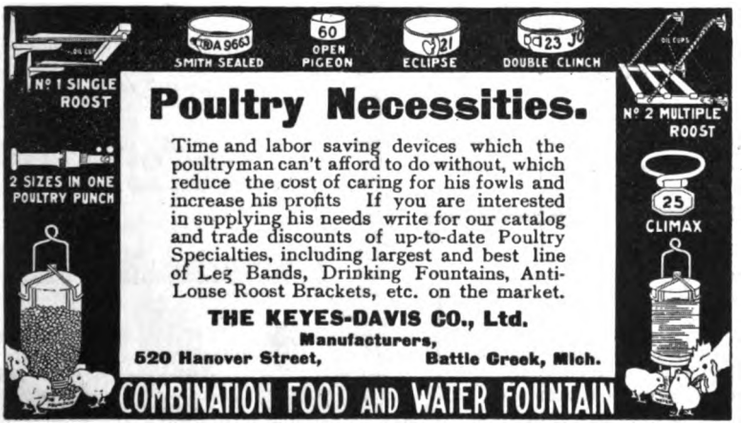


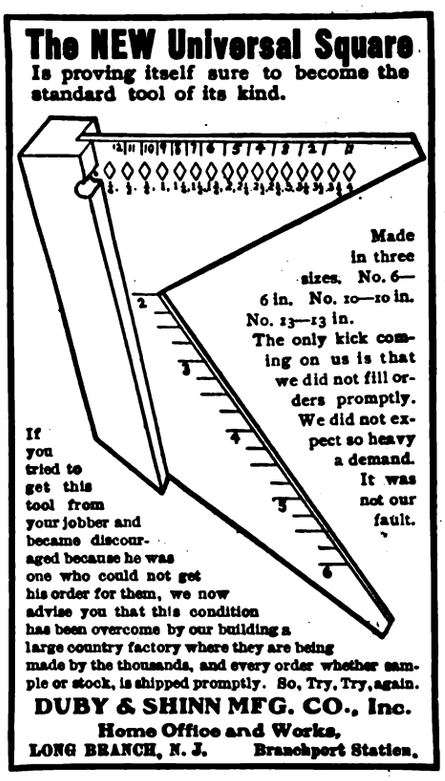


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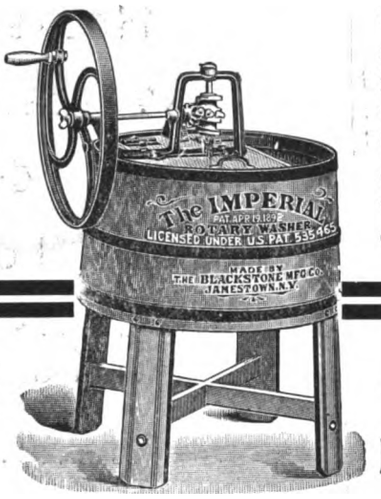
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¶ Has all steel roller bearings, is noiseless and easy in operation.

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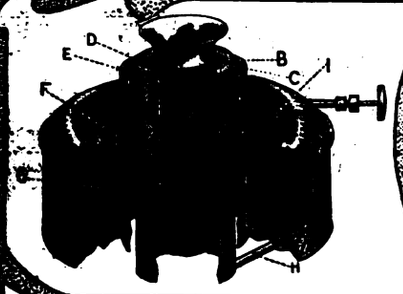
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The Heater of a Million Sales

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The reasons are many—here are some:

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Safety device—cannot smoke.

Wick does not enter oil fount—cannot explode.

Is not this unquestionably the heater to sell your customer?

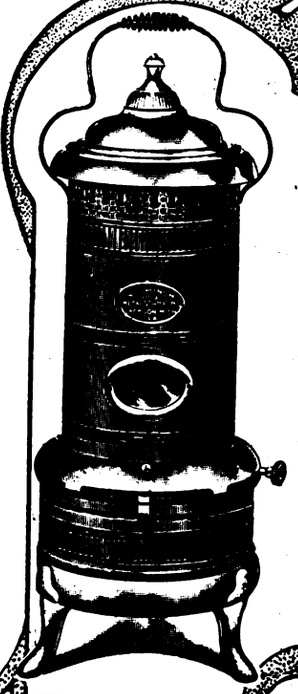
Write us, asking any questions you desire.

Note Construction of Grand Safety Burner

A—Flame Spreader. B—Air space outside of Wick Tube. C—Air Space inside of Wick Tube. D—Wick. E—Outside Casing to Burner. F—Air Space between Fount and Outer Casing. G—Fount for Oil. H—Feed Pipe conducting oil from Fount to Burner. I—Shield resting on top of Fount with Air Space underneath.

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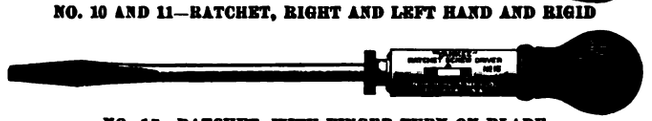
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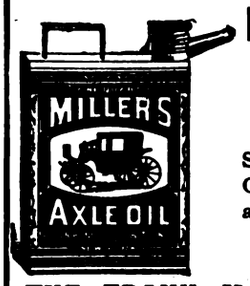
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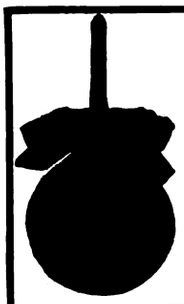
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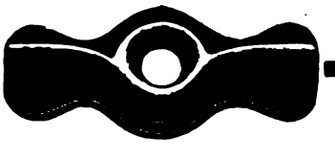
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Half the weight of the cast, much stronger and will not break. No higher in price and twice as good. Made in all sizes from 1¼ to 2½ inches.

Insist on having them. Carried by all leading jobbers. Write us for samples and name of nearest jobber.

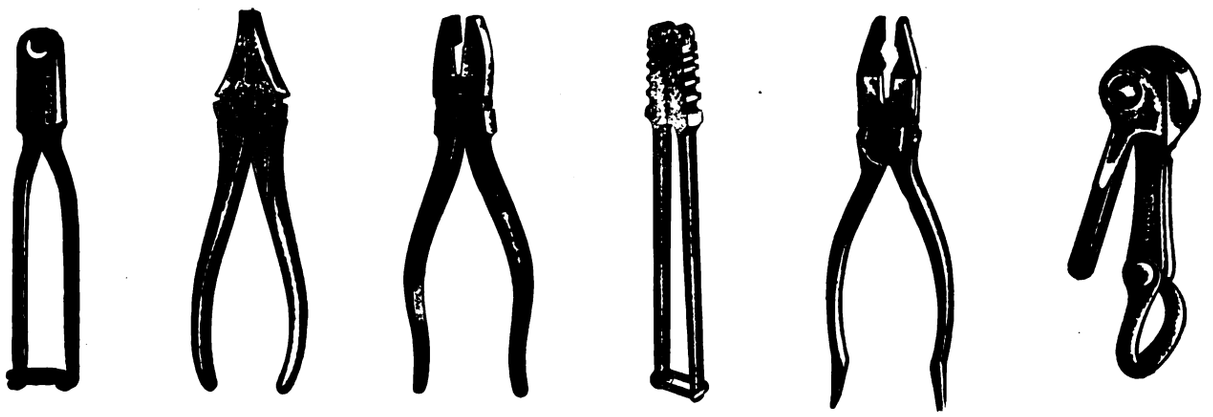
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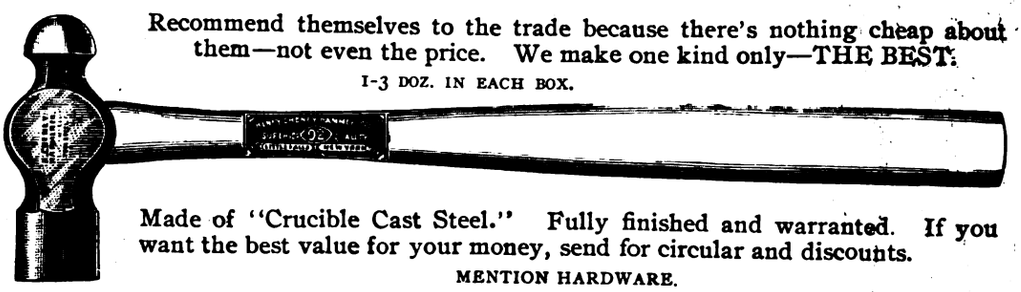
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Made of "Crucible Cast Steel." Fully finished and warranted. If you want the best value for your money, send for circular and discounts.

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THEY HOLD AN EDGE — NO HARD OR SOFT SPOTS

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THE FAULTLESS



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They are absolutely noiseless. It's the **"Caster that never refuses to turn."**

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No dealer would want better insurance against loss of profits in belting of any kind.

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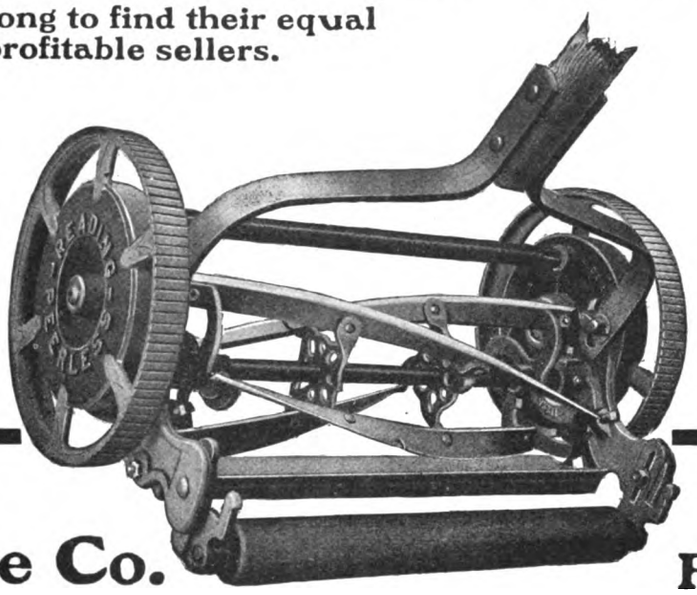
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Fourteen Styles---All Guaranteed

You'll search long to find their equal anywhere as profitable sellers.

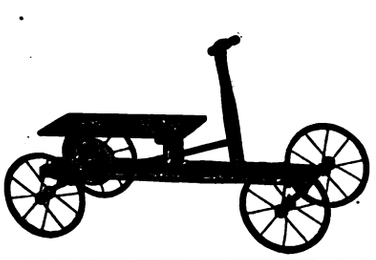
Each style and size has ball bearings and parallel bearings.

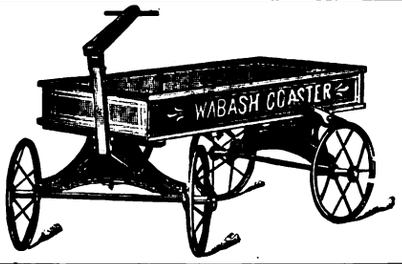


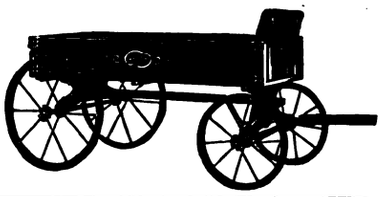
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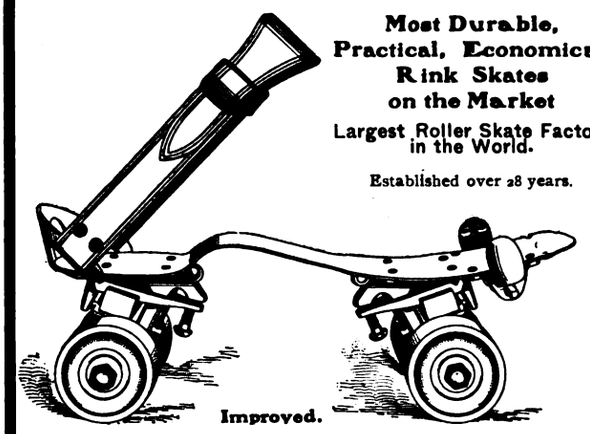
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Direct all mail to Wabash office.

Wabash Manufacturing Co., - Wabash, Ind.

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Improved.

Most Durable, Practical, Economical Rink Skates on the Market

Largest Roller Skate Factory in the World.

Established over 28 years.

"The Easiest and Lightest Running Skate on Earth." Used in All Principal Rinks.

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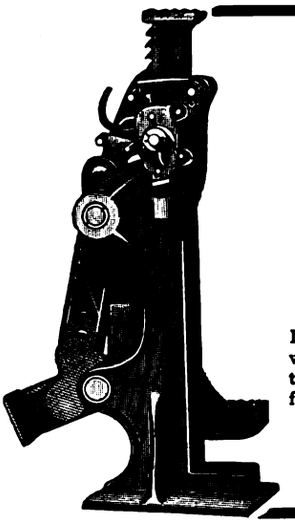
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STEEL OR BOXWOOD WHEELS.

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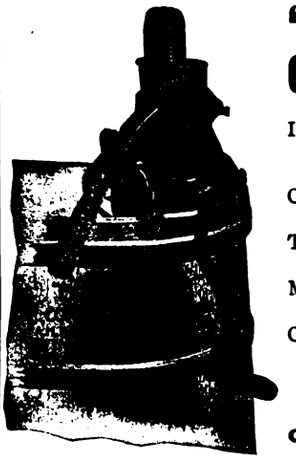
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The profits you can make selling the

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Now is a good time to start. You will be surprised at the number that can be sold. Write at once for particulars.

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"BLACK HAWK" CORN SHELLER

Is recognized as the Standard of Excellence as a hand corn sheller.

Capacity 8 to 14 bushels ear corn per hour.

Takes off every grain—throws out every cob.

Made of Malleable Iron; will last a lifetime.

Clamps to any barrel or box.

Beware of Imitations.

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That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

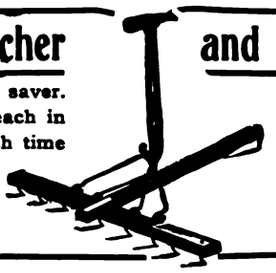
Write for Our Latest Catalog

ARCADE MANUFACTURING CO.
Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

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The Excelsior Carpet Stretcher and Tack Hammer Combined



Is without a peer as a time, labor and temper saver. Light, strong, easily operated, folds compactly, each in a neat box. Wider Stretch than any other each time set. Any desired Stretch can be taken, Stretcher locked in any position and instantly released,—no "backing up" Tooth Bar.

A quick seller, with good profits for both Jobber and Dealer.

Not sold to Catalog Houses.

Ask your Jobber for the "EXCELSIOR" and accept no other, or write

RICHARD W. MONTROSS,
GALIEN, MICHIGAN.



Greatest Household Necessity of Modern Times

No want so grievous and no demand so great as is manifested by the public at large for

Rose Automatic Knife and Scissors Grinders

NOW MADE IN TEN MODELS
Grinding Wheels of Solid Adamite, Greatest Abrasive Known

POPULAR RETAIL PRICES
ATTRACTIVE DISPLAY ASSORTMENTS—LIBERAL TRADE DISCOUNTS

COLONIAL SUPPLY COMPANY, Factory: WELLSVILLE, N. Y.



Shall We Confine Our Sales To You?

If you wish to have the exclusive sale for the Royal Blue Washer in your town, write us at once.

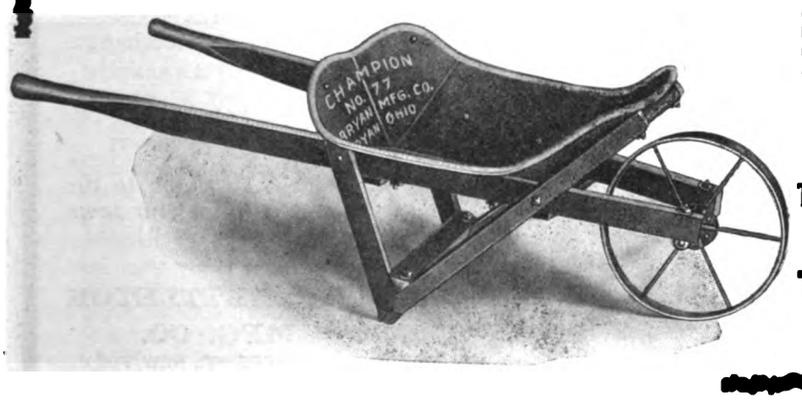
We sell this first class washer to only one dealer in a town. Do you want the *sole* agency or shall your competitor reap the benefit of it?

We are going to help every local agency sell machines.

Write us today about the agency for your town. A postal will do. Address

H. F. BRAMMER MFG. CO.,
1466 W. 2nd ST., DAVENPORT, IOWA.

No. 2.---If you want your money's worth you will purchase



Malleable Shed Barrews

Thousands of dealers are selling them and why not you?

THE BRYAN MFG. CO.
BRYAN, OHIO

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . . .



Sash Chains

"Giant," "Red Metal"

Cable and Jack

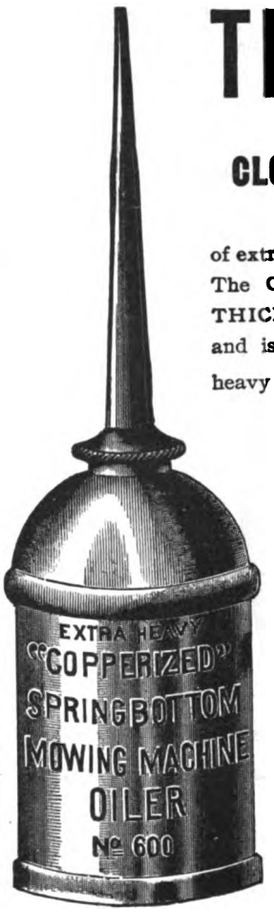
Chains . .

Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*. :-: :-: :-:



No. 40.

New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedeh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

CENTER PUNCH

No. 18-A



AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.

Athol, Mass., U. S. A.



ONE-HALF THE COST

and more—is saved by any mechanic buying the Nettleton Reversible Nipper.

Each "Nettleton" is equal to two nippers of any other make, for

THE NETTLETON REVERSIBLE NIPPER

has *two* fine cutting edges on *each* blade. Better still: The Nettleton is adjustable—reversible—interchangeable.

Costs you half the effort to sell it.

Talk Nettleton to the Nipper user in your town and watch them sell!

THE NETTLETON MFG. CO.

Office and Salesroom: 157 CHAMBERS ST., NEW YORK.
Factory: MIDDLETOWN, CONN.
Address all correspondence pertaining to sales to N. Y. Office.

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HARDWARE

GRANT-HASSON HARDWARE COMPANY, Morristown, Tenn., on January 1 will succeed the Grant Hardware Company. The officers of the new concern, which has been incorporated with a paid-in capital of $25,000, will be E. M. Grant, president; J. D. Hasson, vice-president; William Lyle, secretary and treasurer; Charles Andre manager. The company will do a wholesale and retail business in Hardware, Stoves, Tinware, Implements and Vehicles.

THE RUBEL HARDWARE COMPANY has been organized at Lebanon, Ky., with the following officers; John Rubel, president; W. H. Rubel, vice-president; W. W. Knott, secretary, and J. M. Knott, treasurer. The capital, $15,000, has been paid in. This company will occupy a room in the new Masonic Temple, 36x 128 feet, and a warehouse 40x60 feet. A jobbing business will be done in the following lines: Builders' and Staple Hardware, Guns, Cutlery, Stamped and Enameled Ware, Stoves and Ranges, Roofing, Pumps, etc. The company is in the market for shelving and other fixtures to be delivered about February 1, and also requests catalogues and other printed matter relating to the above lines.

TELESCOPIC RIFLES SET THE PACE.

In the 100-yard championship match of the Election Day shoot at Greenville, N. J., A. Hubalek scored highest honors—2,258 points—on German Ring Target. Mr. Hubalek was equipped with Stevens-Pope Rifle and Stevens Rifle Telescope. F. C. Ross won second honors—a score of 2,238. Mr. Ross shot a Stevens rifle fitted with Stevens Rifle Telescope. It is a significant fact that more than two-thirds of the crack shots who competed at this important tournament, used Stevens 'scopes. The field for these practical accessories is constantly expanding and the day is not far distant when Stevens Rifle Telescopes will be used as extensively as Stevens rifles themselves, to produce perfect scores and make record target shots. It is interesting to note in this connection, that the bull's eye as viewed through a Stevens Telescope, is simply an image of bull's eye—not the real bull's eye. The image of bull's eye is formed at spot where the cross hairs are laid, making the two coincident—both equally distinct. The middle aged or elderly person in using the ordinary sights can perhaps see the bull's eye distinctly and the sights, but not both together, as one or the other will blur. If he concentrates his mind on the sight of the rifle, the bull's eye becomes blurred—if he concentrates his mind on the bull's eye, the sight becomes blurred. This is owing to the lack of accommodation which affects every person aged from forty years up. Full data and illustrations concerning the famous Stevens Telescopes will be found in Special Telescope Catalogue issued by the J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

A REMARKABLE CHARITY.

The famous Bowery Mission Bread Line, now in its fourth year, at which every morning, at one o'clock, during the winter months, one thousand homeless and destitute men and boys are provided with a breakfast of hot coffee and rolls, will resume operations at Thanksgiving, midnight, and continue to Easter morning, 1907. Last year 144,000 were thus assisted, and altogether over half a million have had a weary night's tramp agreeably interrupted by this inexpensive, yet very welcome refreshment. The directors of the Bowery Mission have appointed Mr. John C. Earl, of 222 Bible House, New York City, Financial Secretary, succeeding Dr. Simon Trenwith, lately deceased.

NEBRASKA RETAIL HARDWARE ASSOCIATION.

The Nebraska Retail Hardware Association will hold its annual meeting in Omaha February 4, 5, 6 and 7, 1907, and in connection therewith will present also a Hardware Exposition. As this is the first attempt to give an exhibition of this kind, they desire to see the trade well represented, which, as they always have a good meeting, they are confident they will have no trouble in obtaining. J. Frank Barr, the progressive secretary, has been in correspondence with manufacturers throughout the country that could not help being interested, and many have given their assurance they will help to make the new feature a grand success. Diagrams of the space to be disposed of can be obtained of the secretary, at Lincoln. The exhibition will be given at the Auditorium.

NEW YORK STATE ASSOCIATION OF HARDWARE JOBBERS.

At the annual meeting of the New York State Association of Hardware Jobbers held at the Eagle Hotel, Kingston, N. Y., on Thursday, November 15, the following officers were elected:

PRESIDENT—A. J. Lowery, Utica.
VICE-PRESIDENT—E. C. Neal, Buffalo.
SECRETARY-TREASURER—Joseph Born, Syracuse.
DIRECTORS—Hobart Weed, Buffalo; Irving D. Booth, Elmira.

PEDDLERS.

A Washington judge has decided that the law licensing peddlers is unconstitutional, and the general trend of legal opinion seems to be along the same line. A careful study of the lay of the land will afford many a merchant insight into peddlers' methods and light for meeting their business in a way adequate and satisfactory. Nine times out of ten, local merchants can secure the business where their goods and prices are compared with those of the peddler. The advantage the latter individual has is in being on the ground with the goods. There is nothing which will take the place of personal contact, and goods and price comparisons. This method will not only defeat the aims of the peddlers, but will sell your own goods as well.

"U. S." METAL POLISH PASTE.

The manufacturer of "U. S." metal polish paste states that his product is an easily applied and non-injurious metal polish, producing a quick, brilliant and lasting luster. It has been used for years by discriminating buyers of polishing materials. Those who are not acquainted with the "U. S." are asked to write George William Hoffman, the manufacturer, for leaflet of particulars. Address him at 95 East Washington Street, Indianapolis, Ind.

THE LOCKWOOD COMPANY.

The Lockwood Company, 97 Chambers Street and 79 Reade Street, New York, is a newly-organized company succeeding the Allerton-Clarke Company at the same address. The business will be continued along the same general lines as heretofore, representing the same manufacturers, principally among which are the Lockwood Manufacturing Co., Builders' Hardware; F. & N. Lawn Mower Co., F. E. Kohler & Co., Seneca Chain Co., Starr Bros. Bell Co., Nicholls Mfg. Co., Weldless Framing Square; C. J. Kimball Co., high-grade Hand Tools; Chicago Flexible Shaft Co., and a number of others well known to the trade. The same working staff will be retained in the New York store, where a large stock of goods is carried. The officers are: Alfred J. Wright, president, formerly with the Yale & Towne Mfg. Co.; George B. Main, vice-president; Richard Battin, Jr., treasurer, and W. G. Van Ness, secretary.

DISTRIBUTING BOOKLETS.

Is the manufacturer's literature put to the best use in your store or is the expense he incurs to help you sell his goods practically wasted? Certainly the last is true if his pamphlets are scattered promiscuously about the counters, torn up for wrapping-paper, used to fill up empty space in packing-boxes or laid back on the shelf to accumulate dust and clutter up the space that should be better occupied.

One of the neatest, most convenient and most efficient methods is to use a rack similar to the wall pocket type employed by railroad companies at the larger stations, with a supply of one pamphlet (and but one) in each pocket. Arrange these so that none of the larger ones will cover the subject name of the one next above it and set the whole where people who come into the store can look it over and help themselves to the pamphlets in which they are directly interested.

Probably some will be taken by collectors, by children, and by inquisitive people; but any of these classes, especially the last two, may become or influence possible customers; in any event there is less waste than where the haphazard plan of distribution is made use of.

The extra convenience and neatness will more than pay the trifling cost of the rack during the years for which it is good, if taken care of. Then when the manufacturer's agent sees a special effort on the dealer's part to make the most of the advertising sent him the impression is a favorable one. That dealer will be sure to come in for due consideration when any advertising favors or favors of any kind are being dished out by that manufacturer to the retailer.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY
HARDWARE PUBLISHING CO.
309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

T. A. MACINTYRE, - - - - - - President.
J. H. EDWARDS, - - - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - Editor.
J. W. PENTZ, - - - - - General Manager.

NOVEMBER 25, 1906

Editorial Trade Review

The last fortnight in the Hardware markets has been filled with anticipated changes and preparations for what may be expected by January 1. The advances, although large in number, are not by any means unreasonable when we take into consideration the increased cost of material and of manufacturing at the present time. There seems to be considerable conservatism shown in making changes; the manufacturers evidently do not want to scare the trade into a belief that any radical advances are contemplated that will be of such moment as to affect the next inventory unfavorably, but will adjust the cost properly, even when inventoried at the market price.

The pressure upon manufacturers for goods ordered for winter continues, but in a modified degree; while deliveries continue in large volume, in an endeavor to complete orders already in hand. The car shortage is of lessened moment, and is found not quite so embarrassing except on the heavier requirements. The necessity for looking after the holiday requirements covering a large variety of goods for the trade, engages the attention of those in the trade who cater intelligently for that especial season, and deserve a fair proportion of profit from covering the buying field successfully. As so many of the finer kinds of goods enter into a stock selected with this end in view, a Holiday stock has the effect of making the store essentially attractive and facilitating sales.

In their programme of purchases for next year the jobbers have to be prepared at this time, with their orders for staples that are always booked for delivery a long way ahead, and the quantities have to be of that safe bulk that with a brisk trade can be added to, if it should be found necessary. Every effort is made at this fag end of the season in such goods, to even up the stock and place on future memoranda the safe quantities they cannot open the season without having on the manufacturers' books. The question that agitates the mental activity of the sanguine buyer is the one regarding the prosperity of the coming year and in what way it will affect the plans of the trade generally.

The season of the annual conventions of the Retail Hardware Associations will soon be upon us, and preparations are being made on every hand to make the affairs the most memorable of any season yet; by the dealers encouraging the Exposition of the manufacturers' products to so large an extent, and assisting the jobber by familiarizing the dealer at first hand with their manifold merits and interesting possibilities. This will have an effect of testing the advantages from a selling standpoint of the retailer, of many goods that may be later found in a jobber's stock endorsed in advance, by having been seen and viewed to advantage at the State Convention, representing 500 to 1,000 members, all active participants; and this might prove truly a blessing in disguise.

CURRENCY REFORM.

Following the report on reform of the currency by the special committee of the New York Chamber of Commerce, a commission of fifteen prominent bankers from different parts of the United States representing the American Bankers' Association, met in Washington and agreed upon the general features of a bill for submission to Congress. This action was taken in concert with the Chamber of Commerce Committee and prominent members of the Congressional Committee on Banks and Banking.

With concerted action on currency reform by the commercial organizations of the various cities, the American Bankers' Association, representing practically all the banking capital of the country, and the active help of the Administration it is believed a conservative currency reform bill will be passed at the forthcomming session of Congress.

The report of the commission of the American Bankers' Association sets forth its conviction that the existing bank note system is wholly unresponsive to the demands of commerce. It does not expand with the needs for currency in the crop-moving period, causing stringency, nor contract when the uses for currency are less extensive, causing redundancy.

Furthermore, the committee adds, we find that the banks are under the necessity of parting with their reserve money to supply the demand for currency at certain seasons, although that demand would be quite well satisfied if banks could supply their credit notes instead of depleting their reserves and causing a contraction injurious to business. To meet this situation the National Banking Act should be so altered as to permit under ample safeguards the issue of credit bank notes which would automatically adjust the volume to the demands for currency. Such notes can be issued under provisions which will insure absolute safety to the note-holder, an ample supply of currency to the public, relief from the disturbed commercial conditions which follow the present depletion of reserves when an increased volume of currency is required, and finally the certain retirement of the notes when they have fulfilled their purpose in the hands of the public.

The commission also rightly observes that "while this matter is one that affects every business interest, we believe that it concerns the general public even more deeply than it does the bankers. It is obvious that borrowers during three or four months of the year are forced to pay a materially higher rate of interest than would be necessary if banks could supply the currency demand by issuing their credit notes instead of depleting their reserves and being forced to demand the repayment of loans in order to replenish their reserves."

When the subject is more clearly understood by the business men of the country, the commission believes that demand for legislation which will permit issues of credit notes will come even more strongly from borrowers, whom it will most benefit, than from bankers.

The commission unanimously agreed upon the following principles which, its members believe, underlie a correct solution of the currency problem so far as it relates to the issue of bank note currency:

"A credit currency should be issued by the national banks of the country under proper restrictions.

"A bank note is essentially the same in principle as a deposit payable on demand. It is a book deposit converted into such form that it passes current. It resembles in character a demand certificate of deposit or cashier's check—simply a current deposit liability of the bank.

"It is important in any plan seeking to provide a more flexible

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currency that no measures should be taken which would impair the market value of United States bonds.

"Authority to issue credit notes under the same regulations should be extended alike to all national banks, but should not be extended to any national bank until it has been actively doing business for one year nor to any national bank which has not a surplus equal to 20 per cent. of its capital.

"Credit notes should be taxed at a rate which will produce a guaranty fund sufficient to redeem the notes of failed banks. Such guaranty fund should be deposited with the Government and out of it the Government should promptly redeem the notes of failed banks.

"Banks should keep the same reserves against credit notes outstanding as are now required by law against deposits.

"Active daily redemption of credit currency is the proper and only means of making it elastic, preventing redundancy, and automatically adjusting its volume to the actual requirements of commerce. All banks issuing such notes should be required to maintain adequate facilities for their prompt redemption in cities conveniently located in all sections of the country, so that all notes issued, however widely they circulate, can at no time get beyond a reasonable distance from a redemption city.

"We therefore unanimously recommend the enactment into law of the following, having the firm conviction that thereby will be provided a bank note currency safe beyond peradventure, and automatically varying in volume as needs of commerce vary.

CREDIT BANK NOTES.

"First. Any national bank having been actively doing business for one year and having a surplus fund equal to twenty per cent. of its capital shall have authority to issue credit notes as follows, subject to the rules and regulations to be determined by the Comptroller of the Currency:

(a) An amount equal to forty per cent. of its bond-secured circulation, but not to exceed twenty-five per cent. of its capital, subject to a tax at the rate of 2½ per cent. per annum upon the average amount outstanding. Provided that if at any time in the future the present proportion of the total outstanding unmatured United States bonds to the total capitalization of all going national banks shall diminish, then the authorized issue of credit notes shall be increased to a correspondingly greater percentage of its bond-secured notes.

(b) A further amount equal to 12½ per cent. of its capital, subject to a tax at the rate of 5 per cent. per annum upon the average amount outstanding in excess of the amount first mentioned.

"The total of credit notes and bond-secured notes shall not exceed the capital.

RESERVE.

"Second. The same reserves shall be carried against credit notes as are now required by law to be carried against deposits.

GUARANTY FUND.

"Third. The Taxes provided upon credit notes shall be paid in gold to the Treasurer of the United States, and shall constitute a guaranty fund for the redemption of notes of failed banks, and for the payment of the expenses of printing and the cost of redemption. In order that the Guaranty Fund may be ample from the beginning, any bank making application to take out credit notes for issue shall deposit with the Treasurer of the United States in gold an amount equal to 5 per cent. thereof. The unused portion of this initial payment shall be an asset of the contributing banks respectively, and shall be refunded from time to time when this may be done without reducing the Guaranty Fund below an amount equal to 5 per cent. of the Credit Notes taken out.

REDEMPTION.

"Fourth. The Comptroller of the Currency shall designat numerous redemption cities conveniently located in the variou parts of the country. Through the agency of the banks in suc cities adequate facilities shall be provided for active daily redemption of Credit Notes.

"Fifth. The provision of existing law limiting the retiremen of bond-secured notes to $3,000,000 per month shall be repealed.

"Sixth. All public moneys above a reasonable working balance, from whatever source derived, shall be currently deposited from day to day in national banks without requiring collateral security or special guaranty therefor, but in no case shall the balance carried with any bank exceed fifty per cent. of the capital thereof. All banks receiving such public moneys on deposit shall pay into the United States Treasury interest thereon at the rate of two per cent. per annum."

The earnest attention to this question by all business men, and their active co-operation with the forces now at work to accomplish currency reform, will force Congress to take early action on a matter of vital importance to continuance of our present unparalleled prosperity.

MEETING THE MAIL ORDER STOVE TRADE.

A recent number of an agricultural periodical contains the advertisements of fifteen dealers in stoves. Five of these refer intending purchasers to the local Hardware stores and ten make a bid for direct sales by mail. Most of them are seasoned advertisers. They know by experience whether it pays them to advertise or not and if it did not they would cease to do so. Evidently they sell goods by advertising and it looks as if Mr. Local Dealer was losing some of his legitimate trade.

A certain nation made a great military power of its most despised competitors by defeating them once and showing them how to do it. If Mr. Local Dealer would only profit by the lessons these lost sales ought to teach him it would be possible for him to make some of the stoves he does not sell more profitable than some of those he does; only he must not be above learning from his enemy, the mail order house, nor may he adhere to the belief that there is nothing in common between the two methods of doing business. As a matter of fact the local dealer has all the *natural* advantages; the catalogue concern all the *artificial* advantages, created by system and up-to-date business principles.

Many Hardwaremen make the mistake of believing that the mail order man's real stock in trade is merely cheapness, something he cannot afford to compete with on account of the injury it would work in his reputation among his better class of customers. This has been true, but is not true to-day, Out of the fifteen advertisers referred to, seven represent high-priced goods and make their bid for trade distinctly upon merit; either quality or special features. Their goods may not justify their claims, but their prices place them in the category with the dealers' standard lines, where competition is open to the local man. This is evidence that there is an outlet for high-priced goods even among patrons of the mail order houses and the local dealer does not have to draw upon the junk pile in order to compete.

Perhaps no other time is more propitious for approaching a man on the stove question than when he is at home leisurely reading his evening paper. He has time to think about it. Other matters are not vexing him. His thoughts are naturally less upon his business and more upon his home. Perhaps he has known all along that he must get a stove; still there is no harm in telling him of it and talking it over with him if it is done at the right time and in an unobtrusive manner. The mail order man takes advantage of this by putting the matter up to him at whatever time he feels like taking time to read the advertisement. Besides, most men who need an article do not like to admit it, even to themselves, until they have acquired enough information on the subject to become interested. Compulsory interest is a poor thing to trade on. If a man just buys because he supposes he has to have a stove and may as well take that as any other, the salesman who has had him in hand is a pretty poor stick. The average man begins in that condition. It is for the salesman to show up something that will arouse his enthusiasm. The mail order house does this through skillful advertising. If the local dealer cannot compete with them here, with all the advantages of window display, personality, pleased neighbors, personal interviews and personal examination of the goods themselves the catalogue house is not to blame. It has learned the lesson of not only talking but of saying something worth while. Right here is one of the points at which the local man is prone to fail.

The average customer does not care a rap whether you have been at the same old stand for days or years; what he wants to know is stoves. It does not matter to him that you have a great variety, for he only wants one. Single that one out and tell him about it, same as the catalogue houses do; then, if it isn't just the kind he is looking for, he will value a gentle hint that there are plenty of others in stock with variations. Nine-tenths of the advertising done by the retail stove men tell about the shop they keep or their big reputation, or something that tickles their own vanity. So far as such advertisements teach to the contrary, a stove may be a big block of iron with a flat place on the top to set a kettle on.

Most of the improvements made in stoves and other lines that have been placed in the hands of the local dealer by the manufacturer first reach the attention of the public through cheap imitations of the real thing, advertised by the catalogue houses. Who, for instance, but a mail order stove man, first told the public of a thermometer attachment to the oven door? The local man could have supplied us with that feature long ago, he tells us, but nobody knew it except himself and a few confidential friends. His advertising, if he advertised at all, told about his long experience, his efficient service, his big stock,

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etc. Why in the name of top-notch temperature didn't he know enough to tell us about this thermometer instead of sending us off to the mail order house to find it out? Naturally, when we did find it out, we looked a little farther and with a friendly eye into the output of the house that had introduced to us this pleasing novelty.

Many lines of Hardware seem too trivial to warrant special mention in an advertisement. This granted or not, stoves do not come under any such category. Nearly every family has to have them in some form. They are costly enough and there is enough margin of profit in them to justify a little earnest effort on the part of the dealer and of careful selection on the part of the customer. This makes the stove field especially inviting to the writer of skillfully worded advertisements and renders it a favorite assaulting ground for the catalogue house. What a grand chance for the legitimate dealer to meet the attack with a good stock of facts and Anglo-Saxon. The average stove purchaser is from Missouri; he wants to know, and you've got to show him. If you can't do that he will go to the catalogue house, where they will try to.

When the catalogue houses confined their competition to the one point of price the local dealer was handicapped by his own reputation until his people had a chance to get their stoves and test them. Now that this sort of thing has killed itself and the mail order people are compelled to solicit trade on claims of superiority and special convenience, the local dealer has the big end of it by means of his own advertising in local papers, by his window displays, by various methods of appeal available only to the man on the spot and with a personal acquaintance of the place, certainly interest any and every prospective buyer or attract the attention of any whom the mail order advertising has already interested. In meeting the latter over terms of price it had to be largely on the other man's ground; in locking horns over quality the mail order man has to fight the battle on the grounds of his local competitor.

But there is yet another point from which the mail order house is gunning heavily for victims; terms of sale, and here the advertisements are more than usually deceptive. Here again the local dealer has all the real advantage; only he must use it if he wishes to reap the benefits.

Most of the mail order concerns, doubtless forced by memories of the low-priced worthless goods with which they flooded the public but a few years ago, offer in glaring headlines, "30-day free trial;" "No money until after examination," etc. Simmered down they simply agree to ship the stove for a small deposit, subject to examination at the freight office; then if found satisfactory (and what newly-blacked stove would not pass muster under the inexperienced eye, especially if crated), the balance of the money is paid the freight agent and the stove delivered for the "free trial;" that is, it may be taken home and set up. If at the end of thirty days it proves so utterly worthless that the purchaser is willing to take it down, recrate and return it to the freight office and reset his old stove until another can be obtained or else go without, the money is supposed to be returned; at least that is the agreement. The local dealer who cannot puncture the bubbles of this highly inflated offer and give genuine inducements in their stead hardly merits success.

The free examination in his own store is an easy matter and a much more satisfactory one to both dealer and customer than a hasty squint in a freight office. Neither is any deposit required before making it. Then what stove, if it will stand at all, will not stand ordinary usage for a period of thirty days without showing enough defects to warrant the trouble of its return? The local man can duplicate this offer or multiply the time by three and still be safe, in standard goods. Occasionally the catalogue house offers a little time on part of the payment, good reference of course being required. Certainly the local dealer with his personal knowledge of his people could duplicate any such terms necessary with responsible people. If the catalogue houses seemed more generous in their credits than business prudence justified it would be easy to convince an intelligent customer that the man who paid his own bills must also pay the bills that the house lost through unwise credits.

There are many weaknesses in the offers of the mail order houses that the alert business man can see readily enough, but it is well to get them before the public with as little appearance of rivalry as possible. Interpret the real meaning, not sneeringly (for that reflects upon the interested reader's judgment), but rather by way of coming at the terms that he has asked to have duplicated, then try, if possible, to do a little more than he has asked. Trust to your customer to discover for himself the objectionable features of the advertised offer after you have brought them out in the lime-light sufficiently. He will think more of you and, more important still, will not feel that you think less of him and of his judgment. If shown one of these "thirty day trial" offers, reply at once, "Why certainly I will agree to take the stove back and refund your money, same as these people do, if it proves unsatisfactory. Thirty days is not time enough in which to really test a stove though; I will make it sixty." That tells him the story quite as well as to preach a sermon about how these catalogue people are trying to soak the inexperienced, perhaps with some remark thrown in about any fool knowing that thirty days was no test for a stove; it leaves a better taste in the mouth of the customer, too. It creates the idea that you are willing to treat the customer in all fairness and meet every reasonable test and that you are not laughing at him for asking it. Neither does it give any impression of venting petty spite on a competitor; but it shows up the incompleteness of the thirty-day test. The hollowness of the advertised offer may be still further brought out by urging a more careful examination of the stove while in the store and a comparison with other stoves. Tell him how you want him to look it over carefully before selecting and be suited now; that after he gets it home and set up he would probably hesitate to tear it out and change even if it didn't quite suit; so to be careful now. No need to tell him that the catalogue house relied more on his reluctance to do so much hard work all over again than on the merits of their goods; he will see that, once the idea is suggested to him in the other form. Again he will think more of you and will not fear that you think less of him. A discreet man can tell an intelligent man a good many things without saying them to him, and the truth is pretty sure to have more weight when absorbed than when just listened to.

To recapitulate, then, meet these mail order assailants of your stove trade

First; by advertising in the local papers, as they advertise in general mediums, to catch the attention of the man who needs a stove. Supplement this with window displays, stove talks, a regular stove campaign, during the proper season.

Second; by telling the people something that *is* something about stoves. Give them a plain, Anglo-Saxon talk on the oven thermometer and what it means to the housewife. Tell them what material should be used in making durable stoves. Explain the difference in stove wearing qualities between sulphur-charged iron and silicon iron; also the scrap iron affairs of unknown composition. Give a brief talk on "free examinations," at your store; another on trial tests; on any of your other troubles that the catalogue house advertises or your customers put up against you. Don't try to tell it all at once. One at a time, please.

Third; by meeting every offer with terms as liberal or more so; only first be sure just what the terms really are and don't be fooled by deceptive advertisements.

Fourth; if a customer leaves you and sends his order to one of these houses, don't lose your head or your temper. Learn what you can of his purchases; profit what you can by his experience. He may, in the end, have helped your business more than he has helped his own.

Fifth; remember that *all* stove advertising helps a little in awakening an interest in stoves and that all which is awakened will render your own advertisements more attractive providing they are real advertisements of stoves and not of your personal achievements. The very best time to sell goods of any kind is when some special interest in those goods has been awakened. The local dealer has the situation and the goods. If he is the man, if he has the ability of the true salesman, he need have no fear of these invading advertisers, but may rather welcome them as doing needed mission work in the presenting of the article itself, leaving to "the man on the spot" the pleasant task of engineering his own individual sales.

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PITTSBURGH AUTOMATIC VISE AND TOOL CO., Pittsburgh, Pa., have just issued a catalogue of the "Pittsburgh" Automatic Two-Way Vises, including Iron Workers', Solid Jaw, Wood Workers', Pipe, Single Swivel, Railroad or Heavy Chipping, Automobile, Jewelers', Experimental and Patent Vises, sectional views of which are given of the last named. The catalogue will be found of interest both because of its uniqueness and because of the Vises.

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LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

SEPARATION AGREEMENT ANNULLED BY SUBSEQUENT COHABITATION.

QUESTION.—A man and his wife who could not live amicably together, separated and entered into a contract of separation by which the husband agreed to make payments to a trustee for his wife's support. After they lived apart for several years, they decided to live together again and resumed their marital relations. A new disagreement having arisen, can the wife still compel the husband to support her as provided for in the separation agreement?

REPLY: Separation agreements made in contemplation of a separation which has already taken place, or is immediately to take place, whereby the husband agrees to make payments to a trustee for the wife's support, have uniformly been held to be valid and enforcible so long as the parties continue to live apart. But if the parties resume their marital relations and again cohabit as man and wife, the effect is to annul and destroy the separation agreement. The articles of separation are no longer in force. Consequently if a new disagreement arises and the parties again separate, the wife is not entitled to enforce the provisions of the old agreement.

MINOR—RIGHT TO WAGES.

QUESTION.—A man employs a boy who is under age to work for him, and pays the wages to the minor. After such payment he receives a notice from the boy's father that the boy spent the wages instead of paying them to the father, and that the father will hold the employer liable for the wages. Nothing was said at the time the boy was hired as to whom the wages should be paid. Can the father compel the employer to pay them over again?

REPLY: The general rule is that a father is entitled to the wages of his minor child, and unless circumstances can be shown warranting the conclusion that it was understood that the child might receive his earnings, payment to him will not be a defence to an action brought by the father. In some States, as in New York, this rule has been changed by statute. The New York statute provides, "Where a minor is in the employment of a person other than his parent or guardian, payment to such minor of his wages is valid, unless such parent or guardian notify the employer in writing within 30 days after the commencement of such services, that such wages are claimed by such parent or guardian; but whenever such notice is given at any time, payments to the minor shall not be valid for services rendered thereafter." It follows in New York that if the father has notified the employer that he claims his child's wages, the employer pays the child at his peril, and may be compelled to pay them over again to the father in case the minor does not turn them over to his father. But before such notice, under this statute, payment to the minor is valid.

TITLE BY ACCESSION.

QUESTION.—A owns a piece of steel worth $1. B steals it and sells it to C, who believing that he has a right to do so, makes it into a tool worth $20. Who owns the tool?

REPLY.—The tool still belongs to A, the owner of the bar of steel. C, of course, could get no title to the metal by purchasing it from a thief. Nor did he get any title by reason of the work performed by him, because it did not amount to a change of species. If one person performs work on an article or the materials belonging to another, the article in its complete form still belongs to the original owner of the article materials, even though the value of the work may exceed the value of the original article. The only exception to this rule is the case where an innocent purchaser of materials, believing he has title to them, makes them into something of a *different species* as where wheat is made into bread, or grapes into wine, or corn into whiskey. In such case the new product belongs to the person who manufactures it.

ARGENTINE AS A MARKET FOR UNITED STATES' GOODS.

By W. J. JOHNSTON,

Publisher of the *American Exporter*, who visited South America at the same time as Secretary Root, to study commercial conditions in our sister Republics.

The recent International Conference of American Republics at Rio de Janeiro, which I had the honor of attending, and the tour of Secretary Root have done much to bring the United States and the different South American countries together to the advantage of all concerned. Anything therefore, showing the resources and possibilities of the republics of the South is of interest at this time.

Argentina—one of our best foreign markets and, next to Brazil, the largest country of South America—in many respects resembles the United States and, like her, has agricultural resources that are almost unlimited. A combination of favoring circumstances, moreover, gives our Southern neighbor important advantages over many other countries.

For example, the Argentine is able to place her products on the markets of the world at prices almost beyond competition, owing largely to her geographical situation, her excellent climatic conditions, the relatively low price of land and the ability to utilize labor on the farms during the entire year, added to the fact that her live stock can be bred and fattened on the prairies; that the cost of labor is less than in such producing countries as the United States, Canada or Australia, and that practically every foot of her soil can be cultivated.

MR. ROOT'S RECEPTION.

On my return from South America, I was asked by the ubiquitous reporter what foundation, if any, there had been for the reports that the propaganda of American solidarity advocated by Secretary Root had not always been received with favor in South America, and that Mr. Root had even met with a hostile reception in Buenos Ayres.

It gave me pleasure to reply that I witnessed the reception of Secretary Root in Brazil, Uruguay and Argentina and that I did not see how the arrangements in Buenos Ayres to do him honor could have been improved. The city was beautifully decorated, and at night was a blaze of light. It was not alone the officials, but the people who cordially welcomed the United States Secretary of State.

THE FEELING TOWARD THE UNITED STATES.

I talked with all classes of Argentinians, and can say that the feeling toward the United States in that country, as in others I visited, is one of respect and admiration. Wherever I went I found United States manufactured goods much in demand. In fact, they are often given the decided preference, even when the prices are higher than those of the British or German.

Our trade with South America, however, labors under the serious disadvantage of having to be carried on through the medium of foreign houses, and often by men not only personally unacquainted with the operation of American machines, but also naturally inclined to favor the manufacturers of their own country. That United States manufacturers are doing the trade they are in South America notwithstanding this handicap, suggests what might be done in these countries if the merits of American goods were enthusiastically impressed upon buyers by American salesmen.

PREFERENCE FOR AMERICAN GOODS.

In the Argentine, as in other countries I visited, I called upon the principal importers and dealers and also upon some of the larger consumers, as well as upon officials, editors, bankers and other men of affairs.

The manager of one of the leading German houses in Buenos Ayres—a branch of a well-known German firm—told me that the business had been established in Buenos Ayres to sell exclusively goods made in the Fatherland, principally agricultural implements and Hardware. Customers, however, wanted American goods as better adapted to the conditions existing in Argentina. Most of the wares now sold by the firm are from the United States. Recently, by the way, this particular house remitted an American corporation manufacturing agricultural implements a million dollars in a single payment.

I was shown through the warehouses of another firm in Buenos Ayres—an English house, which also now handles principally American goods. This concern carries a stock aggregating in value $4,000,000 American gold. There are in Buenos Ayres many other large houses—British, German, French and Spanish—every one of which makes almost a specialty of American goods. I regret having to add, though, that there are practically no American merchants or dealers in Argentina, Uruguay or Brazil.

VISITING AN ARGENTINE "ESTANCIA."

It was my privilege to travel on the special train which the Argentine Government provided to enable Mr. Root to visit and

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see for himself how a typical "estancia"—what we in the United States would call a ranch or stock farm—is conducted. I had there the pleasure of also meeting and talking with a number of owners and managers of estancias and getting their views at first hand.

The special train, by the way, was one of the finest I have ever seen. The engine and the exterior of the cars were appropriately decorated with United States flags and bunting. The engineer in charge of the train was from the United States. At the end of the journey Secretary Root shook him warmly by the hand and congratulated him on the splendid run he had made.

The special car of Dr. Jose Figueroa Alcorta, President of the Argentine Republic, was attached to the train, for the use of Mr. Root and those who accompanied him. President Alcorta himself was a member of the party. So were the Minister of Foreign Affairs, the Minister of Agriculture, the President of the Provincial Chamber of Deputies and a number of other distinguished Argentinians.

At the different stations which the special train passed crowds were present to wave greetings to the United States Secretary of State. Villanueva, the station for the Vivot estancia, was gaily decked with United States and Argentine flags. A huge banner extending all across the principal street bore the words of welcome, "Viva Sud y Norte America."

A three-mile drive in four-in-hands brought the party to the estancia. After an informal reception and a luncheon that would have reflected credit upon the culinary resources of any country house in the United States or in Europe, Secretary Root and those who accompanied him were shown over the estancia.

This consists of six square leagues of land, or 26,570 acres. There are on the place 15,000 cattle of the Durham breed, 20,000 sheep and 3,000 brood mares. The animals are high class, many of them being blooded stock. For example, the highest price ever paid for a bull raised in Argentina was for one from the Vivot estancia. The Argentinians pay liberally for good cattle from the United States, England, etc., and are now raising some excellent stock of their own.

The estancia house, or homestead, is surrounded by an artistic collection of other buildings, including several chalets and a handsome private chapel. These give the place more the appearance of a small village than of a farm. Telephones connect the estancia house with the outlying posts of this vast tract of grazing and agricultural land.

THE MARKET FOR AGRICULTURAL IMPLEMENTS.

That United States manufacturers have already greatly benefited by the immense agricultural activity of Argentina is best demonstrated by the fact that we sold her during the last five years over $20,000,000 worth of agricultural machines and implements alone. Nearly all of these were supplied by a few of our larger manufacturers, who are represented in Argentina. High prices are charged for the goods, so that there is large profit to the dealer.

I am satisfied that other manufacturers, as yet doing little or no business in Argentina, can develop a good demand in that country for their apparatus, machinery and supplies. A number of prominent dealers to whom I talked were anxious to secure salable specialties in the agricultural and other lines.

Although the owners of the plantations are wealthy, they take pride in giving their personal attention to the work of their estancias. They are men of culture, some of them having been educated in the United States or in England. They read and keep informed as to what is going on in other countries. They therefore realize that the conditions in the United States are much the same as in their own country, and for this reason are much interested in the progress made here and in the implements and machinery we manufacture.

Even the Europeans who purchase land and make their homes in Argentina—the immigration during 1905 was 221,622—show a preference for United States implements and machinery.

IMPORTS AND EXPORTS OF ARGENTINA.

The Argentine Republic embraces an area of 1,135,840 square miles. Pastoral industry may be said to constitute the mainstay of her prosperity. Scattered over the country are about 120 million sheep, 30 million cattle, 55 million horses, 3 million goats and 1 million pigs.

The population in 1903 was estimated at 5,005,853 and is now about 6,000,000. In other words, Argentina covers a territory more than one-third the size of our own country and has almost as many people as Canada.

One city, Buenos Ayres, has 1,000,000 inhabitants; Rosario has 140,000; La Plata, the new capital of the province of Buenos Ayres, 90,000, and Bahia Blanca more than 50,000. These comprise the principal ports of Argentina. There are, however, in the republic, four other cities each of 25,000 inhabitants; fourteen more of 10,000 each and eight others of 5,000 each.

The imports into Argentina—principally agricultural implements, machinery, Hardware and other articles such as are made in the United States—have increased from $88,973,000 in 1897 to $197,974,000 in 1905. For the six months ending June 30th, 1906, they were $112,905,000. The total imports from the United States in 1905 were $28,429,200, and for the first half of 1906, $15,840,790.

The exports from Argentina—consisting almost wholly of products of the soil—have grown from $92,123,200 in 1897 to $311,544,000 in 1905. For the first half of 1906 they were $160,164,062.

In a letter written to Secretary Root, during his recent visit to Buenos Ayres, Mr. Francisco Seeber, ex-Mayor of Buenos Ayres and author of the well-known work "Greater Argentine," said: "Our exports this year will amount to $55 per head, as against the United States' $18; our imports to $39, as against the United States' $12."

THE CITY OF BUENOS AYRES.

A few words about this magnificent South American capital may not be out of place.

Founded in 1535, the city of Buenos Ayres has not only some age to its credit, but as a truly cosmopolitan city, and in its energy, life and advanced civilization, it may fairly claim to rank with the greatest. Standing tenth in the list of cities of the world, and second only to Paris itself as a Latin centre, Buenos Ayres is a positive revelation to the traveler who sees it for the first time. The wide avenues and the beautiful parks with which it abounds, the palatial buildings and residences, the luxurious clubs and theatres, the extensive and well-organized system of electric street railways (with a mileage of more than 300, and which in 1905 carried 179,186,434 passengers), the well-edited newspapers (whose daily editions contain cable news from all parts of the world, including extracts from the English and Continental journals of the same day), the high standard of education obtaining among the better classes, the style, dress and manners of the people, the immense display of electric light, the incessant activity, the vast amount of shipping (3,536 vessels entered the port in 1905), and indeed every phase of life, combine to give to Buenos Ayres something of the movement of London with the brightness and gaiety of Paris.

Out of a total population of a little over 1,000,000, the foreigners in Buenos Ayres include about: Italians, 230,000; Spanish, 105,000; French, 28,000; Uruguayans, 28,000; British, 6,000; Germans, 6,000; Austrians, 3,500; Swiss, 2,500; other nationalities, 22,000.

It may interest readers of this publication to know that the well-known daily *La Prensa*, of Buenos Ayres, occupies the handsomest and best equipped buildings of any newspaper in the world. The same enterprising publication maintains in New York its own bureau, which every evening cables it the important news of the day.

MEMPHIS FIRMS REORGANIZE.

Two important changes have been made in the large Hardware companies operating in Memphis, Tenn. The partnership of Thomas, Barnes & Miller, which has conducted a wholesale Hardware business there for several years, has been dissolved and a stock company, to be known as the Miller & Barnes Hardware Co., has been formed, with a capital of $175,000. W. G. Thomas, a member of the old partnership, has sold his interest to Messrs. Barnes and Miller, and has retired from any connection with the firm. The capital stock has been greatly increased by the stock company, and it will enlarge its scope of operations.

The Pidgeon-Thomas Iron Co. has made application for a charter, with a capital of $100,000. This firm is the successor of the Manogue-Pidgeon Iron Co., which has been in business here for many years. John Manogue, one of the partners in the old firm, has sold his interest to W. G. Thomas, who retired from Thomas, Barnes & Miller. The incorporators are: Phil Pidgeon, W. G. Thomas, C. B. Frazier, George Randolph and Thomas I. Clarke. The company will add sawmill supplies and other iron and steel products to its business.

E. S. HULBERT & CO., INC.

The business of E. S. Hulbert & Co., Bernardston, Mass., manufacturers of cutlery, has been incorporated under Massachusetts laws as E. S. Hulbert & Co., Inc., with a capital stock of $25,000, and the following officers: President and treasurer, Alonzo Alvord; clerk and general manager, Henry L. Crowell; directors, Messrs. Alvord, Crowell and F. B. Dennison, who is the factory superintendent. The corporation takes over the real estate owned by the late E. S. Hulbert, and will continue the manufacture of the special line of high-grade cutlery which has been known to the trade since the business was established in 1846. The company has recently installed a new engine, and it is the purpose of the management to increase the output of the factory.

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HONEST ROOFING ONCE MORE TO THE FRONT

We present herewith two editorials which appeared in the *Metal Worker* of recent date, which marks the change taken by the roofing tin manufacturers of this country that will revolutionize the use of roofing tin. The American Sheet and Tin Plate Co., of Pittsburgh, inaugurated this step, but all other Terne Plate manufacturers will soon get into line. In the future, it will not be necessary for the architects, builders, roofers or the property owner to take some other person's say-so regarding the quality and the coating on Terne Plates. All brands will bear weight of the coating plainly on every sheet, and therefore there cannot be substitution. The result will be that a great many more Terne Plate Roofs will be laid, and the old-time satisfaction will again be realized in all cases where care has been given to the subject.

PUTTING ROOFING INDUSTRY ON HIGH PLANE.

We congratulate the tin roofers of the United States; we congratulate the architects and the public; we unequivocally record our approval and hearty commendation of the courageous stand now occupied by the manufacturers of terne plates upon the insistence that the tin plate business shall stand upon the rock foundation of "the square deal." *The Metal Worker* takes pride in reciting that this industry which, since the enactment of the McKinley bill, has come to be regarded as a monument to the skill, energy and sagacity of American ingenuity, is among the first, without coercion, to catch up the war cry of the twentieth century and in its refrain announce to the world that the proper conduct of business demands a high moral standard.

The sale of roofing plate is to be revolutionized. For decades, for a century or more, this article of commerce has been sold by private marks, by twisted, thread-worn meaningless appellations, such as "Old Style," "Old Method," "Redipped." In early days, no doubt, these terms meant something, but in the scramble for business through these long years they have become hopelessly confused, and the buyer of roofing plate has found himself groping about with a bewildered and faltering step among the honest or dishonest assertions of this salesman or of that. All this is to be changed—the architect, the roofer or the house owner, provided only he can read—is to be able to secure precisely what he pays for, and is to be able himself, without any technical knowledge, to determine this point absolutely.

The American Sheet & Tin Plate Company officially announces that it has decided, on all of its brands of roofing plate, to stamp each sheet with the amount of coating it carries per box of 20 by 28, and not only this, but every waster plate is to be stamped "waster." This will in a large measure prevent the possibility of misrepresentation in second, third or fourth hands and insure to the one calling for such a plate a square deal. That the company which has taken the initiative in this innovation runs some risk of a loss of business during the period when architects, builders and roofers are being made familiar with such a frank statement of quality must appear evident to all who give more than superficial attention to the far-reaching action. The move strikes at the very heart of the industry. It concedes to the tin roofer more than he has asked; it crushes the malpractice of years in one fell stroke, and with firm grasp uplifts the business to a plane of dignity and honor. As such it enforces co-operation, it demands the support of all manufacturers, of all roofers, of all architects, of all builders.

Eliminating single interests, a broad view of this bold advance more fully explained in another column leaves no doubt that the integrity and plane of the whole roofing industry will be raised by simple co-operation.

A SQUARE DEAL IN ROOFING PLATES.

The tin roofer now has the opportunity of buying just what he wants and of knowing just what he gets when he buys roofing plates. His demand has been urgently presented for a change which would give him this information correctly. All of the old confusion as to quality and grade has been swept away by a notable departure which is a long step in the right direction. It is what President Roosevelt might term a square deal in roofing plates. The American Sheet & Tin Plate Company has arranged to stamp on each sheet of terne plate it manufactures, not only the brand, as has heretofore been done, but also, and vastly more important, the number of pounds of coating which it carries. The buyer of roofing plates is to be still further protected, as the company will stamp on all waster plates the word "waster" in letters ⅜ inch high. This very important step has been announced to jobbers, and is favored by all the leading jobbers to the extent that they have ordered the company to stamp on all their private brands the number of pounds of coating which they carry. Beyond question this is more than the roofers, who have been conferring with the manufacturers for almost a year, expected could be accomplished in so short a time.

These newly stamped plates will probably make their appearance on the market about the first of the year. In addition to stamping the plates, the company announces that a much closer inspection of the sheets turned out is being made than heretofore, all tending to secure to the buyer sheets so coated as to stand successfully both the exposure to weather and the ravages of time and service. The reduction in the number of grades which has been requested is not open to the same positive treatment, but when all roofing plates carry a stamp with the number of pounds of coating on them all who are interested know the grade they are getting and the opportunity for substitution with all its pernicious effect is destroyed. The stamping of the plates in a large measure disposes of the question or satisfies the desire for a reduction in the number of grades, and yet allows a freedom to the buyer which is essential to meet the requirements of some customers. That the difference in cost of roofing plates is in a large measure due to the weight of the coating they carry can be readily explained to those who do not know it, as can also be explained the increasing advantages of plates carrying the heavier coating.

This new stamping of the plates will give important information not only to the tin roofer, but to the architect, the builder and the final owner of any building covered with a tin roof. Many architects have confessed to the confusion which the variety of brands and claims made for plates brought to them, when the selection of the tin for covering some important building must be made. The builder and the owner of either a new building in course of construction or the property owner has experienced an equal confusion when earnestly seeking for light on the roofing plate question. Under the new method of stamping the conscientious roofer has a fairer chance in competition, and when the plate has been decided upon which is to cover the roof all of his competitors are on an even footing with him. The opportunity of those who were unscrupulous and used a multitude of brands to induce a customer to prompt the substitution of one of lower grade and value for one of higher cost than serviceability has been practically destroyed.

This departure has not been made without some risk of a loss until the loyalty of the tin roofer to the best interests of his business has been tested. This step taken by one manufacturer offers the roofer an opportunity for a choice of both his methods and plates. The roofer should join in the work of acquainting architects, builders and his other customers with the relative value of plates carrying different weights of coating. If the best interests of all concerned in this new enterprise are considered there can be no question that the average price of covering roofs with tin plate throughout the country will substantially advance. This will make it incumbent upon the tin roofer to cultivate that art of selling which induces the customer to purchase that which is sure in the tin roof to give increased service for the increase in price. It is important that the jobbers of tin plate have shown their favor to this positive presentation of the quality on each plate in spite of the fact that it is said the jobbers make the largest profit from their private brands. It is equally true that those who supply tin plate to the roofers have endeavored to meet the demands of their customers for plates of cheaper goods. Now those who want low priced plates can secure them, but in the full knowledge that they do not have the qualifications for satisfactory service which the higher priced plates possess. That there may have been a shuffling of brands to the disadvantage sometimes of the roofer, and frequently to his customer, is probably the cause for some of the discontent with existing conditions which led to a demand for some change for the better. We would counsel the roofer to prepare himself for some lively work before builders and owners are willing to meet conditions fairly. Many will desire to buy a plate with 25 or 30 lb. coating at the same price as a plate carrying but 12 or 15 lb.

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WHAT THE STOVE MANUFACTURERS ARE DOING

THE S. M. HOWES CO.

The S. M. Howes Co., 40-46 Union Street, Boston, Mass., are placing upon the market this season their most recent production in the way of Ranges, which is the Howes Monarch, "Premier" style, and is illustrated in the accompanying cut, and referred to by the manufacturers in the following terms:

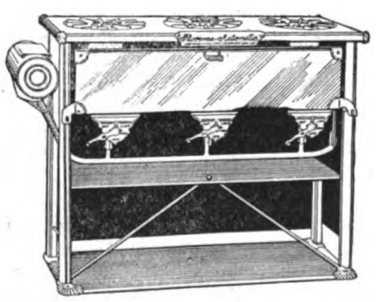


MONARCH RANGE, "PREMIER" STYLE.

"This is our latest style, having all our former improvements and the additional advantage of plain, smooth castings, which are easier to keep clean. This range has removable rails and oven thermometer, and is the most complete and up-to-date one we have ever offered. The firebox is of ample size and the flues are large, easily heating the oven at any time of day. We furnish dockash, triangular or plain grates, reservoirs, wood-fixtures, coils, high closets, etc."

CENTRAL OIL & GAS STOVE CO.

The Central Oil & Gas Stove Co. of Gardner, Mass., U. S. A., are placing on the market the "Florence Automatic Wickless, Valveless, Blue-flame Oil Stove" containing exclusive features which appeal to the modern housewife by their wonderful simplicity and economy in the use of fuel and adaptability to the various requirements of the kitchen, where varying degrees of heat are necessary. In place of the ordinary wick or valve with their attendant woes, the Florence Automatic uses a lever, by means of which the flame is instantly regulated to any desired height by raising or lowering the burner bowl. When through using the stove the burner bowl is raised as high as it will go; this causes the surplus oil to drain out at once, saving that much fuel, and the stove goes out quickly.



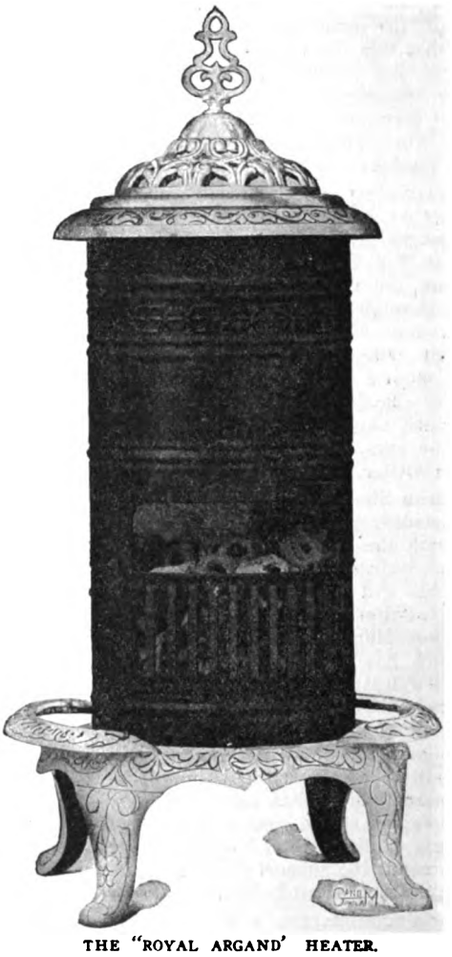
THE "FLORENCE AUTOMATIC" OIL STOVE.

The Florence Automatic is made in four popular sizes, one of which is shown herewith and, while it has been on the market successfully since 1898, it has been quite radically improved for the season of 1907 and should prove a valuable line for the enterprising dealer. Full descriptive catalogues and prices will be furnished by the manufacturers on application.

ALBANY FOUNDRY CO.

The Albany Foundry Co., Albany, N. Y., are the manufacturers of the Royal Argand Odorless Blue-Flame Gas Heater, height 30 inches, weight 32 pounds, with 9-inch polished blue-steel drum, and finished in black or full polished nickel.

The burner and mixer shield are of cast iron, heavy and durable and so proportioned that perfect combustion is assured. There are no gauzes to burn out, no drilled holes to corrode and clog and no frail or perishable parts. The burner is bolted in three places to the base which insures base heating by contact to the practical extent of 110 degrees. The air circulating flue. The superfluous heat which is deflected to the floor is taken by the air circulating flue located in back of drum, upward to the baffle plate which in turn deflects it downward across the fire thereby diluting the products of combustion, while still intensely hot, to an odorless state and emits same through the ornamental top. The open grate effect. This Heater is supplied with an artificial fuel of a highly incandescent nature which heats to a bright glow almost instantly and produces a most cheerful effect together with greatly increasing the heating capacity.



THE "ROYAL ARGAND" HEATER.

At a consumption of 24 feet per hour, this stove will heat a large room in fifteen minutes, and can thereafter be turned down to the minimum. The artificial fuel will retain its glow, and radiate a dry and odorless heat at a remarkably low cost. The ornamental top is hinged, and can be swung backward, affording a cooking top.

Material and construction. The material in this Heater is of the highest possible quality. The drum is formed of mirror-finished polished steel. It retains its original color, and will not blister, peel, chip or become pinholed as is common with ordinary black iron. The castings are made from the very best grades of coke and iron, and are smooth and carefully fitted. Nickel-plating is heavy, highly polished and very durable. Every Heater is thoroughly tested, and inspected by an expert before it is permitted to leave the factory.

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BRIDGE & BEACH MFG. CO.

The Bridge & Beach Mfg. Co., St. Louis, Mo., are the manufacturers of the "Royal Superior" Range with Reservoir and High Closet for Coal or Wood, being a square-oven cast range. A very durable and well constructed all cast range; can be furnished with or without reservoir; bracket with ten shelves, or polished steel warming closet, as desired. Constructed for water coils or water heaters. Large, square 18 and 20 inch ovens. Extra large fire boxes, with removable duplex grates, and an extension for wood. Fire backs guaranteed to last five years for coal. Drop draft door, sliding draft damper in top plate; handsome cast base; superior ribbed covers and centers; reducing ring cover. Full nickel top band with corners. Nickel ash guards. Nickel oven door frame, panel and handle. Oven door lined with polished steel and balanced. Encased Enameled Reservoir is detachable, and has patent damper, Japanned covers and nickel panel. The "Royal Superior" has proven a success, and seems to be what the merchant has been wanting—an immense seller.



THE "ROYAL SUPERIOR" RANGE.

GALUSHA STOVE CO.

We illustrate the latest cast iron range of the Galusha Stove Co., Rochester, N. Y., which is the "Norman Classic," designed to supply a demand for a cast iron range with very little ornamentation, with nickel parts, such as there may be, all removable and easily cleaned, at the same time a range of good capacity and one which has an established reputation as a baker and fuel saver.



THE "NORMAN CLASSIC RANGE.

To meet this growing demand they have placed on the market the "Norman Classic" range. The cut shows you the stove from a photograph taken from "life," giving its rich plain appearance and style of mantle shelf.

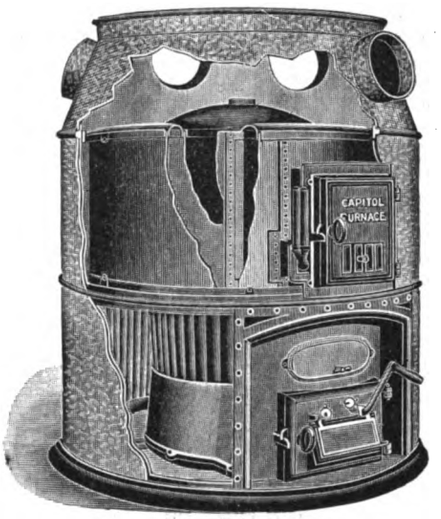
The only nickel parts on this stove are the bands, which are finished by their celebrated silver nickel process. The grates are removable without disturbing any of the fire box linings. The fire box is of their patent round cornered design, which permits of no clinking of the cinders or ashes. It is long, wide and deep, of big capacity. The stove can be fitted with water-front if desired, or it can be sold with water tank at rear.

The oven is high, perfectly square and deep. The flues are lined with plaster paris cement, which retains the heat for baking power, and in this way economizes largely the fuel which is consumed.

It has a large, deep drop broiler door. The draft door and hearth plate are made together, which gives an absolutely air-tight base. The castings are made of the best quality of silver gray iron, and have a finish that is excelled by none. This stove is made in both 18 and 20 inch ovens, wih or without reservoir, and is furnished either with high mantle shelf or back rail, according to the taste of the buyer.

MONROE FOUNDRY AND FURNACE CO.

The Monroe Foundry and Furnace Co., Monroe, Mich, are the manufacturers of the Floral City Capitol Furnace for hard coal, soft coal or wood, which they have made to meet the demand for a furnace with a so-called Horse-shoe Radiator.



THE "FLORAL CITY CAPITOL" FURNACE.

This furnace is not put out with a view to producing a competition furnace, considering price only, as are many furnaces of similar appearance now on the market. Their policy has always been to make only the best, and in the construction of this furnace they have striven to produce a durable, powerful and economical heater embodying all the best features of up-to-date furnace construction. The distinctive, as well as the most important feature of this heater is the dome or body with the other return flue or horse-shoe radiator. This dome is high enough to give an extra large combustion chamber, and at the same time make a furnace low in height and therefore well adapted for low basements. Ample air space is left between the dome and inner circle of outer radiator, and the radiator itself is of ample dimensions.

THE HERENDEEN MFG. CO.

The Herendeen Mfg. Co., Geneva, N. Y., was established in 1868 and incorporated in 1888. For a generation they have been continuously engaged in manufacturing, in increasing numbers, Furman Boilers. These Boilers are now made in many styles—Round, Sectional, Brick-set, Asbestos-covered, etc., as shown in their various catalogues, and they believe they contain every real improvement that this long manufacturing experience and skill have been able to produce.

The well-known economy of fuel and ease of management of Furman Boilers are largely due to four principles of construction:

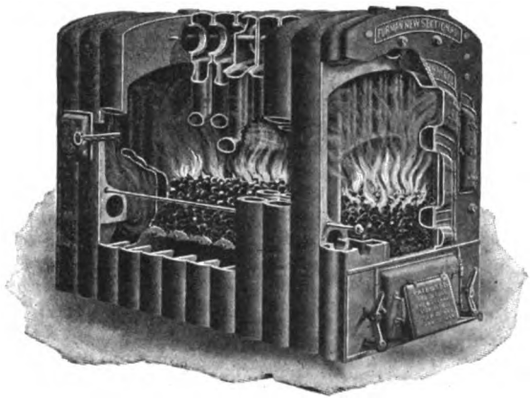
1st. All fire strikes directly against the large water-heating surfaces at right angles.

2nd. The water in Furman Boilers is divided into small units, thereby absorbing heat quickly.

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3rd. The vertical movement of water through Furman Boilers insures rapid and powerful circulation.

4th. Furman Boilers have large fuel capacity, thereby requiring minimum of attention.



THE "FURMAN" BOILER.

As an investment, they will return large dividends in improved health, increased comfort and fuel saved.

A very elaborate catalogue of the Furman Boilers may be had of the makers on request of any one in the Trade.

M. TRAVILLA.

M. Travilla, Quincy, Ill., is pushing the sale this season of the "Marshall" hard coal base burner, which has been on the market for a number of years, but has been pushed on its merits during the last three years until it has reached a sale of upwards of 1500 a year. We illustrate the heater herewith.

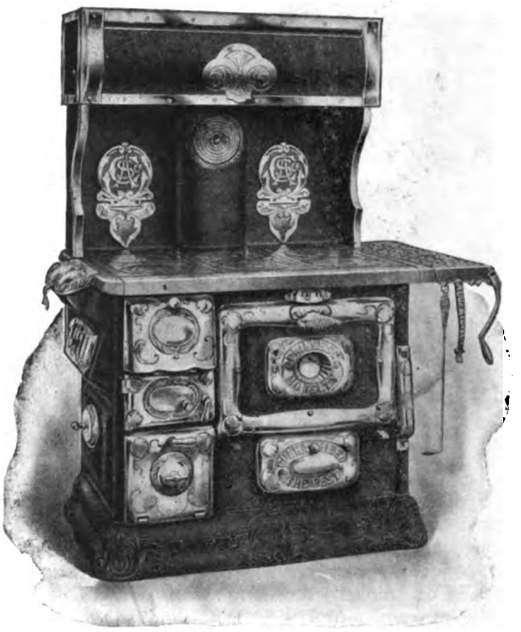


THE "MARSHALL" BASE BURNER.

This stove is one of the most powerful heaters ever made as a hard coal or coke burner, being a full base heater, having four three-inch columns which the hot air must pass through, being drawn from the bed of fire to the dome of stove, thence down the four columns to the base of the stove. It makes an entire circuit of the base, thence out via the back flue or pipe collar, which is six inches in diameter, and extends from the base of the stove to flush with the main top, thus causing the heat to pass through the stove three times before entering the stove pipe, and in addition the heat from the main body of the stove, making it a quadruple heater. It has heavy fire-brick lining, large fire-pot, heavy draw center grate, large ash pan. All flues are broad and deep, poker door in front is large and made for convenience, screw dampers in ash box door, mica doors in front, mounted with best planished iron, and put together perfectly air tight, this being very essential in the successful burning of hard coal. It is a perfect fire-keeper and very economical. Patterns and designs are original. The urn, urn bottom, name plates, regulator, foot rails, knobs and hinge pins, screw dampers and four top caps are nickel-plated.

ABRAM COX STOVE CO.

The Abram Cox Stove Co., Philadelphia Pa., and Chicago, Ill., are manufacturers of the Princess Novelty Range, of which we give an illustration herewith. The Princess Novelty is a cast-iron right-hand-oven Range, furnished with an improved form of Duplex Grate for hard coal or with Triplex Grate for soft coal. Grates may be drawn out and replaced through open grate door without removing any bolts, as quickly and easily as the drawer of a bureau. Capacious firebox with rounded corners. Convenient cleanout under nickeled cleanout panel below oven door. One nested ring cover. Drop oven door with spring attachment. Oven door lined with heavy plate metal, bringing inside of door flush with oven bottom when door is



THE "PRINCESS NOVELTY" RANGE.

open. Oven door, when open, forms very large, firm shelf, a great convenience for basting, etc. Inside of oven aluminized—a neat, clean and durable finish. Aluminized oven rack of beautiful design, may be placed at five different positions. Pouch feed projecting well out from end of Range. Screw draft plates in end of Range, in ashpit door and draft pipe—these plates close tightly and enable the user to control the draft exactly as desired; they are a marked improvement over the old style, loose-fitting slides. Extra deep ashpit. Unusually capacious sheet metal ash pan, finished in aluminum. Large smoke collar, unobstructed by lugs or bolts. Top made of four heavy outer plates with three panels set therein to hold the lids and cross pieces. The Princess Novelty is furnished either in Belanoir Bronze, or in permanent Black and Nickel. We recommend the Belanoir Bronze as the finest and handsomest finish ever applied to a Range. The permanent Black and Nickel is also a very effective and durable finish. Entire top in a permanent and beautiful burnished gunmetal finish. Top oven plate heavily ribbed and very durable. Improved quick-acting sheet flue system, so constructed as to insure rapid and uniform heating of the oven. Heavy sliding oven and draft damper, operated from top of Range. Damper rod and damper removable without disturbing any other part. Reservoir has large tank and is furnished with special heat-deflecting damper. The thermometer in oven door is of the latest and best type, very sensitive and accurate, and a great convenience to the careful cook. The following parts of the Princess Novelty Range are finely and heavily nickeled when the Range is finished in permanent Black and Nickel: Ashpit door, cleanout panel, grate door, wood door, oven door frame, name plate, door spring box, door handles and knobs, screw valve plates, ornaments, brackets and top trimmings of high closet and high shelf. Corresponding parts are highly burnished when Range is furnished in their incomparable Belanoir Bronze finish.

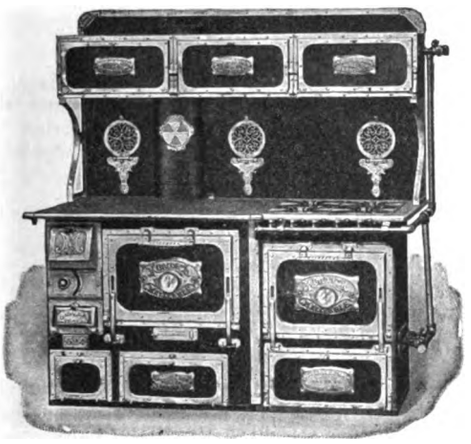
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The retailer who is now advertising lawn mowers, corn planters, mosquito killers and chagre cures is doing more to help the mail-order houses than the consumer who sends them his order. Who wants to trade at an out-of-date store? What up-to-date store will advertis that way?

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MALLEABLE IRON RANGE COMPANY.

Malleable Iron Range Co., Beaver Dam, Wis., have recently added to their assortment a line of Gas Ranges, and Gas Attachments for use in connection with Monarch Ranges, which we illustrate herewith. To assist the dealer, they issue a Monarch Cook Book, filled with recipes of good dishes that may be made on the line of Ranges they manufacture, and a booklet entitled "Our Plan," in which they detail methods that cannot but be found extremely useful in the sale of their product. They issue a handsome catalogue of their Malleable Iron Ranges, filled with superb half-tone illustrations that present a very fine appearance. From this catalogue we make the following extracts, conveying an idea of the energetic way they benefit their customers, and which gives an outline of their persistent methods of helping the dealer:



NO. 47, "MONARCH" GAS SECTION.

"We believe in helping the dealer sell our Ranges, and to that end we have spent thousands of dollars on national and local advertising—not simply to impress a name—but to get the dealer and the customer together—to turn actual sales to the dealer.

Our Advertising Department is in charge of a Range Advertising Expert, whose work has shown the most wonderful selling results ever obtained for stoves or ranges. Our Advertisements deal with the ordinary range dissatisfaction, and show why the Monarch overcomes them all, why the Monarch saves fuel, and why the Monarch is the most economical range to buy. We run these advertisements during the regular range-buying season in the leading magazines, periodicals and farm journals, which we know will have the largest circulation in your particular locality. We make an offer in our advertisements that brings the intending purchaser face to face with you over the range.

We have a Cook Book prepared for us by one of the best known and highest authorities on domestic economy in America.

This Cook Book contains a thorough talk on the Monarch, showing why the Monarch cooks better, uses less fuel and is the economical range to buy. It is a real book (not a pamphlet), with 144 pages handsomely printed on heavy paper, with board covers, bound in cloth. In our advertisements we offer this splendid book free to any one who intends purchasing a cook stove or range within a year.

We send the book to you. We send the inquirer an order with directions to go to you for the book. Thus you see each inquirer we interest in our national advertising in your locality must go into your store to obtain his or her Cook Book.

Those inquirers who do not buy a Monarch immediately, together with those people whose names you send us on a special card (we supply you free) as being interested in Monarchs—as likely purchasers, are then given over to our successful range salesman. We at once commence a series of personal letters—not printed forms—telling all about the superiority of the Monarchs and seeking by every possible sales argument to sell the Monarch. Whenever he effects a sale by this means you obtain the full benefit—your profit is not cut in the least.

Now that's our plan, Mr. Dealer. Do you see anything in our plan for you? If you don't, or if there's any question in your mind, we'll be glad to hear from you."

BONNET-NANCE STOVE CO.

The Bonnet-Nance Stove Co., Chicago, Ill., offering their new Triumph Steel Range, has this to say about competition:

Much is said nowadays in regard to Catalogue House competition, but little, if anything, has been done to thwart this competition either by the stove dealer or by the stove manufacturer, notwithstanding their futile efforts in that direction. It is a well-known fact that Catalogue House trade has been built up solely by educating the public to believe the Catalogue House undersells the retail merchant, and while this is partly true, yet in many instances inferior goods are offered for sale by the Catalogue House which the retail dealer could not and would not sell.

We have a scheme, which with the co-operation of the stove dealer, we believe will be of real benefit to him and ourselves;



"TRIUMPH" STEEL RANGE.

but to make this scheme operative, we must have your personal assistance, as success depends upon hearty co-operation of all stove dealers. We call your special attention to the enclosed cut of range, which you will readily recognize as being extensively advertised in your local paper and farm journals by a prominent catalogue house. How many times have you been brought face to face with this competitive range?

The "net cash" price that we ask for this range will enable you to realize a handsome profit, but would suggest that you make your price considerably lower than the Catalogue House price, for obvious reasons. We ask that you set this Triumph range up attractively in your show window, issue circulars and advertise it in your local papers. We will furnish cuts at actual cost. This range will help you sell not only your other stoves, but your other goods as well, as it will prove to your customers that you can undersell the Catalogue House, and leave the inference that your other goods are equally low in price.

Will you not contribute your assistance toward crushing this Catalogue House competition, which not only threatens you but us as well? Please remember, that the success of this scheme depends solely upon the assistance we receive from you and other dealers, and if we do not get your assistance, we shall be compelled to withdraw our offer. However, if we get the support we anticipate, we shall then get out another pattern that will be equally effective in breaking this kind of competition, and thus slowly win back to you and other dealers the legitimate stove trade that has fallen into the lap of the Catalogue House.

Let us have your views in this matter, and please make any suggestions which you think will aid us along these lines. Above range is the Triumph Six-hole Steel Range, and is made from polished blue steel, has six covers, one of which is sectional, asbestos lined, cast flue strips and flue cup screw draft registers, duplex grate, cast base, and full nickel trimmed like the best grade ranges.

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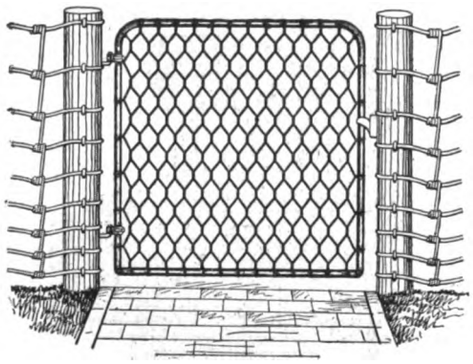
OSBORN MFG. CO., Cleveland, Ohio. Catalogue No. 121 of Brushes and Brooms, Foundry Supplies and Hardware Specialties. Former lines of brushes, etc., have been largely increased and a number of new ones have been added. Attention is called to the numerous lines of brushes for special purposes, which will be found in this book; for example, there are, in addition to a full assortment of brushes, brooms, etc., for the general trade, complete lines especially designed and manufactured for Railroads, Foundries, Painters, Platers, Heater and Boiler Manufacturers, Shoe Manufacturers, Brewers, Bakers, Butchers and Packers, Creameries and Dairies, Canning Factories, etc.

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NEW GOODS AND SPECIALTIES

CYCLONE FARM GATE.

Cyclone Woven Wire Fence Co., Waukegan, Ill., and Holly, Mich., are the manufacturers of the wire Farm Gate which we illustrate herewith. This Gate has a galvanized wire filler, and is hand-woven diamond mesh, which is drawn very tightly, and furnishes such a rigid brace against sagging that a gate 16 feet

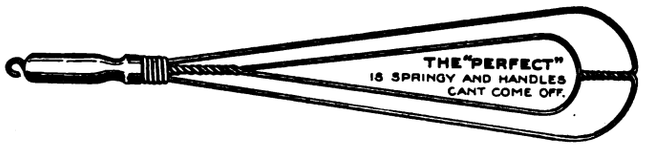


CYCLONE FARM GATE.

long made by this company requires no outside bracing, and will hold their shape against any strain. The frame is tubular steel, all fittings malleable. These Gates are sold to the trade at a very low price.

"PERFECT" CARPET WHIP.

C. K. Hutchins Co., Buffalo, N. Y., manufacture among various salable articles the "Perfect" Carpet Whip, as illustrated herewith. It is manufactured from stiff coppered No. 10 wire. The outside wires coiling around the handle give a spring to



"PERFECT" CARPET WHIP.

the whip, while the inner twisted wires passing through the handle make the combination complete. It is claimed as an important feature that the handle will never come off. They also make a high grade carpet whip from the finest steel spring wire the same size. The "Perfect" are put up one dozen in a package.

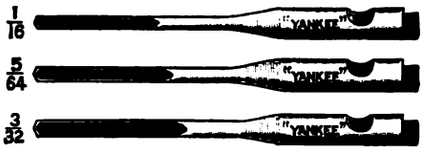
YANKEE SPIRAL RATCHET SCREW DRIVER NO. 35.

North Bros. Mfg. Company, Philadelphia, Pa., have added to their line of Yankee Tools, the Spiral Ratchet Screw Driver No. 35, illustrated herewith. In construction it is the same as the company's Nos. 30 and 31, so familiar to the trade. It drives



YANKEE SPIRAL RATCHET SCREW DRIVER NO. 35.

screws in or out, ratchets in or out, and is arranged to hold rigid when closed or extended. The bits are straight, so that they can be used to drive screws through holes in insulators, etc., where the flattened blades will not pass. One of the best features of the new tool is its size, it being smaller and lighter than the numbers previously made, this one measuring seven inches in length when closed, without bit, and weighing complete less than seven ounces. Its entire length with bit in chuck is 9½ inches closed, and 12½ inches when extended. Extra long screw-driver bits, the same width as regular bits but two inches longer, projecting four inches beyond the chuck, can be furnished. These



DRILL POINTS.

drill points are offered 1-16, 5-64 and 3-32 inch sizes, which are attached as shown in Fig. 2. Larger drill points than these should not be used with this tool. The countersink which can be furnished is shown in Fig. 3. The company explain that the



COUNTERSINK.

tool is intended for electrical workers, cabinet makers, carpenters and mechanics having a large number of small screws to drive, where a lighter weight tool will be more sensitive and convenient than the standard pattern, No. 30.

PARAGON CYLINDER WASHER.

Paragon Manufacturing Co., 541 Monadnock Block, Chicago, Ill., are offering the Washing Machine illustrated herewith. In

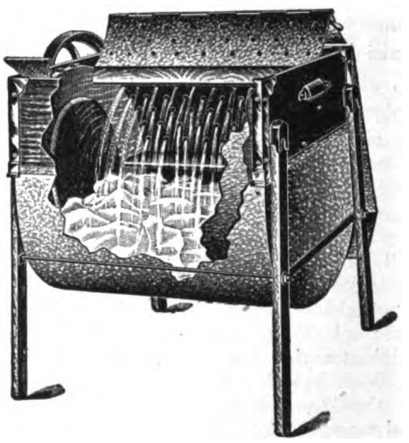


FIG. 1. PARAGON WASHING MACHINE.

Fig. 1 the Washer is broken away to show the action of the water. As the cylinder revolves the cross ribs carry the wet clothes upward and drop them rapidly and forcibly back into the water. The garments are tossed and tumbled in the moving hot water, while the soap suds and steam, which are forced again and again through the fiber of the fabrics, clean the clothes quickly without injury. The entire tub, the whole perforated circumference of the cylinder and the cover, are made of a fine grade of

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galvanized steel. The metal construction eliminates disagreeable odors. The exterior of the Washer is shown in Fig. 2. The ribs and side walls are smoothly finished to guard against wear

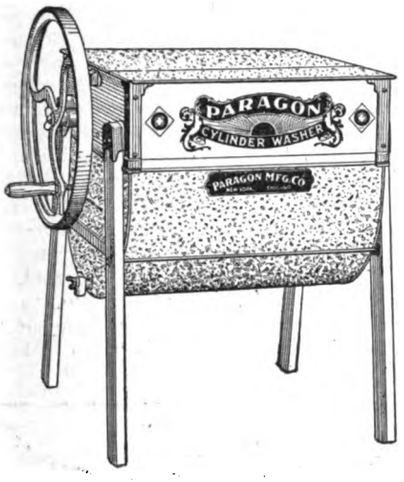
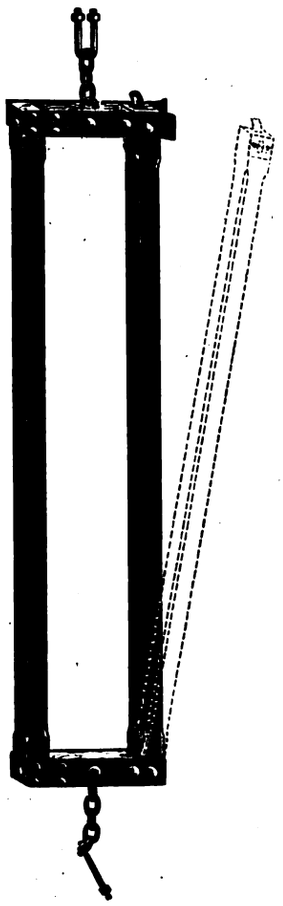


FIG. 2. PARAGON WASHING MACHINE.

and tear of the clothes being washed. Strong and heavy catches are used to prevent the door opening when the cylinder is revolving.

"WARNER'S NO. 1" COW STANCHION.

A. H. Warner & Co., Bristol, Conn., are placing before the Hardware trade "Warner's No. 1" Cow Stanchion, which is illustrated in the cut shown in this article. This Stanchion is constructed of thoroughly seasoned hard wood, without mortises or tenons with the cuds reinforced by steel bands securely bolted.



WARNERS COW STANCHION.

Hanging by a chain at the top and bottom the Stanchion yields to every motion of the cow. The almost continual motion tends to loosen the nut where a single bolt is used. A staple bolt is furnished for the top chain. When in place the staple bolt will not turn and the nuts will not loosen. The joints are made positively rigid by correct placing of bolts with 4 1-2 inch pin at right angle, making a strong, stiff frame. In rigidity, it is claimed, it outdistances all other stanchions. By an ingenious device, an entirely new feature in stanchions, when open the loose bar is held automatically in position so that it is impossible for it to fall. This saves all groping to find it and stooping to pick it up from the floor. In whatever direction the stanchion may swing, the bar is always where it belongs. It is never under foot of man or beast. The improved catch is absolutely certain in its action and is the most easily operated fastening known. A cow cannot loosen or open it in any way. To open, only one hand is used, the upright spring is released by a pressure of the thumb. By a slight outward motion of the hand the bar passes out and into position. A child that can reach it can operate it.

HOME COMPANION TOOL SETS FOR CHRISTMAS.

The Goodell-Pratt Co., Greenfield, Mass., are offering the Hardware trade their splendid Home Companion Tool Sets, particularly suited as Christmas gifts. As shown in accompanying cut No. 710, they contain a very complete assortment of high grade tools of exceptional value to the household, office or workshop.

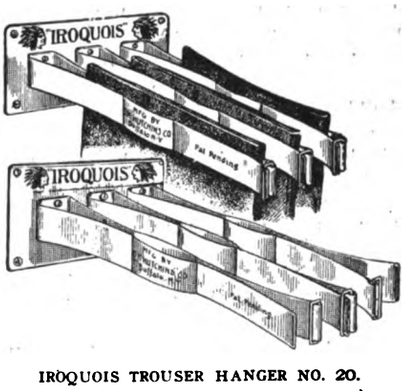


HOME COMPANION TOOL SET.

1 Ratchet Screw Driver, 6 inch; 1 Ratchet Screw Driver, 1½ inch; 1 Hand Shave, 1 Hack Saw Frame, 6 Coarse Teeth Blades for same, 3 Fine Teeth Blades for same, 2 Extra Fine Teeth Blades for same, 1 Polished Bone Saw for same. 1 Glass Cutter, 1 Cocobolo Handle Automatic Drill, 8 drills for same, from 1-16 to 11-64; 1 Universal Tool Handle for holding: 1 Gouge, 2 Chisels, 1 Screw Driver, 2 Brad-awls, 1 Gimlet, 1 Reamer, 1 Saw; 1 Nail Set, 1 Prick Punch, 1 Saddler's Drive Punch, 1 Solid Punch, 1 Oil Stone.

They are conveniently arranged in a polished hardwood case, useful for odd jobs anywhere. They should sell at sight. To aid the dealer in their sale, this company will furnish paper models of these tool sets, about 5x3 inches in size, which when opened show not only the tools in the box, but a printed list of them with price. Now that the holiday season is approaching, dealers should lose no time in getting a supply of these models, as they will prove a material help in selling these tool sets.

IROQUOIS TROUSER HANGER NO. 50.



IROQUOIS TROUSER HANGER NO. 20.

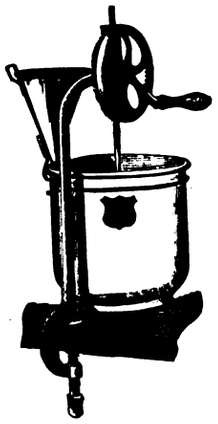
C. K. Hutchins Co., Buffalo, N. Y., are placing on the market the newly patented Iroquois Trouser Hanger No. 50, which is

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illustrated in the accompanying cut. The Hanger is made of steel, which is nickel-plated inside and out to prevent any possible marking of the trousers. It only projects from the wall far enough to hold three pairs of trousers, and consequently economizes space. Being very handsomely finished, it makes an attractive article for the purpose, and one that will be found to be a departure from the ordinary cheap goods. It is made to sell for 75 cents, and the manufacturers will send sample prepaid on receipt of price.

CHRISTY IMPROVED MIXER.

Christy Knife Co., Fremont, Ohio, are the manufacturers of the Christy Improved Mixer, which is an article for the preparation of mayonnaise dressing, beating eggs, whipping cream, etc., and which we illustrate herewith. Attention is called to the simplicity of construction. First, a standard provided with a clamp for securely fastening it to the table, and a main gear wheel for operating the separate devices used. Next, a china mixing bowl encircled by a wire band, the outer point resting against the standard and the upright point supporting the oil cup. The oil reservoir is a nickel-plated, cone shaped funnel,



CHRISTY IMPROVED MIXER.

with a spout extending from the bottom to carry the oil away from the side of the bowl and provided with an oil feed regulator on the inside, extending to the bottom, covering the opening in the spout, and clamping over the top of the rim; by raising or lowering, the flow of oil is under perfect control. The cup is provided with a socket for receiving the wire clamping the bowl, holding same in position while operating the machine. The Mayonnaise Paddle has a shaft and gear, which when placed in head of machine is held in position by a clamping bottom, the gear engaging main gear on standard at top.. The paddle is designed especially for making mayonnaise, and it being essential to success to exclude instead of beating air in the dressing.

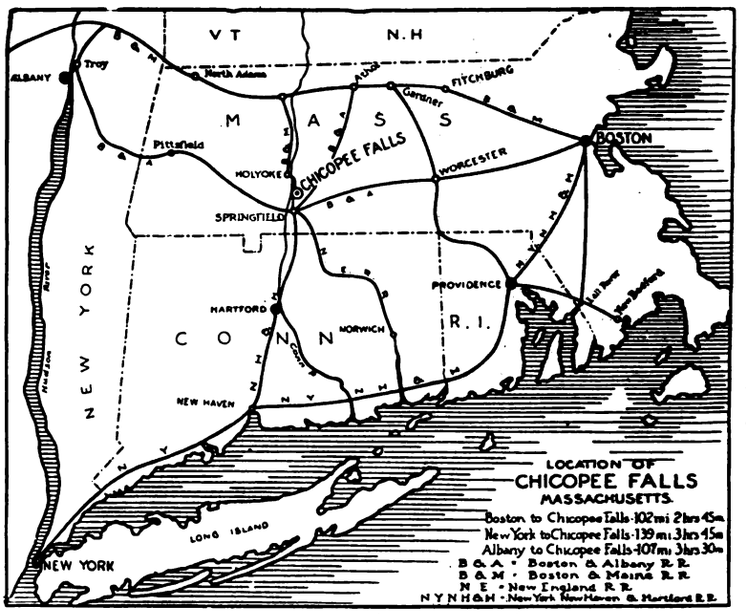
The egg beater and cream whip, unlike the mayonnaise paddle, has two small gear wheels on the shaft, engaging the large wheel at the top and bottom, causing the flyers to whirl both ways with great rapidity and ease. The flyers resting upon the bottom of bowl take up and thoroughly æreate every particle of egg or cream.

WIMBERLY & THOMAS HARDWARE CO.

A building that will have a greater floor area than any in the state, it is said, is that which the Wimberly & Thomas Hardware Company will erect for their warehouse and wholesale department on the south side of Avenue A between Eighteenth and Nineteenth Streets, Birmingham, Ala. Contractors will begin work on the building within a short time and it will be completed by June 1. It will have a front of 250 feet and a depth of 140 feet. The building will be of brick, four stories high and of mill construction with 170 caissons. Each floor will contain 36,000 square feet. A private spur of the Belt line will parallel the rear of the building, being sheltered by the second story. Two elevators enclosed in shafts of hollow tiling, situated so as to communicate with the cars, will lift the freight to the upper floors. A stairway will also be enclosed in each elevator shaft, thus leaving no way for a draft in case of fire. As a further means of reducing insurance rates there will be a complete sprinkler apparatus on each of the four floors. Architect W. C. Weston has spent several months in perfecting the plans of the building. The retail department of the firm will remain where it now is, at 2013 First Avenue.

CHICOPEE FALLS, MASS., THE HOME OF STEVENS GOODS.

The J. Stevens Arms and Tool Co. have been asked so often "Where is Chicopee Falls?" that they decided to have the accompanying map made, giving the exact location, electrotype of which we have received, and which illustrates the location so that "he who runs may read." It is a small town, as Eastern cities are rated, the census for 1905 giving it 20,191 inhabitants, including Chicopee and Chicopee Falls, which are under one city government. Chicopee Falls is only twenty minutes street-car ride from Springfield—one of the most accessible points in New England, and the electric cars that pass the Union Station, pass their office door. Springfield is on the main line railroads between New York and Boston, Albany and Boston, and Montreal or Quebec to New York, and numerous branch lines radiate therefrom. As may be seen, Chicopee Falls is in the firearms district. The map is not distorted, nor cities moved about indiscriminately, as railroads do, to show how direct their lines are, neither does it show many of the branch lines or electric roads that network this part of Massachusetts.



A most cordial invitation is extended to one and all to pay them a visit, that all may know them better, also learn where and how the Stevens goods are made. They say they will not ask anyone to buy goods, but will do their best to make their visit a most enjoyable one.

F. H. LAWSON CO.'S NEW CATALOGUE.

F. H. LAWSON CO., Sales Department 437-439 Main Street, Cincinnati, Ohio. Catalogue No. 11. In an introductory note the company say regarding this catalogue: "This catalogue illustrates only such goods as we manufacture ourselves. In addition we carry a complete line of House Furnishing Goods generally, including Gray Enameled Ware and Blue and White Enameled Ware, etc. Also Roofing Plates, Bright Charcoal and Coke Tin Plates in standard and odd sizes always in stock. Sheet Steel Roofing, such as Pressed Standing Seam, Roll and Cap, Self-Capping, V Crimp, Corrugated Sheets 2½, 1¼, 5/8 inches, Beaded Siding and Ceiling, Metal Clapboard Siding, Imitation Brick Siding, Rock Face Stone Siding, Comb Capping, etc., etc. We carry in stock constantly Sheet Iron of every description and of various gauges and sizes, viz.: Galvanized Sheet Iron, Cold Rolled Sheet Steel, Wood's Smooth Boiled Iron, Uniform Color Sheet Steel, Wellsville Polished Sheet Steel, Planished Iron and Jacket Iron. Sheet Zinc, Sheet Copper and Brass, Brass and Copper Wire, Brass and Copper Rods, Brass and Copper Tubes, Brazier Copper Rivets, Cut Copper Nails. A full and complete line carried in stock at all times to meet the demands of the Tinner, Cornice Worker and Roofer in general, viz.: Galvanized Conductor, Galvanized Gutter, Galvanized Elbows, Galvanized Cut Offs, Roofing and Furnace Cement, Conductor Strainers, Conductor Hooks, Tinners' Rivets, Roofing and Slating Nails, Stove Bolts, Mica, Dampers and Damper Clips, Speaking Tubes, Elbows, Whistles, etc. We also mention Tinners' and Cornice Makers' Machines and Tools. Our stock of metals is always complete, viz.: Pig Tin, Bar Tin, Pig Lead, Bar Lead, Slab Zinc, Antimony, Bismuth, Cadmium, Aluminum, Babbitt Metals, Half and Half Solder, Roofing Solder, Spelter Solder."

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RECENT TRADE PUBLICATIONS.

Universal Caster & Foundry Co., 1170 Broadway, New York, have issued an illustrated catalogue and price list of Piano-Forte, Metallic Bedstead and Furniture Casters. This catalogue has been revised, and shows the numerous styles, sizes and patterns manufactured by them. This company are in a position to supply all wants promptly, and guarantee their product. Under the name of Philadelphia Casters they manufacture Toler's Steel Horn, Star, Ball-Bearing, S, and Ordinary. Included in the contents will also be found English, Plate, Round Shallow Socket, Square, Neck Grip and Oblong Casters; Truck Casters, Table Brackets, Shelf Blocks and Lounge Feet. These goods are manufactured at their factory, 108-130 Adams Street, Newark, N. J.

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are sending to the trade a booklet intended for the holiday season, on the front cover of which is displayed a picture of old Santa Claus about to enter the office of this company to stock up on Stevens Firearms. The booklet is devoted to what this well-known company are doing for the merchant who handles their popular line, believing that "Co-operation is the life of trade." In their announcement they state: "A perfect combination—Stevens ideal holiday goods and the judicious advertising behind them. Our attractive, forceful Christmas advertisements make a powerful appeal to millions of the consuming class in hundreds of diverse publications. Be prepared for the enormous Stevens Christmas demand we have created. Your customers will be influenced and become ready purchasers of our popular Rifles, Shotguns and Pistols. The Stevens Christmas magazine advertisements will appear in the leading National publications and Sporting and Outdoor periodicals. These mediums have a combined circulation of upward of 3,858,155 copies, and figuring at a conservative estimate of four readers to each copy, makes it possible for over 15,432,620 people to see our advertisements in the magazines, etc. Realize what our stanch co-operation means! Get the benefit of our invaluable support by carrying a large line of the Stevens. All leading jobbers handle our goods and are in position to supply your wants at the lowest market figures. Be sure you specify our makes when ordering. Order now! There are no substitutes for the Stevens."

D. W. Bosley Co., Fulton and May Streets, Chicago, Ill. Catalogue of Felt, Excelsior, Double Rubber, Single Edge Rubber, Flexible All Rubber, Metallic Rubber and Cushion All Felt Weather Strips, Rubber Window Cleaners, Bar and Counter Cleaners and Floor Scrubbers. This company also make to order special styles of Weather Strips of wood and rubber combined, in genuine oak, imitation walnut or polished mahogany, as well as Weather Strip Packing for refrigerators, ice boxes and coolers.

F. B. Shuster Co., State and Mill River Streets, New Haven, Conn., who are designers and builders of Automatic Wire and Metal Working Machinery, have presented us with a catalogue of Straightening, Cutting and Riveting Machines. Regarding this catalogue the company state: "We take pleasure in presenting to the trade our new catalogue of Automatic Wire-Straightening and Cutting Machinery, and Riveting Machinery which form a portion of our standard line of manufacture. In this edition we have not given individual illustrations of each size of the machines, but simply show one machine of a certain class, representing one of the several sizes and styles of machines we build. We have also illustrated some of the special types of Straightening and Cutting Machines for handling strip and sheet metal, which we have, at different times, been called upon to build to suit the requirements of our customers. Other lines of machines we build are Drilling and Countersinking Machinery used in Hardware manufacture; Foot and Power Presses, Butt Milling and Drilling Machines, Foot and Power Sprue Cutters, and Wire Forming Machinery of all descriptions, of the best material and workmanship. As John Adt was the inventor of Automatic Wire-Straightening and Cutting Machines, which were manufactured by John Adt & Son, established in 1866, and whom we succeeded, we can justly claim to be the pioneers in the manufacture of this line of machinery. Since acquiring the business we have endeavored to sustain the reputation of our predecessor, and to bring our machines to the highest standard, also to introduce in the manufacture of our goods modern machinery, which would facilitate our work, and systems whereby records of all machinery built are so filed as to enable us to duplicate parts. We have made special efforts to reconstruct our machines so as to permit the use of special tools and fixtures in connection therewith, which increases their utility."

Pike Mfg. Co., Pike, N. H., and 151 Chambers Street, New York, are sending out their Ninth Edition Illustrated Catalogue, in which will be found a large assortment of Scythe Stones for Scythes, Sickles, Lawn Mowers, Kitchen Knives, and all farm and household tools; Axe Stones, Washita, Arkansas, India and Turkey Oilstones; Oil and Water Stones, Razor Hones, Grindstones, Silver Mounted Goods, Knife Sharpeners, Gold Testing Stones, Saw Jointers and Skate Sharpeners, Glass Cutters' Requisites, Soapstones and Dental Goods. Among the additions to their already large line not found in their Eighth Edition are: "Stonoil," Coverfast Oilstone Box, Pike Selling Assortments, Corundum Wheels, etc. Views are also given of their various factories, mills and quarries, and the Pike Mfg. Co. will be glad to send a copy of this catalogue on request, as they have a generous supply of the same. Everything relating to this class of goods will be found within its pages.

Manning, Bowman & Co., Meriden, Conn., with New York office at 25 West Broadway, have published a highly interesting booklet containing sixty recipes for the Chafing Dish, with instructions how to use this article, and information as to supplies for the same. Illustrations are given of the "Perfection" Chafing Dish Lamp, the M. & B. Vapor Lamp, Spoons and Forks for the Chafing Dish, "Ivory" Enameled Food Pan or Blazer, and an 8-piece Chafing Dish Outfit, nickel or silver-plated and mounted with stag-horn handles, consisting of 3-pint Chafing Dish, 16-inch satin center Waiter, Spoon, Fork, Skimmer, Toaster, Cutlet Dish and Flagon. The recipes show a great variety of toothsome dishes that can be prepared with its aid. This catalogue also contains illustrations of bottles of Chafing Dish Alcohol, Nickel Polish, and their Meteor Circulating Coffee Percolator. These represent lines of goods which the Hardwareman could profitably handle, and this catalogue will be found a valuable aid. This company are also manufacturers of Bath Room Fixtures, Bar Goods, Table Kettles, English Pewter Prize Trophies, Hotel Ware, Soda Fountain Accessories, etc.

Edwards Mfg. Co., Eggleston Avenue, Fourth and Fifth Streets, Cincinnati, Ohio, and 52 Broadway, New York, who are known as "The Sheet Metal Folks," have issued a mammoth catalogue illustrating and describing Sheet Metal Building Material. This catalogue, the company state, is the most complete catalogue of its kind that was ever issued, and has taken months of preparation. Everything in the above line of goods that could be thought of is included in the contents, such as Conductor Pipe, Eaves Trough and Hangers, Roof Gutters, Crestings, Finials, Roofing, Corrugated Sheets, Steel Brick Siding, Imitation Terra Cotta Siding, Shingles, Metal Fire-Proof Windows, Building Fronts of Galvanized Iron or Copper, Bay Windows, Cornices, Weather Vanes, Ventilators, Skylights, Enrichments, Garlands and Wreaths, Scrolls, Rosettes, Leaves, Shells, Capitals, etc. All those interested in metal building material should send for a copy of this large and complete catalogue.

Cassady-Fairbank Mfg. Co., 6106-6130 La Salle Street, Chicago, Ill. Catalogue of Hardware Specialties. This company have a very complete factory for the manufacture of their product, with the following departments: Tool—All kinds of Dies and Machine Tools; Stamping—Anything in Steel, Brass, Zinc, Copper and Aluminum; Automatic—Everything in Screw Work up to 2¼ inch; Hand Screw—All classes of Hand Screw Work; Blacksmith—Light Tool Work of all kinds; Wood Working—Handles, Dowels, etc.; Annealing—All classes of work; Case-Hardening—Gears and general line; Tinning—All classes of work; Enameling—On Steel, Iron and Wood. They solicit contract work in all departments. Everything that can be thought of in the Hardware specialty line is given in the pages of this catalogue, and it should be sent for by the Hardware dealer who wishes to keep an up-to-date stock.

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HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED NOVEMBER 12, 1906.

414,692. HATCHET. W. Fowler, Milton, Del.
414,710. WASHING MACHINE. C. A. Japhet, Winchester, Kans.
414,720. LOCK. E. J. O'Keefe, New York, N. Y.
414,732. SPRINKLER. F. Splittstoser, North Branch, Minn.
414,737. CARPET STRETCHER. A. M. Wairadt and G. A. Colban, Cedar Rapids, Iowa.
414,771. WHEEL WRENCH. G. T. Hutchinson, Edgar, Neb.
414,772. MONKEY WRENCH. W. H. Kaltenbeck, Stamford, N. Y.
414,799. PIPE AND NUT WRENCH. G. Donahue, Yonkers, N. Y.
414,974. PRUNING IMPLEMENT. C. Dunham, Amboy Centre, N. Y.

PATENTS ISSUED NOVEMBER 13, 1906.

835,514. ICE CREAM FREEZER. J. H. Genter, Albany, N. Y.
835,591. WASHING MACHINE. N. Allgier, Syracuse, N. Y.
835,644. WASHING MACHINE. R. C. Smith, Innisfail, North-West Territories, Canada.
835,698. COMBINATION TOOL. R. Bartholomaus, Dresden, Ger.
835,727. TOOL OPERATING AND HOLDING DEVICE. Wm. H. Donnelly, Maroa, Ill.
835,794. SOLDERING TOOL. S. Kohn, New York, N. Y.
835,990. WRENCH. B. Tindall, Framingham, Mass.
836,075. COMBINATION TOOL. L. S. Loudon, Kansas City. Mo.

PATENTS EXPIRED NOVEMBER 19, 1906.

415,187. PADLOCK. William F. Beardsley, Oxford, ... C.
415,195. MOP WRINGER. C. Gillmann, East Park, N. Y.
415,198. RATCHET DRILL FRAME. G. E. Heinbach, Lewiston, Pa.
415,245. DEVICE FOR FILING SAWS. H. O. Gadberry, Cawker City, Kan.
415,301. WASHING MACHINE. D. H. Sherwood, Salem, Ore.
415,355. DOOR CHECK. W. W. Atteberry, Chesterfield, Ill.
415,589. NUT LOCK. W. H. Trammel, Huntington, Ind.

PATENTS ISSUED NOVEMBER 20, 1906.

836,095. WINDOW FASTENING DEVICE. J. H. Cook, Flatbush, N. Y.
836,112. COMBINATION STEP LADDER AND IRONING BOARD. H. B. Haley, Pittsburgh. Pa.
836,144. LANTERN. C. K. Schade, Canton, Ohio.
836,289. LOCK AND LATCH MECHANISM. H. G. Voight, New Britain, Conn.
836,300. LOCK MECHANISM. C. J. Caley and H. G. Voight, New Britain, Conn.
836,437. WRENCH. S. B. Cochran, Glen Easton, W. Va.

"ENTERPRISE" FISHING TACKLE.

After more than a quarter of a century of successful operation the Enterprise Manufacturing Co. of Akron, Ohio, justly lays claim to leadership in the industry of manufacturing fishing tackle and faces the future with largely increased facilities and every expectation of continued development. The company was incorporated in 1880, with Mr. E. F. Pflueger as the leading spirit. Many of the company's most successful products were the result of his inventive genius and his inventions are protected by numerous patents owned by the company.

On E. F. Pflueger's death in 1901 his four sons, J. E. Pflueger, G. A. Pflueger, E. A. Pflueger and C. T. Pflueger succeeded to the management of the company's extensive business and have since conducted it with marked success. The extent of its growth and prosperity may be judged from the fact that in the season of 1906 the Enterprise Manufacturing Co. sold from 100,000,000 to 150,000,000 fish-hooks of their own manufacture—and that is no fish story either. It indicates something of the fondness of the American people for the gentle art, though all of the output of the Enterprise works was not used at home. As a matter of fact, a good percentage of the company's product of fish-hooks was exported to foreign countries and used by foreign fishermen. The old-time foreign prejudice against American-made hooks is rapidly subsiding and the export trade of the Enterprise Manufacturing Co. is reported to be growing at a very satisfactory rate.

In order to keep pace with increasing trade, the company has recently made a large addition to its manufacturing plant at Akron, having thereby nearly doubled its producing capacity. The new building, which is on the eve of completion, is a five-story brick building, 100 by 50 feet in ground dimensions, and occupies a convenient site on Ash Street, the Enterprise Company having purchased the property through to Center Street. Three hundred to four hundred hands will be employed henceforth, and the shipping facilities of the company will be greatly increased by the addition of factory space and grounds.

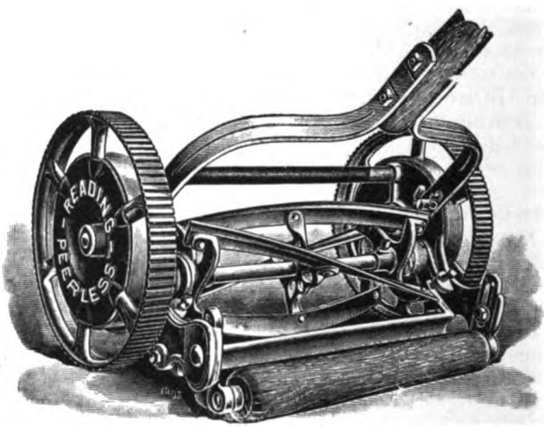
The fishing tackle catalogue of the Enterprise Manufacturing Co. for 1907 is an index to the size and importance of its business and is full of interest for all jobbers and dealers in tackle. It is a mammoth affair containing hundreds of illustrations of the company's products, all the fish-hooks, for example, being pictured in their actual sizes; from tiny "limericks" to big hand-made cod and halibut hooks.

An interesting section of the new catalogue, which bears the distinctive number F 25, is devoted to Pflueger's artificial flies, the most popular patterns of universal reputation, suitable for trout and bass, being listed, illustrated and described. All sorts of spinners and mechanical baits are included in the pages of the catalogue and quotations are given on all sizes. A large section is devoted to reels, floats, etc., and innumerable accessories of the complete fishing outfit are duly listed.

Typographically, Catalogue F 25 is all that could be desired. The pages are of large size, enabling the numerous cuts to be properly displayed, and the descriptive reading matter is interesting and to the point. Dealers can secure this fishing tackle catalogue on request.—*Ex.*

READING BALL BEARING PEERLESS LAWN MOWER.

The Reading Hardware Co., Reading, Pa., have made such a grand success of their Peerless Lawn Mower, which we show in the illustration herewith, they have been compelled to take the manufacture of it from the Builders' Hardware Department of their works and give it separate factories, fully equipped with the most complete machinery of the latest improved pattern, being mostly of their own invention, and calculated for the manufacture of Lawn Mowers on the largest scale, in order to be equal to the demand. The Reading line of Lawn Mowers is now complete in every respect as to patterns, styles and sizes, embracing as it does, in addition to the Peerless, the Century, National, Monarch, Quality, Sterling, Keystone and Junior. The Peerless Mower shown in the illustration is a ball-bearing machine, having 10-inch driving wheels, 4 blades and furnished with bicycle cone bearings, the cones being made of tool steel hardened and ground, with steel balls 5-16 inch in 1 1-2 inch ball races. The knives on reel and also the lower cutter-bar are made of tool steel and tempered. It is made in 4 sizes: 14, 16, 18 and 20 inch, and beautifully decorated in white and carmine with gold striping, forming a perfect ensemble. In fact it is claimed to be the highest grade Lawn Mower that can be produced from the best material throughout.



READING BALL BEARING PEERLESS LAWN MOWER.

HIS HORSE'S INTELLIGENCE.

A farmer had a horse and was anxious to sell, and one day while driving one of his summer boarders the horse stopped so frequently as to lead the boarder to ask:

"What ails your horse that he stops so often? Is he balky?"

"No," replied the farmer, "he's all right. It's simply he's so darned afraid somebody will say 'Whoa,' and he won't hear it, that he stops to listen."

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OUR BRITISH LETTER.

(From Our Special Correspondent).

London, November 14, 1906.

STOVES IN PLACE OF FIREGRATES.

A casual glance through the pages of British stovemakers' catalogues shows that Englishmen are gradually inclining towards American ideas of heating their houses, shops and offices. Until a few years ago, the open firegrate was considered an essential feature in every British home. They were also largely used for heating public buildings, offices and shops; but during the last few years, stoves and heating schemes have been adopted. Many of these are heated by petroleum oil, and the hot air conveyed in pipes and flues all round the rooms and halls. Hot water and hot air are now largely adopted, and stoves constructed on the American principle, especially portable stoves, are being gradually introduced. Some improvement also has been effected in open firegrates; compartments for heating hot air, and conveying it to other rooms having been introduced in several instances. One of the most effective schemes is that brought out by J. P. Prior; special grates have been on view at recent London exhibitions.

ASSOCIATION WORK.

The Ironmongers' Federated Association is making active progress, devoting much attention this winter to the formation of new branches. Chiefly aiming at the formation of district associations, and grouping the small towns and even villages where only one or two ironmongers ply their trade together. Secretary Smith is visiting the different local associations, with the view of strengthening their membership, and creating greater interest in the work. Unfortunately the chief difficulty experienced is to secure suitable men as local secretaries. Those who at present doing the best work are drawn chiefly from the smaller class of ironmonger, and have to devote most of their time to their own businesses. However, such men are doing good work, and the majority of the secretaries, none of whom are paid, devote much energy towards the spread of the movement. A large meeting was held last week in Gloucester, which is the center of an extensive agricultural district, an area which also includes some large market towns, among the hardwaremen in them being several firms of magnitude and note. It is difficult to obtain new members, especially among the larger ironmongers, so many of whom are afraid of being coerced and compelled to fall in line with schemes adopted by the majority. But this prejudice appears to be gradually diminishing, and in connection with the recently formed association in Gloucester, there are several large ironmongers who are an acquisition to the Federated Association. The recent appointment of committees by the Central Board simplifies the work somewhat, and a wise grouping of the members of those committees enables the work to be carried on with greater ease than if the members resided in different parts of the country. At present the attention of the Central Board is being given to the incoming incorporation, which will probably be carried out in the course of the next few weeks.

THE FORTHCOMING CHRISTMAS TRADE.

British ironmongers, and especially those catering for a cash trade, expect to reap some benefit from Christmas sales, and many are now laying in stocks of novelties, fancy Hardware and sundry attractive goods suitable for Christmas presents and New Year's gifts, the demand for which appears to increase rather than diminish. Among the new goods suitable for this particular department are some exceptionally good art metal goods, including art bronzes, fire ornaments and household furnishings, as well as electro-plate table appointments and cabinet work.

THE CRUSADE AGAINST TIPS AND ILLICIT COMMISSIONS.

The new Act of Parliament which comes into operation next year, entitled "The Prevention of the Corruption Act," receives the heartiest support of all commercial men, and is likely to be vigorously put in force against any offenders. The practice of receiving commissions on orders placed, and for services rendered, by employees, has grown to such an extent during recent years that legislation has become a necessity. The evil which affects the larger as well as the small manufacturing firms prevents fair competition, and is often the means of contracts and orders being placed with firms whose goods are by no means the best, and often at prices which are not the lowest obtainable. The tips and commissions received by architects and others, although in some cases different to prove, have shown considerable, and it is only firms who follow this practice who are able to secure remunerative work. The Act which makes such commissions illegal will doubtless have the desired effect, and will enable firms who are desirous of maintaining a strict system of commercial integrity to secure a larger share of the orders going. Even retail ironmongers are by no means free from this unhealthy practice. Many have found it impossible to carry on their businesses profitably without giving commissions and tips to game keepers, estate agents, and others; at Christmas time the amount they have been called upon to pay, either in the gifts of money or goods, being a severe tax upon their resources. The new Act will therefore be welcome, and it is hoped it will be the means of checking the growing tendency of the age.

A NEW FEATURE IN HARDWARE TRADING.

The impetus given to the miniature rifle trade, owing to the energetic way in which Lord Roberts, the popular British General, has taken up the education of the youths of this country in shooting practice, and the way in which many advocate the introduction of rifle clubs, a large trade in miniature rifles has sprung up. Ironmongers are making satisfactory efforts to secure the new business, and are already stocking some of the best known types of miniature rifles. Those guns made by the Birmingham Small Arms Co., are of the very best possible quality, and are being sold extensively, but there is a demand for a less expensive type of gun, and one most popular being the rifle manufactured by the J. Stevens Arms & Tool Co., whose rifles and ammunition are being sold in this country from their London Depot. The "Ideal" rifle No. .044½, which is accurate and well finished, being much appreciated by young and old. There is no doubt that target practice has been much neglected in former years, and the average Englishman, who is neither connected with the army or a sportsman, knows very little about shooting. Now, however, that so much prominence is being given to the .22 bore rifles, men who have thought little or nothing about the advantages of being able to shoot straight in the past, are now inquiring for guns and are either joining clubs or setting up private ranges of their own. This desirable national quality will, if encouraged, mean a much larger trade in such weapons in the future, as well as a steady demand for ammunition and the various sundries connected with sporting proclivities. Doubtless the manufacturers of the United States will come in for a good share of the business which is now being created in guns and ammunition.

IRONMONGERS AND THE GAS STOVE INDUSTRY.

During the past year or so I have referred in several of my letters to the rapid strides made in the gas stove industry, and to the enterprise of ironmongers in taking up this business. Quite recently negotiations between several of the leading gas companies and members of Ironmongers' associations have led to the amicable arrangements between gas companies and ironmongers now in force in several parts of the country. Gas companies who have hitherto regarded ironmongers as opponents, and often as opponents not worthy of their consideration, are now realizing that ironmongers may become valuable helpers in spreading the use of gas stoves and cookers, and they are showing themselves willing to grant members of the Hardware trade facilities for taking up agencies, and working in conjunction with them. Indeed, the arrangements which have already been made augur well for the future of the gas stove industry in general, and for that portion of it conducted by ironmongers in particular. The multiplication of store rooms cannot fail to be advantageous, and when it is realized that every ironmonger who becomes an agent has in his employ at least several assistants, all of whom will become actively engaged in pointing out the advantages of the use of the gas cookers to their numeerous customers, it is not difficult to realize that the sale and use of such appliances must rapidly increase.

THE MOTOR CAR INDUSTRY.

The great Motor Show which opens to-morrow (15th inst.) bids fair to be one of the largest exhibitions of motor cars and vehicles ever held in this country. The whole of the space available at Olympia, the large building in which the exhibition is to be held in London has been taken up, and there is every prospect of the attendance being a record one. Cars of every description will be on view, and nearly every maker of note in Great Britain will be represented. There will also be motors from the United States, and most of the Continental centres on motor car construction.

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The ironmongers of this country take little part in the sale of motor cars, and but few of them act as agents, although it would appear that a good business is done in selling motor cars on commission, and there seems to be no special reason why ironmongers should not take a much greater share in this business than they do at present. The sale of accessories, however, is becoming more and more a part of the Hardware business, and many sell motor spirit to motorists and motor cyclists. In my next letter I shall refer to the Stanley Cycle Show, the most important exhibition connected with the cycle industry held in this country, an annual event which is looked forward to by all engaged in the sale of cycles, and by cyclists, as on that occasion manufacturers take care to have something new to show their clients, and generally bring out their improvements and new accessories at this annual exhibition, which opens at the end of this present month.

THE MUNIFICENT N. C. R. PROPOSITION.

Six automobiles as awards in a prize contest. Sounds like a pretty big affair, doesn't it? Such a contest is now being waged among the American salesmen of a big manufacturing company with headquarters at Dayton, O.

This company is offering six Stoddard-Dayton runabouts as prizes to stimulate the members of its selling force to better work this fall. Every salesman—there a 492 of them in America—is given a chance to win one of the machines. During September and October elimination trials were conducted. The contest has now narrowed down to 48 men. In December only 16 will be left in the running. Six of these will win autos on January 1.

The National Cash Register Company, which is offering the auto prizes, has tried many plans for keeping its salesmen at the top notch of their speed all the time. After a great deal of experiment the officials of the Company are convinced that valuable prizes pay for themselves many times over. Many men will work harder for a prize than they will work merely for commissions or salary. As the men always get their commissions into the bargain they are doubly satisfied after the contest for the prizes is over and all the more ready to enter into another one. The Company is satisfied because the contests bring business.

The great question with many manufacturing concerns nowadays is how to sell their product. The millionaire president of one of America's biggest manufacturing companies, speaking of the product of his own factory, once said: "Most anybody could make these machines, but it takes genius to sell them." This has been the experience of many other manufacturers. So it has come to pass that more and more energy, brains and money have been put into the two great moving forces of business—advertising and salesmanship. Big concerns are putting forth every effort within their power to increase their selling forces and to make them more efficient.

The N. C. R. Company has long been noted for its fine force of salesmen. Perhaps no company has been at so much pains and expense to secure competent men for salesmen, in the first place, and to train them well in the second place. After a good man has been obtained and educated the next thing is to keep him working at top speed, to keep him "gingered up," as the sales manager would say, and it is for this purpose that the prize contests are conducted. In all contests a large amount of personal notice is given, through a daily paper issued by the Company, to the men who win prizes, or make a good showing for them. The liking for this notice is an element of human nature which enters strongly into any contest and proves as much of an incentive as the prizes themselves.

The Stoddard-Dayton runabouts, which are to be the prizes in the present contest, are beautiful four-cylinder cars, distinctly high grade in ev ry particular. They develop fifteen to eighteen horse-power and sell for $1,500 each. Officials of the N. C. R. Company, after looking over many types of autos, fixed upon these as the best they could buy.

There will be a fight for every one of the six automobiles, which means that every one of them will be paid for many times over by the increased business secured. The effect of this generous and timely prize offer was noticeable immediately. During September and October the American Selling Force broke all previous records for those months, selling nearly two million dollars' worth of registers.

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REVIEW OF THE MARKETS.

WIRE NAILS: About the time of going to press with our last issue, an announcement of an advance of 5 cents per keg in the prices of Wire Nails and Staples, and $1 per ton in the price of Barb and Smooth Fence Wire was made by the American Steel and Wire Co. This advance has been justified by the conditions prevailing in these commodities for some time, a heavy demand for Nails and the price of raw material being held at high figures strengthening the market, which was thus prepared for it. The output of Wire products has been limited by shortage in steel and the inadequate car facilities afforded. Low stocks are reported among the Western houses that usually carry extensive assortments. Present quotations consequently are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days or 2 per cent discount for cash in 10 days.

Carloads to Jobbers	$1.90
Carloads to Retail Dealers	$1.95

New York. Well assorted stocks are reported among the local jobbers at the present time, so that the good trade prevailing can obtain all the goods they require. The following base prices were announced November 21 by New York jobbers; To retailers, carloads on dock, $2.09; less than carloads, on dock, $2.13; small lots at store, $2.20 per keg.

CUT NAILS: The Cut Nail Association, under the understanding previously had of meeting the advance on Wire Nails whenever it takes place, previous to the next meeting, as far as the Association members are concerned, the secretary of the Association has officially notified the trade of a 5 cent advance in the price of Cut Nails, making the revised quotations as follows. f.o.b. Pittsburgh:

Carload lots to Jobbers	$1.95
Less than carload lots to Jobbers	$2.00
Less than carload lots to Retail Dealers	$2.10

Iron Cut Nails at all points west of Buffalo and Pittsburgh are held at 10 cents advance on price of Steel Cut Nails.

New York. Many principal sizes of Cut Nails are still reported quite scarce in the local market, local jobbers receiving shipments quite tardily and free from a fullness in regard to assortment. An advance in price to $2.20 base for small lots at store, was announced by jobbers on November 21. The market has been irregular for some time, small lots at store ranging from $2.05 to $2.10 base, and for popular sizes $2.15 has sometimes been obtained. Jobbers have concluded that in view of the advance at mill of 5 cents on November 12, a uniform price at store should prevail.

BARB WIRE: The advance of $1 per ton already referred to was made at the time. The new business affecting the line of Wire products is by no means large at this time in the season, specifications on contracts making the principal movements. Quotations are held firmly at the advance as follows:

	Painted.	Galvanized.
Jobbers' carload lots	$2.05	$2.35
Retailers' carload lots	2.10	2.40
Retailers' less than carload lots	2.20	2.50

SMOOTH FENCE WIRE: An advance of $1 per ton was announced on this Wire product at the same time as the others, taking in all grades of Smooth Fence and Coppered Wire. The activity continues in this branch of the business, which, combined with specifications on contracts, is quite large and heavy and the mills are very much behind on deliveries. Revised quotations are as follows, f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Jobbers' carload lots	$1.75
Retailers' carload lots	1.80

COAT AND HAT HOOKS: An advance in the price of Wire Coat and Hat Hooks amounting to about 10 per cent. was announced by several manufacturers. To correspond with the new level of the market, a fair quotation to retail merchants would be 75 per cent. discount.

WROUGHT DOOR BOLTS: Manufacturers of Wrought Door Bolts this week advanced their quotations about 10 per cent. Wrought Barrel Japanned Bolts, Wrought Barrel Bronzed, Spring, Shutter, Square and Square Neck Bolts are included in this class.

STRAP AND T-HINGES AND WROUGHT BUTTS: New quotations show an advance in the market of approximately 10 per cent., as will be observed from the new schedule of base discounts given below. The retail trade may expect about the same concessions as have ruled heretofore, which may be fairly represented in a general way by extra discounts of from 10 and 5 to 10 and 10 per cent.

Strap and T-Hinges.

Light Strap Hinges	65%
Heavy Strap Hinges	70%
Light T-Hinges	60%
Heavy T-Hinges	50%
Extra Heavy T-Hinges	66 2-3%
Corrugated Heavy Strap Hinges	70%
Corrugated Extra Heavy T-Hinges	66 2-3%

Wrought Steel Butts.

Reversible and Broad	75%
Light Reversible and Light Narrow	75%
Loose Joint Narrow Light Inside Blind, etc.	70 & 10%
Back Flaps, Table and Chest	70%

STEEL AND IRON SQUARES: The manufacturers of Steel and Iron Squares have advanced the price of this line to 75 per cent. discount for one case of four dozen, 70 and 7½ per cent. in less quantity than a case, orders for five cases and over obtaining a lower price.

PLANES: Several of the leading manufacturers of Iron Planes have just marked up their quotations about 5 per cent. The market on this line may now be represented in a general way by a discount of 60, 10 and 5 per cent.

WASHERS: The market for Wrought Iron or Steel Washers is still an open one. Advances are not at all uniform, but prices to retail trade are not now based on better than 5.60 to 5.80 off list.

COLD PUNCHED NUTS: The following prices on Cold Punched Nuts have been announced:

	Off list.
Cold Punched, plain, blank, square	4.80c.
Cold Punched, plain, blank, hexagon	5.10c.
Cold Punched, C. T. & R., blank, square	5.10c.
Cold Punched, C. T. & R., blank, hexagon	5.70c.
Cold Punched, plain, tapped, square	4.80c.
Cold Punched, plain, tapped, hexagon	5.10c.
Cold Punched, C. T. & R., tapped, square	5.10c.
Cold Punched, C. T. & R., tapped, hexagon	5.70c.

HOT PRESSED NUTS: The following prices on Hot Pressed Nuts have been announced:

	Off list.
Hot Pressed, blank, square	5 c.
Hot Pressed, blank, hexagon	5.40c.
Hot Pressed, tapped, square	4.70c.
Hot Pressed, tapped, hexagon	5.10c.

BOX STRAPS: On account of increased cost of material and in sympathy with similar goods, the leading manufacturers of Box Straps have advanced their prices 10 to 15 per cent.

SHEET ZINC: Under date of November 17, an advance in Sheet Zinc is announced, the price now being $8 per 100 lbs. in 600-lb. casks of the thicknesses from Nos. 9 to 22, inclusive, and of the widths from 32 to 58 inches, and of the lengths from 72 to 96 inches, f.o.b. mill.

GALVANIZED WARE: Quotations on Galvanized Ware and also on the various classes of Tinware are now based on the low list, which has been pretty generally circulated among the trade. The present market prices to retailers on Galvanized Pails and Tubs may be fairly represented by a discount of 10 and 7½ per cent. from this list and on Coal Hods by a discount of 10 and 5 per cent.

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — **NICHOLSON FILE CO., - Providence, R. I.**

BOLTS, CARRIAGE, MACHINE, ETC.: Carriage and Machine Bolt prices have again been advanced, the following being the quotations named for retail merchants, although it is probable that jobbers will shade these figures for a time:

	Per Cent.
Common Carriage Bolts, ⅜x6, smaller and shorter, cut thread	70 and 12½
Common Carriage Bolts, longer or larger than ⅜x6	60 and 2½
Machine Bolts, ⅜x4 or shorter and smaller, with H. P. or C. P. Plain Nuts, cut thread	70 and 12½
Machine Bolts with H. P. or C. P. Plain Nuts, larger or longer than ⅜x4	60 and 7½
Machine Bolts, all sizes, with C. and T. Nuts	60
Machine Bolts, ⅜x4, smaller and shorter, without Nuts, with cut threads	75 and 5
Machine Bolts, other sizes, without Nuts, 6 in. and shorter	65 and 5
Machine Bolts without Nuts, longer than 6 in.	65
Machine Bolt Blanks	60 and 7½
Bolt Ends, with H. P. or C. P. Plain Nuts	60 and 7½
Bolt Ends, with C. and T. Nuts	60
C. P. Coach Screws	75 and 5
Cone Point Lag Screws	75 and 10
Forged Set Screws and Tap Bolts	50 and 5

Regarding the terms of payment which manufacturers of Bolts and Nuts recently altered to 30 days, net; 1 per cent., 10 days, it is authoritatively stated that these terms are now strictly enforced on their business and that there will be no deviation from them.

STOVE HOLLOW WARE, ETC.: Manufacturers of Stove Hollow Ware, etc., have advanced their quotations, due to the higher cost of raw material. On the new level the market to the retail trade is represented in a general way by the following discounts:

Stove Hollow Ware:	
Plain or Unground	60@60 and 5%
Ground Ware	50@50 and 10%
Enameled Ware	45 and 10@50%
Country Hollow Ware, per 100 lb	$2.75
White Enameled Ware:	
Maslin Kettles	65@65 and 10%
Covered Ware:	
Tinned and Turned	35 and 10%
Enameled	45 and 10%
Clue Pots:	
Tinned	30 and 10%
Enameled	35 and 10%

Sugar Kettles and English Pots are approximately 12½ per cent. higher.

ROPE: The following prices may be said to represent the market:

	Cents per Pound.
Pure Manila, 7-16 and larger	12¾ to 13½
B Quality Manila	11½ to 12
Pure Sisal, 7-16 and larger	9¼
No. 2 Sisal, 7-16 and larger	8 to 8¼
No. 1 Jute, ¼ and larger	8¼ to 8½
No. 2 Jute, ¼ and larger	7¾ to 8

LINSEED OIL: The following advanced quotations are announced November 16 on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....43 cents per gallon.
In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.
Calcutta Oil.....70 cents per gallon.

THE ALBANY TRADE.

We are pleased to report a continuance of the excellent trade conditions that have been in effect in this locality for quite a period. The recent slight fall of snow has given an impetus to trade in certain lines that otherwise would not have occurred. Where all the snow shovels go puzzles one until they take a little trolley tour around the city and see how many miles of sidewalks and crossings there are to be cleared. A snow shovel does not command much consideration after Winter is over and if the small boy uses it for a sliding board and leaves it in the street or away from his home, it is irrevocably lost and the Hardware dealer gets the benefit the next season. So it is with any goods in the Hardware line that are now furnished at such reasonable prices as to preclude the necessity for taking care and preserving as the seasons pass by. We are certainly becoming extravagant and wasteful and the dealer in such commodities as referred to above, reaps the benefit.

The recent advance in prices on nails, wire, strap and T hinges and some other lines, has strengthened the views of those who thought possibly a sag might happen about the first of the year. Such forebodings of lower prices can be thrust aside. We believe the decree has gone forth from the ore beds up to the finished article that no lower price than the present may be expected for quite a period. The demand for goods is greater than the supply. The bins and shelves and racks show badly assorted stocks. The unsatisfactory promises which the makers give rel-

IMPROVED CARPENTERS' TOOLS

STANLEY RULE & LEVEL CO

A TOOL THAT'S STAMPED STANLEY IS THE BEST OF IT'S KIND

SOLD BY ALL HARDWARE DEALERS

NEW BRITAIN, CONN., U.S.A.

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ative to shipments, show plainly that a great scarcity of leading lines exists. Just such a condition is within the recollection of some of the older dealers only, and it is quite refreshing to have this cycle coming around again, bringing to mind the remembrance of former prosperous times. Notwithstanding the strong tone of the market, the jobbers show a persistency in selling some goods at extremely close prices which the retailer who is on the alert, takes advantage of in order that he may sort up his stock on a good basis for the Spring trade.

The holiday business will doubtless be a record-breaker, as the amount of money which seems to be available by all buyers, will make a brisk demand on the merchant for table and pocket cutlery, razors, scissors, dressing cases, chafing dishes and many similar goods which now constitute a regular part of the Hardware dealer's stock. A little touch of cold weather will inaugurate a heavy retail demand for skates. The jobbers are shipping on hurried calls the orders taken some time ago and the season is itself opening earlier than is usually the case. The many improvements and new features which have appeared in this line, make it very interesting and we predict a large sale in these novelties that appeal strongly to the young people, who extract so much pleasure from skating. It is a pleasure to report such a good condition of affairs and we hope that it may continue for an indefinite period. ALBANY HARDWARE & IRON CO.

Charles H. Turner, President.

THE CLEVELAND TRADE.

Pig Iron, Pig Tin and Copper have advanced to the danger point, manufactured goods are still low compared to the price of raw material and will likely advance from present prices unless raw material declines, and the fear is that we shall soon be beyond the limit where prices can remain. The conditions remind us of old times when panics were a part of the regular programme. The hope has been indulged that we might avoid extreme prices, but signs indicate that we may not. It is not the result of corporation greed but it is exorbitant demand. The get-rich-quick scheme by extreme prices is not so attractive as it once was, and it is not desirable. The large combinations have steadily opposed it, and business men have cordially come to approve of their action. Legitimate business is promoted by the prevention of speculation. The old method that stranded ninety per cent. of those entering business is not desirable. The one danger threatening business, is extreme prices, that will prevent consumption. All other indications favor the outlook for prosperity. This fact is so apparent we may hope good sense will prevail, and a panic be prevented. The money and business of the country are on the right side, and while this is not an absolute guarantee it will in this, be likely to prevail, and make 1907 an unparalleled success.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURGH TRADE.

Trade continues very active in Pittsburgh. Early Winter weather stimulated the demand for gas stoves and other Winter goods. Sale of builders' Hardware is also very good, and early demand for holiday goods is noticeable. The continued advance in prices has apparently gone well through the entire line. On such goods as low-priced padlocks, the advance cuts into merchants' profits. These goods have an established retail price of twenty-five cents, which cannot well be changed, so that the loss of profit falls upon the merchant, and especially the wholesaler. Pittsburgh experienced the darkest day in her experience on November 15. At 3 P. M. it was as dark as midnight, and continued nearly as bad through the day. The atmosphere was clear, no fog nor smoke, and a light rain falling. Some peculiar conditions in the upper atmosphere must have held our usual smoke-cloud over the city like a lid.

LOGAN-GREGG HARDWARE CO.

THE DAVENPORT TRADE.

Each mail brings important changes in price of goods, most of which are advances. These changes seem to be practically all along the line and evidently the end is not yet. With the apparent stringency in the money market, this condition of the Hardware market seems unusual. Locally there is a temporary stringency in money, caused by the extraordinary amounts being used just now in timber land investments in the great Northwest. Banks quote interest at six per cent. and the demand is active at this rate. The Davenport banks in the aggregate have on deposit about twenty-two millions. A new bank here, The Citizens Trust & Savings Bank, opened its doors on the third day of November, capital and surplus $200,000. The deposits for the first day were about $112,000. Our savings banks are paying four per cent. interest on deposit. Crops have been unusually large and are bringing high prices. Sales for November are fifteen per cent. above the corresponding month in 1905. Collections are fair. SICKELS, PRESTON & NUTTING CO.

THE COLUMBUS TRADE.

Never in our history has business been in the condition it now is. The demand for goods is phenomenal and the scarcity unprecedented. Manufacturers' representatives are not after orders for prompt shipment, but for shipment within three to six months. Most of them will tell you they have all the orders they can fill this year. We are constantly getting advice to get specifications in early if we expect delivery in time for season's requirements.

Prices are steadily advancing. It keeps salesmen busy making changes. We fear some articles have advanced too much while others are still low enough. An advance of $45.00 per ton on wool twine seems to be unreasonable, while $3.00 per ton on wire and nails during the year is very small and ten per cent. on steel butts and strap hinges is modest. Scythe snaths without doubt are being sold below cost. The new price for wire cloth and poultry netting is not unreasonable. While the heavy demand and increased cost of raw material and labor is the basis of advances, there is danger of boosting prices too high. We hope manufacturers will keep prices where they legitimately belong, for the farther you have to drop, the greater the jolt. The old adage that everything that goes up must come down, is as true of merchandise as a pumpkin.

The demand for Guns and Ammunition has been unusually heavy, but if the purchasers don't find more game than the writer found on his first day's trip, they will not have to replenish their supply. There is quite an interest manifested in the coming State Hardware Convention that will be held in our city in the Spring. The arrangement for Manufacturers' Exhibit will be the best ever afforded them. Columbus is the right place for such conventions, on account of location and ability to take care of visitors.

THE SMITH BROS. HARDWARE CO.

THE SAN FRANCISCO TRADE.

About six weeks ago HARDWARE made the announcement, the first publication to do so, that Frank Rittigstein, one of the few very prominent Hardware merchants of Oakland, and president of Alameda County Retail Hardware Dealers' Association, had found Miss Sadie Lewek of Marysville, Cal., to be the woman of his choice and willing to become Mrs. Frank Rittigstein for better or for worse. Incidental to all this a wedding ceremony was performed the other day and now this Hardware man and his bride are on a business and pleasure trip visiting the Hardware manufacturing and jobbing centers of the East.

The Fire Commissioners accepted a check this week for $250 donated by Dunham, Carrigan & Hayden to the widows' and orphans' fund of the Fire Department in appreciation of the gallant efforts of the firemen in extinguishing two fires near the Hardware firm's place of business.

San Francisco was never as now so greatly over-supplied with thieves, thugs and murderers, and Hardware men generally, like very many other business men, are applying for permission to carry pocket guns, all of which of course is good for the sporting goods merchants. A few days ago W. O. Hopson, a Hardware merchant at 544 Clement Street, was struck down and made senseless at the noon hour when all but he were at luncheon, and the cash drawer was robbed.

Another Pacific Coast window display advertising contest is to be inaugurated by the Dover Manufacturing Company of Canal Dover, Ohio, manufacturers of the "Asbestos" Sad Irons. Their first Coast contest of this kind for Hardware dealers, a few months ago, was won by the Honeyman Hardware Company of Portland, $100 being the prize. Two other prizes, $50 each were won, respectively, by the Rice & Rice Hardware Company of Roseburg, Ore., and the Boyle Hardware Company of Ogden, Utah.

The old ante-disaster Hardware business conducted in the name of Buchanan Brothers is being revived by William Buchanan, of the original firm. He has located in a temporary building on the fire site, No. 1738 Larkin Street, and will carry a full line of Builders' Hardware, tools and household goods, in connection with the manufacturing of all kinds of brushes.

Otto A. Bremer, a quarter of a century in the sporting goods business before the earthquake and fire at 820 Kearny Street, and Thos. L. Lewis, who was formerly connected with the Remington Arms Company and Union Metallic Cartridge Company, have formed a co-partnership and opened a sporting goods store at 140 Van Ness avenue.

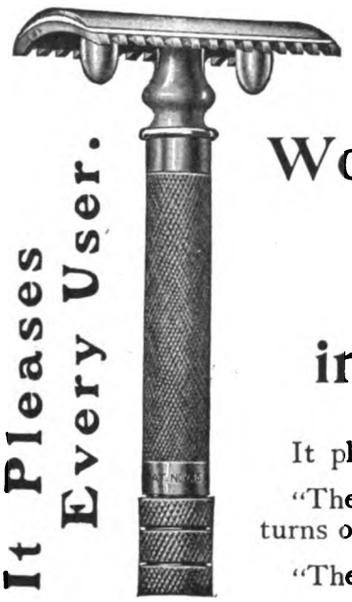
The Hammer-Bray Hardware Company, an incorporation, has done well, the trade say, in admitting to their association and installing as treasurer Frank Albright, who is reputed to be an all bright young man with a legion of friends he made during the many years he traveled the Pacific Coast territory for the W. W. Montague Company.

"The Future Proprietor Stands in the Wheelbarrow" is a

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Gillette Safety Razor

NO STROPPING NO HONING



It Pleases Every User.

The Most Wonderful Selling Razor in the World



It pleases every customer, who in turn brings a new customer.

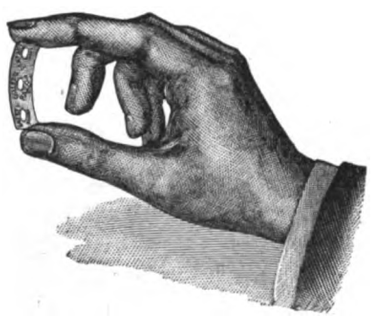
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

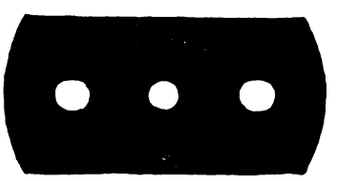
12 BLADES, 24 SHARP EDGES,

Every blade will give from 20 to 40 close, smooth, comfortable shaves.

Triple silver-plated set with 12 blades $5.00.
Quadruple gold-plated set with 12 blades $10.00.
Quadruple gold-plated set with 12 blades and monogram $12.00.
Standard combination set with shaving brush and soap in triple silver-plated holders $7.50.
Other combination sets in silver and gold, up to $50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.



Sold by Leading Drug, Cutlery and Hardware Dealers.

We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.



GILLETTE SALES COMPANY,

Times Building, - - New York City

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feature line in an illustrated front view ad of the Dean Hardware and Tool Company, in a local paper. Father Dean, proprietor of the store, is represented in the photographic picture as steadying his little tot of a boy who is standing in a wheelbarrow.

Martin Foard of Astoria, Oregon, was visiting the San Francisco trade last week and viewing the ruins. In his city he stands at the head of the Foard & Stokes Hardware Company, that has within the last few weeks been incorporated with a capital stock of $50,000. Including Mr. Foard, the incorporators are Frank R. Stokes, V. Boelling, F. A. Leahy, C. Le Blanc and J. G. Hayberg.

INDUSTRIAL PRESS ASSOCIATION.

WASHINGTONIAN PHILOSOPHY.

Habit is unquestionably the thing that most influences human life. A man's habits are the man himself, and if his habits are good the man is good and if bad we have a bad man. Habit is what made the absent-minded college professor put a car ticket in a letter and toss it on the platform of a car while he stuck the postage stamp on his own forehead and tried to crawl into the letter box. Habit is what makes men polite to women and makes you start to dinner to a house you moved from a week before. Habit is what makes you walk confidently across your room in the dark and stub your toe on the chair that some other person's habits of carelessness left in a place where it did not belong.

* * *

John Ruskins says, "It is only by labor that thought can be made healthy and only by thought that labor can be made happy," and as labor or love or dress or most every human characteristic is only a matter of habit it behooves every man, woman and child in this land of sin, sorrow, overdue bills and gum boils to get into the work habit. The optician or clerk who allows himself to get accustomed to coming down in the morning to his place of business with the idea of doing as little work for that day as he possibly can is the man who has just turned into the road at the end of which is t tumble-down shack that is to be his future home, and over the gate is the one word, Failure. Work, as I say, is a matter of habit. If any living man, no matter how lazy he may be by natural disposition, will make up his mind that, come what may, for thirty days he will work every minute during business hours, he will contract the habit of industry that will make it easy for him to hustle for the rest of his days. There is hardly a clerk—particularly a lazy one—who does not envy the men above him, who according to his idea do not have to work. Of this type of clerk there are few indeed who recognize that the quickest way to get to the point where you do not have to work is to work your hardest.

* * *

Work is the only salvation of a man. Nature hates useless things. In Mexico the dogs are hairless, while in the Alps the coat of hair on the St. Bernard dogs is amply heavy to protect them from the rigors of the climate. There is little doubt that the Mexican hairless dog was once covered as well as the St. Bernard, only the climate of Mexico made the heavy coat useless and prevented the pup from catching fleas that the climate provides so bountifully.

What happens? The hair disappears because it is useless. The man who loafs and postpones from day to day just as surely loses his ability to do things in a prompt and energetic manner as the dog loses his hair. The habit is getting in its work.

* * *

The man that is always hunting for work is the last man that has the boss hunting work for him, and is the last man in the store that has disagreeable jobs given him. The proprietor of a store is just as human as the people who work for him and will be well aware when he is giving orders that no one wants to carry out, that the lazy man is very likely to be the one to have these jobs to do. You have a man in the store that you think is a favorite of the boss, I know. Did you ever sit down and think over your own actions in the store and compare them with his and wonder why he is favored instead of you? If you will, you will find that he is busy all the time and that you have lots of time to glance over the papers and to chat with other fellows in the store. There is another feature of this being busy all the time; a man who knows he is going to keep right on working until the store closes has no particular incentive to get through the job he is then on, as he knows it will only be to take up something else, so he works more carefully than the fellow who is hurrying to get his work done, and the result is that the ever busy man not only does more work but he also does it more thoroughly.

* * *

Get the habit. Go to work when you go in the morning, and the minute you are through with a customer go back to it again. When there is no work in sight make some. Pull out the old drawers and overhaul the old stock. Work first, last and all the time, and when the day of reckoning with the boss comes you can be as independent as a hog on ice, for it he doesn't see your merit the other fellow down the street will. Work is the only thing that counts. Get the habit.—*D. C. Washington in Optical Journal.*

Genuine Philadelphia Lawn Mowers are only made by The Philadelphia Lawn Mower Co.

All Others Are Imitations!

Our Style A Is the Only

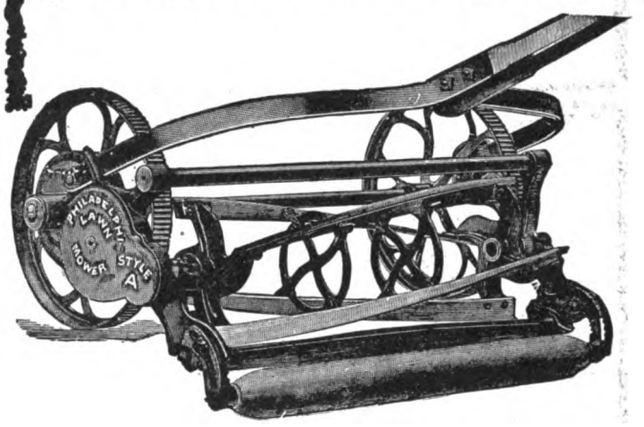
ALL STEEL MOWER MADE

It has 10 inch wheel, 4-blade cylinder, train of 3 gears, double ratchet, making both wheels drivers.

The revolving cutters are without bar in center as we make no mowers with rod thru center of revolving cutter for bearings, all have large, long bearings, and are the most satisfactory Lawn Mowers made. We have others shown in 1906 Catalogue. You ought to have a copy and see our complete line.

The Philadelphia Lawn Mower Co.

3101-09 Chestnut St., Philadelphia, Pa., U.S.A.



THE SPIDER

"NEVER-BREAK"



that will not scorch or burn even the most delicate dainty, sauce or gravy.

Will not absorb grease or flavor.

Does not get smeary, dirty, unsanitary.

Always clean, sweet, hygienic. Never warps.

Name always stamped on the handle.
You should have our complete catalog.

THE AVERY STAMPING CO., Cleveland, Ohio.

Exclusive Manufacturers.

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We Are the First!

Yes, we are the first of the manufacturers of Terne Plates to suggest and adopt the plan of stamping the amount of coating carried by our brands of Roofing Tin, and of stamping all wasters as such.

This is the "square deal" which all Jobbers, Architects, Roofers and Property Owners have needed for so long—and already the move has shown a good effect.

In future, don't merely specify American Ternes, American Extra, American Special, American Old Style A, 2A, 3A, 4A, 5A, MF, or U. S. Eagle New Method—but examine the boxes when these arrive and see that the contents indicate exactly what you purchased. If the sheet isn't stamped with the coating, look along the edge for the mark "Waster."

If you'll use these precautions you'll find Roofing Tin to be the most satisfactory roof covering you can use—but you can't expect an 8-lb. Terne to do the work of the old time or present day 30 to 40-lb. coated plates.

Send for our booklet "From Underfoot to Overhead" if you would know how a high grade Terne Plate is made, and use MF ROOFING TIN, "The Terne which turns the elements," if you want the best Roofing Tin that can be had.

AMERICAN
SHEET & TIN PLATE
COMPANY,

FRICK BUILDING PITTSBURGH, PA.



Sausages made with the **ENTERPRISE SAUSAGE STUFFER** have no air inside the casing. For this reason they keep better.

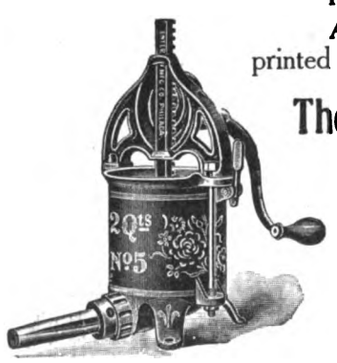
The corrugated spout allows the air to escape as the casing is stuffed. Buyers appreciate this, and other good points—like the accurate boring of the cylinder—in the

ENTERPRISE

Sausage Stuffer, Lard and Fruit Press

NOW is the time to push these goods for the fall trade.

Ask for electros for advertising, and advertising printed matter.



The Enterprise Mfg. Co. of Pa.

Philadelphia, U. S. A.

New York Branch,
10 WARREN STREET.

San Francisco Branch,
318 MARKET STREET.



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STAR SAFETIES

For The Holidays!

For more than a quarter century the Star Safety Razor has been **THE FAVORITE** Holiday Money-Getter among Hardwaremen. It is still *The* Favorite because it has improved with age—can always be depended upon no matter what sort of whiskers it's up against.

We Have Tho Largest Assortmont of Star Safotios For Holiday Trado---Large Enough

to suit any taste—even the most fastidious—and within the reach of the most modest purse.

Remember "The Star" outshines any other Safety because of its old-time honesty in quality of steel, superior workmanship and finish. As a seller it is above reproach.

Millions of pleased customers are the best guarantee of its perfection.

DON'T

neglect to write to-day for Xmas Prices.

Kampfe Brothers

8-10 Reade St., New York.







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HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Athens, Ill.—William Briskey is preparing to open a Hardware and implement store in the building formerly occupied by the late Myer Salzenstein as general merchandise.

Bradshaw, Neb.—R. C. Buckley will engage in the Hardware business.

Canton, N. Y.—The Hardie Co. has been incorporated to deal in Hardware. Capital, $200,000. Directors: L. C. Albro, F. Hesse, D. L. Holbrook, New York.

Hinton, Okla.—Simmons Hardware and Implement Company has been incorporated; $10,000 capital. Incorporators: T. H. Simmons of Brighton, Ill.; N. A. and E. K. Simmons of Hinton.

Idaho Falls, Ida.—N. D. McCutcheon & Co. have been incorporated with a capital of $5,000, and engaged in the Hardware business.

Kaukauna, Wis.—Butler-Dietzler Hardware Co. has been incorporated; capital, $5,000. Incorporators: George F. Butler, Joseph H. Dietzler, John M. Jansen, Joseph J. Jansen and John Benotch.

Lima, Ohio. The Penny-Jones-Burden Hardware Co. has been incorporated. The capital stock is $10,000, and the incorporators are W. E. Penny, Ellis Jones, W. Earl Burden, Thomas H. Jones, Philip Roeder and Fay Carter. This company succeeds the Penny & Penny co-partnership and its place of business is at Main and Spring Streets.

Lowell, Mass.—Cheney & Thomson Co. has been incorporated to deal in Hardware; capital, $10,000. President, John A. Thomson, No. 596 Beacon Street; treasurer and clerk, Albert G. Cheney, No. 107 Gates Street.

Meridian, Ida.—H. Pitcher will open a Hardware store.

Moline, Ill.—DeBaker & Vandervennet is the firm name of a new concern which has opened a Hardware store in the Tremblay Building on Eighteenth Avenue on the bluff.

Norfolk, Va.—Mayer & Co. have incorporated. Incorporators—W. M. Whaley, president; E. L. Mayer, vice-president; C. M. Jenkins, secretary, all of Norfolk, Va. Capital stock, maximum, $110,000; minimum, $60,000. The object is to conduct a Hardware business.

Owensboro, Ky.—Guenther Hardware & Mercantile Co. has been organized with $16.000 capital stock.

Tenino, Wash.—W. A. Daugherty has opened a new Hardware store.

Changes and Improvements.

Afton, Iowa.—Bolinger & Nicholson have succeeded to the Hardware business of Bolinger & Barnum.

Alva, Okla.—William McGill & Co. have purchased the Hardware business of Powell & Powell.

Amoret, Mo.—E. P. Cameron has purchased the Hardware business of J. C. Hampton.

Blackburn, Okla.—W. Kelly has sold his Hardware store to Waters & Hentzler Bros.

Blair, Neb.—Milton Martin has purchased the Hardware business of C. O. Krogh.

Bloomfield, Iowa.—Hinkle & Son have purchased the business of the Hotchkiss Hardware Co.

Bronson, Iowa.—Clark & Onstot have succeeded to the Hardware business of Law & Onstot.

Brunswick, Ga.—A change has been announced in the firm of the Colson Hardware Co., one of the largest Hardware firms in South Georgia, and R. E. Briesenick, who several months ago consolidated his ship chandlery business with that of the company, will withdraw, and J. B. Dubberly and W. J. Butts, the other members of the firm, will continue as formerly.

Central City, Neb.—W. T. Morris has purchased the Hardware business of Stephen & Myers.

Dadeville, Mo.—J. E. Lindley has succeeded to the Hardware and implement business of Morris & Lindley.

Darlington, Ind.—Mrs. George Seybold has sold her one-half interest in the Hardware storeroom to W. B. Lynch for $2,500.

Deshler, Neb.—E. F. Pumphrey has purchased the Hardware business of E. H. Geisler.

Eagleville, Mo.—Robertson & Ping have purchased the Hardware store of C. F. Mumma.

Ellston, Iowa.—E. W. Daniels has sold his Hardware business to A. C. Rauser.

Estherville, Iowa.—A deal has been closed between Rugtiv & Whitmore and E. B. Lohr, whereby the latter has purchased the Hardware stock owned by that firm.

Fair Play, Mo.—W. T. Brown has sold his Hardware store to R. Kranz.

Formoso, Kan.—J. J. Cooper has succeeded to the Hardware business of Cooper & Jacobson.

Harrington, Wash.—W. H. & W. S. Thompson have purchased the Hardware and implement business of Newland Bros.

Hatfield, Mo.—A. Thompson & Son have purchased the Hardware business of C. N. Colding.

Howe, Neb.—W. H. Lohr has sold his Hardware business to C. A. Keel.

Ida Grove, Iowa.—Waltz Bros., of Carroll, have bought out the Gnam Bros. Hardware store, the old Mitchell & Simpson stock, and have taken possession. They will both move here to locate permanently.

Kensington, Kan.—L. M. & M. R. Foster have purchased the Hardware store of Allan Sanford.

La Harpe, Ill.—M. L. Roderick has sold his interest in the Roderick & Kilgore Hardware store to William Devine of Terre Haute, and his son, Harry Devine, will look after their interests in the store.

Laurel, Iowa.—E. G. Bulfer has sold his Hardware store to J. C. Bulfer.

Los Angeles, Cal.—On Jackson Street between Alameda and Central Avenue the Union Hardware Company will erect an addition 100 by 214 feet, one story, to cost $20,000.

Louisiana, Mo.—The Suda-Buffington Hardware Co. are having a large wareroom built in the rear of their store. It will be 30 by 40 feet and will give room to store a large quantity of goods.

Milford Center, Ohio.—John and Michael Daum, of Marysville, who recently entered a partnership with A. W. Thomas of Peoria, in the Hardware business, have moved their stock of goods to Milford Center, where they will occupy the newly remodeled Bever Building. The new firm is known as Thomas & Daum Bros., and will handle a complete line of Hardware.

Miltonvale, Kan.—J. W. Mathews has sold his Hardware store to Burbank & Dutton.

Minnesota Lake, Minn.—The Peter Kremer Hardware Co. is erecting a new store building.

Montesano, Wash.—McDowell & Phillips have been succeeded in the Hardware business by Phillips Bros., and T. J. McDowell will remove to South Tacoma, and will engage in the same line.

Murray, Iowa.—J. F. Cannon has purchased the Hardware and implement business of E. M. Critchfield.

Oriskany, N. Y.—Charles French of Franklin Springs has purchased of John Henty his Hardware store.

Otego, Kan.—J. H. Spaulding has sold his business to the White Hardware Co.

Portis, Kan.—Nixon & Miller have purchased the business of the Downs Hardware & Implement Co.

Quincy, Wash.—The firm of Cox & Co., consisting of J. J. Cox and S. J. Burrows, have sold its stock of Hardware to F. J. George of the Quincy Hardware Co.

Rockford, Ill.—P. A. Lundy is making arrangements to close out his Hardware business at 415 West State Street.

San Antonio, Tex.—The San Antonio Hardware Co., incorporated for $150,000, has taken over the Western Hardware Co. of this city, and will occupy the building now occupied by the A. B. Frank Company. It will be ready for business by January 1. The officers are: President, S. L. Jeffers; vice-president and general manager, J. A. Brownlee; secretary, Ganahl Walker; treasurer, W. W. Sanger. The other directors are C. V. Birkhead, San Antonio; Alfred Tips, Runge; C. J. Vivroux, Seguin.

Sedgwick, Colo.—J. B. McKinstrey has purchased an interest in the Sedgwick Hardware Co.

Sprague, Neb.—Hale & Stutheit have been succeeded in the Hardware business by C. O. Hale.

Springfield, Mo.—J. B. Weaver has succeeded to the Hardware business of Weaver & Hayebusch.

Steilacoom, Wash.—J. F. Fowler has purchased the Hardware business of the late E. R. Rogers.

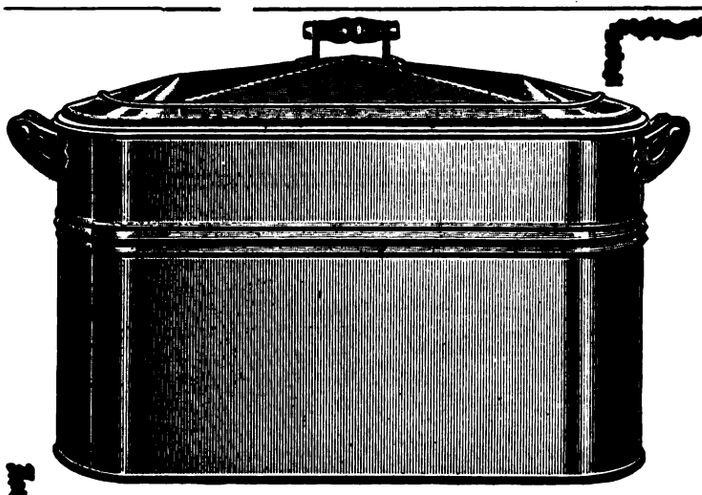
St. Paul, Neb.—S. B. Knudson has purchased the Hardware business of William Mathiesen.

Taylor, Neb.—J. Rusho has sold his Hardware business to W. J. Johnson.

Tekamah, Neb.—E. W. Shafer, proprietor of the North Side Hardware store, has purchased the Hardware stock of J. C. Smith of this place. Mr. Shafer will consolidate the two stocks and move into the White brick, recently vacated by Jeep Bros.

Twin Falls, Ida.—Stothard, West & Halverson have purchased the business of the Minidoka Hardware Co.

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"ATLANTIC"
High-Grade
Wash Boilers

TIN, COPPER and GALVANIZED IRON

Strongest and Best Made Boiler on the Market

Full Weights---Full Sizes.

We are now making a flyer of our Special Copper Boiler---write for our special prices on it. Our new Seamless Cover is a marvel of lightness and strength.

"Atlantic" Galvanized Striped Ware

is among the highest grade goods offered to the trade. Made from smooth Galvanized sheets. Heavy wiring and wide seams make it strong and durable. Add it to your line, it is a great seller. New catalogue now on the press. Write for it.

Atlantic Stamping Co., Rochester, N. Y.

185 Ames Street.



Hight's Union Combination Square

All the Combinations available all the time.

Five Tools in one: 8-inch Try Square, Bevel, Butt Gauge, Marking Gauge and Mitre

If you want to keep your stock up-to-date you must get next to this Square, for when it gets to the workmen it outsells any tool of its kind ever offered. They buy Hight's Combination Square and generally discard their other tools in this line.

The slot in the blade with the notches—to use for a gauge—is a winner.

If it's Dollars you're after this Square will catch them for you—all you have to do is to pass it along to the workman, it and he does the rest. Prices and full description sent on application.

The best tool of its kind on the market.

THE HIGHT MFG. CO., 837 Spitzer Building, Toledo, O.

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HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Atlanta, Ga.—The Georgia Plow Works of which J. B. Hightower is president; Geo. V. Brown, vice-president, and S. J. Bradley, secretary and treasurer, has completed its big factory at Copenhill, near Atlanta, and is now open for business. The plant is one of the best equipped in the south and is promised an important place in the manufacturing world.

Bernardston, Mass.—E. S. Hulbert & Co. has been incorporated to manufacture cutlery; capital, $25,000. President and treasurer, Alonzo A. Alford; clerk, Henry L. Crowell, both of Bernardston, Mass.

Boston, Mass.—The Multiplex Safety Razor Co. has been incorporated with a capital stock of $10.000. Incorporators: Franklin S. Frisbie, Malcolm H. Baker, Robert H. Benny, Francis C. Martin.

Buffalo, N. Y.—Judge Manufacturing Co. has been incorporated to manufacture tools, machinery, etc.; capital, $10.000. Incorporators: John R. Judge and Mary H. Judge, No. 205 Chester Street; Corden T. Hackett, No. 536 Ellicott Square, all of Buffalo, N. Y.

Columbus, Ohio.—A new Columbus industry has been incorporated under the name of the International Saw & Tool Co., with a capital stock of $50.000. The incorporators are Andrew Krieger, James S. Glenn, D. D. Davidson, John Cummins, Austin Z. King and W. L. Merwine. They will manufacture a patent inserted tooth circular saw invented by Mr. Krieger. The factory will be erected in the Factory Street district.

Durham, N. C.—The Combination Lock Co., a corporation of this city, have recently been granted a charter, organized and elected officers. All the stock in the company has been sold with the exception of a few shares. The company is preparing to find a suitable location, and have purchased all necessary machinery to place this new combination lock on the market. They will begin work at the earliest possible moment. At a meeting of the stockholders several days ago officers were elected as follows: President, W. A. Fulford; vice-president, J. W. Smith; secretary, L. W. Grissom; treasurer, J. M. M. Gregory.

Milwaukee, Wis.—The Smith & Post Co. has been incorporated to manufacture tools; capital, $100.000. Incorporators: Thomas L. Smith, Paul W. Post and Edgar B. Simmons.

New York, N. Y.—Jenkins Automatic Washing Machine Co. has been incorporated for the purpose of manufacturing automatic washing machines; capital, $10.000. Incorporators: M. Jenkins, M. R. Jefferds, I. Lewine, E. O. Schernikow, J. E. Taylor, New York City.

New York, N. Y.—M. C. Clamp Co. has been incorporated to manufacture clamps and clamp devices, tools, etc.; capital, $25.000. Incorporators: Le Roy Clark, No. 56 West 71st Street, New York; Alfred H. Meech, Chatham, N. Y.; Henry Scofut White, No. 95 Mercer Street, Plainfield, N. J.

New York, N. Y.—New Rochelle Iron Works has been incorporated as a manufacturing iron works; capital, $5,000. Incorporators: L. Diamond, R. Shapiro, W. Nissenson, New York City.

Reading, Pa.—American File Renewing Co. has been incorporated as mechanical engineers, etc., tool makers, founders, cutlers, etc.; capital, $50.000. Incorporators: M. DeLevante, R. S. Baldwin, A. W. Near, C. Dickson, W. H. Dodge, New York City.

Syracuse, N. Y.—Allen-Chiles Manufacturing Company has been incorporated to manufacture a hydraulic family clothes washer; capital, $50.000. Directors: W. H. Allen, S. C. Chiles, J. B. McDonald, Syracuse.

Worcester, Mass.—Cutter Horse Nail Co. has been incorporated to manufacture horse nails, etc.; capital, $20.000. President, Elbert A. Jones, No. 78 Pleasant Street, Worcester, Mass.; treasurer, Solomon M. Cutter, Ashland, Mass.; clerk, John K. Warren, No. 78 Pleasant Street, Worcester, Mass.

Changes and Improvements.

Atlanta, Ga.—The A. A. Wood & Son Co. intend in the near future to place on the market several wagon makers' tools of new design.

Atlanta, Ga.—The Southern Saw Works has put in a new tempering furnace, grinder and drilling machinery, increasing its capacity. It has also opened an office and salesroom in the center of the city, at No. 59 South Forsyth Street.

Chester, Mass.—Clayton B. Fay, for some years connected with the manufacture of emery wheels in Cortland, N. Y., has secured a site and proposes to erect immediately a mill for the manufacture of wheels.

Columbus, Ohio.—Contracts have been awarded by the Lattimer-Williams Manufacturing Co. for a large addition to the stove factory on West Spring Street. Work on the addition will be begun at once and will be rushed to completion.

Columbus, Ohio.—The Capital Lock Nut & Washer Company, which has a plant in South Columbus, has placed $30.000 additional preferred stock on the market, which is rapidly being taken by the present stockholders. The stock is being sold at par and the money will be used to enlarge the equipment of the plant, which is not yet nine months old. Orders for more than six months are booked ahead.

Conneaut, Ohio.—The Conneaut Shovel Co., which before its recent organization was known as the Rouberg Co., is rebuilding the plant and practically doubling its capacity. The most modern shovel machinery is to be installed, including new forming, drilling and smoothing presses, punches, etc. The new company has secured about three acres of land adjacent to the New York, Chicago & St. Louis Railroad. In addition to the Rouberg ore shovel, which has heretofore been made, the company will put on the market the Magar Union coal shovel.

East Douglas, Mass.—The overseers of the several departments of the axe manufacturing plant of the American Axe & Tool Co. are getting ready for the available room in the upper shops for the prompt continuation of axe manufacture. The grind shop at the Lovett mill, for a year unused, is being fitted for the work of a dozen grinders, more than half the force before the fire. William E. Correll of the forging department, and Harry D. Mowry, inspector of tempering, will have forces at work in portions of the shops not in use for nearly a year.

Fitchburg, Mass.—The Simonds Manufacturing Co., manufacturers of saws, machine knives and files, are to build another addition to their works, to be 40 by 60 feet and three stories. The building will take care of the increase in the company's hand saw and circular saw departments.

Grand Rapids, Mich.—The Grand Rapids Hand Screw Company have contracted for the erection of a new factory building to be located on Jefferson Avenue. The new building will be 60 by 600 feet and will consist of two stories and a basement. The contract price is about $50,000. The new building will about double the capacity of the company. Work will begin immediately, and a large force of men will be set at work. It is expected that the building will be completed in the early Spring.

Indianapolis, Ind.—The John Deere Plow Co. has just closed an important contract which will enable the company to greatly extend its cream separator trade. The company has heretofore handled only in Indiana the Simplex line of separators made by D. H. Burrell & Co. of Little Falls, N. Y. Under the new arrangement Ohio and Michigan have been added to the territory.

Keyport, N. J.—The cutlery works at Keyport have been sold to the Sherman Razor Company. The razor company demanded a bonus of $1,500 for settling in the town, which has been raised by the citizens. It is expected that the factory will be started in operation within the next two months.

Newark, N. J.—The Heller Bros. Co. are building a three-story brick addition 40 by 150 feet, to their file plant and a rolling mill, 70 by 200 feet, to their steel plant. The company expects to have both buildings equipped with machinery early next year. These additions have become necessary to enable the company to make prompt shipments of its products.

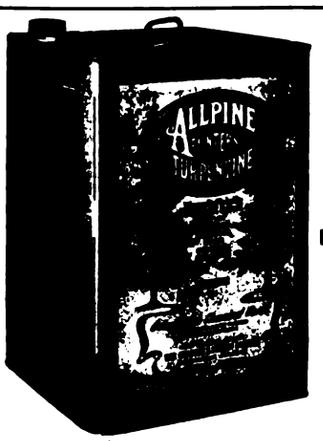
New York, N. Y.—The Gillette Safety Razor Co. have opened a branch factory at Montreal to supply the Canadian trade.

Oswego, N. Y.—The Oswego Tool Company is still branching out. Beside the new shops now running on the West Side of First Street, the original plant on the East side of First Street and the foundry to be built on the Hillside Park property the tool company has closed a deal whereby it becomes the owner of the Findlay Machine Shop next south of the original plant on First Street.

Philadelphia, Pa.—Liveright Bros., successors to Mayer & Co., file manufacturers, are adding a number of tools to their equipment which will enable them to double the present capacity of the plant. This concern has in view the general enlargement of its works and is considering the removal of its plant from the present location.

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90 Per Cent Adulteration



Or 100 Per Cent Pure Turpentine

Which do you buy--and sell--to your paint trade? Remember: 90 per cent so-called "Turpentine" is adulterated with petroleum. It makes

the paint "powder" and blow away. Can't tell by the smell either, because it's the contamination by "crude dip" which gives it that sweet odor.

"ALLPINE" PAINTER'S TURPENTINE

We guarantee to be absolutely pure. It fulfils the Navy Department's specifications for pure turpentine. Contains **Pinene** but not a drop of Benzine—Naphtha—Gasoline, so destructive to paint. Sold in 5 gal. cans—Sealed at the stills—Opened only by punching hole beneath screw cap.

"Allpine" is the Best Turpentine. Ask for Turpentine Tips.

GEORGETOWN CHEMICAL WORKS

The Charles E. Sholes Company, Sole Agents, 164 Front St., N. Y.

44 So. Water St., Philadelphia. 7 Sears St., Boston

Distilleries at Georgetown, S. C.

BEATERS!

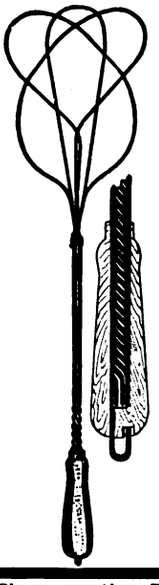


While you are looking about for the best there is—just look at this!

"Cleaner"

Rug and Carpet

BEATER



Beats everything: Clothing, Upholstered Furniture, Mattresses, Robes, Rugs and Carpets.

"It can't be beat." Why? Because it is made from the best

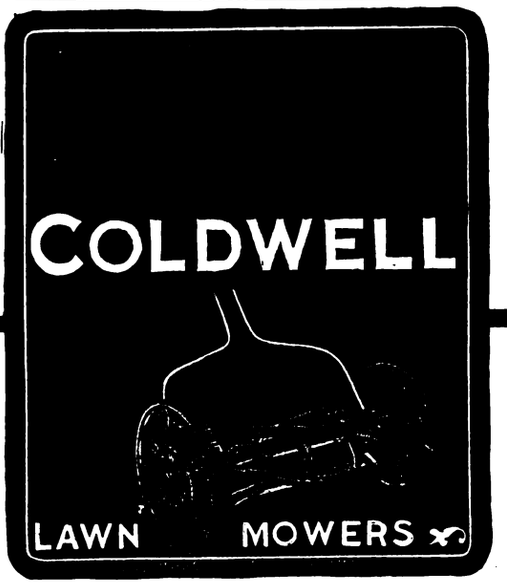
Furniture Spring Steel.

We warrant this beater not to break off at the handle, nor to become loose or break off. Very elastic.

Write for catalog price list.

HOLT-LYON CO.

TARRYTOWN, N. Y.



90 Per Cent.

of the lawns in the United States are mowed by Coldwell Lawn Mowers, because they are adaptable to the greatest variety of grass.

We make Hand, Horse and Motor Power Mowers.

Their reputation makes them quick sellers. Try 'em.

COLDWELL LAWN MOWER CO.

NEWBURGH, N. Y.

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HARDWARE DEALERS' AND MANUFACTURERS' RECORDS

(Concluded).

Van Wert, Iowa.—Harper & Henry have succeeded to the Hardware business of Harper & Thompson.

Wellman, Iowa.—E. S. Bonnell has sold his store to the Huffman Hardware Co.

Whitefish, Mont.—John R. Thompson has been succeeded as manager of the McIntosh Hardware store by A. D. Baker.

Whiting, Iowa.—Robert Whittier has sold his Hardware store to A. T. Daily.

Wellman, Ia.—E. S. Bonnell has sold his Hardware business to the Hoffman Hardware Co.

New Bedford, Mass.—Manufacturers' Supply Co. has been incorporated to manufacture Hardware. Capital, $25,000. President, Henry C. Denison; treasurer and clerk, Arthur D. Delano, both of New Bedford, Mass.

St. Boniface, Man.—The Northern Hardware Company have purchased the bankrupt stock of F. M. Jean, and will conduct the business under the above name with J. E. Riley as manager.

Taylor, Neb.—W. L. Johnson has purchased the Hardware business of J. Rusho.

Vici, Okla.—F. E. Popplewell has succeeded to the Hardware business of Stoddard & Popplewell.

Watertown, N. Y.—Connell & Rice, Hardware dealers, have transferred their stock of goods from 12 Washington street to 26 Court steet, occupied by E. B. Irvin's Hardware store. Mr. Irvin is about to retire from business and Connell & Rice have purchased his stock and leased his store.

Fires.

Antwine, Okla.—The Hardware store of E. A. Vanderveld has been destroyed by fire. Loss $7,000. Insurance $5,500.

Armstrong, B. C.—In the recent fire the Hardware store of Armstrong & Livingston was destroyed.

Birmingham, Ala.—Fire in the six-story frame building of the Prowell Hardware Co., here, has caused a loss of about $300,000.

Chester, W. Va.—Fire has destroyed the Hardware store occupied by James Fowler.

East Douglas, Mass.—Fire in the plant of the American Axe and Tool Company has caused a loss of $30,000. Before the flames were under control three of the shops with their contents were destroyed.

Jersey Shore, Pa.—Jersey Shore had a destructive fire entailing a loss of $4,000, when the large warehouse of the Hogue Hardware Co. was totally destroyed with all its contents.

Rankin, Pa.—The Hardware store of William H. Vaught at No. 100 Braddock Avenue, has been damaged to the extent of $8,500 by fire.

Redkey, Ind.—Fire broke out recently in the brick block occupied by the Williamson Bros., Hardware merchants, destroying harness, buggies and other machinery to the amount of $3,000, fully covered by insurance.

Sentinel, Okla.—In the recent fire the Hardware store of A. I. McAllister was damaged.

Virginia, Minn.—The Hardware store of Siegel Bros. & Co. has been destroyed by fire, with a total loss; insured for $3,000.

Burglaries.

Bechtelsville, Pa.—Irwin B. Kehs' large Hardware store has been visited by burglars who took $12 worth of goods.

Dillsburg, Pa.—A number of shot guns and revolvers valued at several hundred dollars have been stolen from the Hardware store of Smyser, Creager & Co.

Ellendale, N. D.—The Hardware store of N. H. Bjornstad has been burglarized. An examination disclosed the fact that two revolvers, a lot of pocket knives, about 800 Peters shells and about 500 revolver cartridges were missing.

Huntingdon, Pa.—B. F. Fink's Hardware store on Washington Street has been entered by robbers and $150 worth of goods taken, among them being six shot guns, one-half dozen revolvers, razors, penknives and scissors.

Kearny, N. J.—Burglars entered the new Hardware store of James H. Callis, 4 Kearny Avenue, recently, and stole a quantity of pocket knives, razors and revolvers to an estimated value of $150.

Middle River, Minn.—Burglars blew the safe of Nelson & Olson's Hardware store and secured $200 in cash and valuable notes and papers.

Perrysville, Ind.—Jones & Son's Hardware store has been broken into. Three revolvers, one set of silver knives and forks and seventy-five pocket knives were taken, all valued at about $100.

Springfield, Vt.—The Hardware store of Lafountain, Staples & Co. has been entered and articles from the machinists' tools, revolver, ammunition and cutlery stocks, amounting to over $600, are missing.

Claremont, N. H.—The Hardware store of Boynton & Ellis, in Hotel Claremont, has been broken into, and $5.77 in cash stolen from the register, and machinists' tools to the value of more than $100.

Granger, Tex.—The Granger Hardware Company here has been burglarized. The thieves secured about $100 worth of merchandise, consisting of razors, knives, pistols and targets. So far there is no clue.

Hope, Ark.—Burglars gained entrance to K. G. McRae's Hardware store recently. They rifled the cash register, opened the safe by the combination and stole one hundred dollars in cash, two checks, three pearl-handle knives and four Colt's revolvers.

Midway, Pa.—Burglars entered the Hardware store of Dickson & Wallace, and carried off property which the members of the firm say was valued at $700.

Newport, N. H.—The store of the Nourse Hardware Company has been entered by burglars and guns, rifles, ammunition, etc., to the value of $100 were stolen.

Petersburg, Va.—The large Hardware establishment of Charles Leonard on Bank street, has been entered and robbed. The only articles missed were thirteen Smith & Wesson and Colt revolvers, valued at about one hundred and fifty dollars.

South Hill, Va.—The Daniel Hardware Company of this place has been robbed; about $150 worth of goods being taken. The stolen articles consist principally of firearms.

St. Peter, Minn.—Ransom & Lindberg's Hardware store has been burglarized and a revolver, a quantity of cartridges and several jack knives taken.

Embarrassments.

Addington, I. T.—The Pioneer Hardware Co.'s doors have been closed on account of an indebtedness of $6,000.

Montreal, Canada.—Antonio Laurendeau and C. Levesque, carrying on business under the name of the St. Lawrence Hardware Co., have consented to assign at the demand of J. E. Merizzi.

New York, N. Y.—A petition in bankruptcy has been filed against Charles Muller, a wholesale dealer in Hardware at 88 Chambers Street. Judge Hough of the United States District Court appointed Charles C. Burlingham receiver with a bond of $4,000. Liabilities are $15,000 and nominal assets $12,000, consisting of stock $5,000 and accounts $7,000. Mr. Muller was a salesman in this line for many years and began business for himself in April, 1905.

Three Oaks, Mich.—Charles R. Sherrill, an implement and Hardware dealer, has filed voluntary bankruptcy proceedings in which he places the aggregate of his debts at about $6,000, and claims to have about half the amount in assets.

Walkerton, Ind.—Attorney Charles M. Krieghbaum has filed a petition in bankruptcy for Milo R. Haak, a Hardware merchant. The liabilities are given as $3,500 and the assets at $2,500.

MANUFACTURERS RECORD

Middletown, N. Y.—Louis L. Buck, formerly of this city, has entered the firm of Buck Bros., dealers in Hardware, etc., at 28-30 West Main Street, this city, in the place of Floyd H. Buck, recently deceased. The firm will continue under the same name as before and will consist of Charles B. and Louis I. Buck.

Reading, Pa.—The Griffin Co. have decided to increase their output. A new building is in course of erection, and with its completion the floor space of the plant will be increased about one-third.

Tonawanda, N. Y.—The Miller Foundry & Specialty Company, manufacturers of brass fittings and plumbers' supplies, have located their new factory at North Tonawanda, where it will have largely increased facilities.

Wallingford, Conn.—The Williams Co., formerly the Williams & Goldenblum Co., has sold its entire output of hack saws and band saws to the Smith & Hemenway Co. of New York, and in consequence the corporation has been dissolved and the business will hereafter be operated as a firm.

West Pittsburgh, Pa.—Announcement is just made that the Garland Nut & Rivet Co. is to begin at once with the erection of a large addition for the manufacture of bolts and rivets. The new part will adjoin the warerooms and run the entire length of the old plant.

Winsted, Conn.—The Franklin Moore Bolt Co., John B. Adams, president, has leased the foundry on Lake Street, owned by A. W. North of Hartford and will operate it in connection with their bolt works.

Worcester, Mass.—The Worcester Metal Goods Co. has purchased the plant and business of the Grilley Co., of New Haven, Conn., manufacturers of metal specialties, and will move the business to No. 17 Hermon Street, Worcester, where 5,000 square feet of manufacturing space has been taken.

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India Oilstones

Hard, Sharp and Quick

Made in 59 shapes and sizes, and in coarse, medium and fine grits. . . . . .

Every Stone guaranteed to give satisfaction or money refunded.

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For Metal And

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PIKE, N. H.

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Absolutely safe; approved by underwriters.

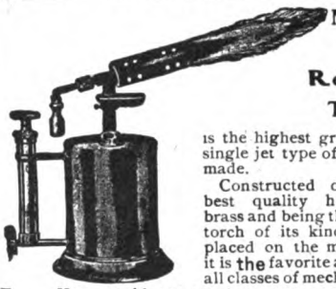
Cheaper to operate and gives greater heat than any other furnace.

Send for booklet and prices.

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No. 12 Old Reliable Torch

is the highest grade of single jet type of torch made.

Constructed of the best quality heavy brass and being the first torch of its kind ever placed on the market, it is the favorite among all classes of mechanics.

You would not want a more profitable seller. Guaranteed.

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All due to its construction. Burner has greater heating capacity. Strongly made throughout. Will withstand hard and long usage. Our guarantee with each furnace. Write for circular and prices.



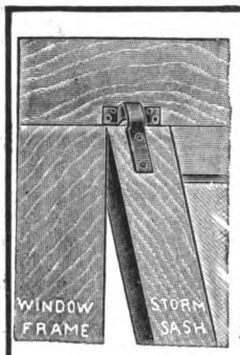
Barnes Tool Co.

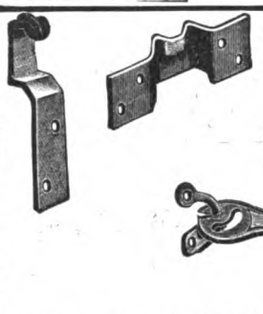
New Haven, Conn., U. S. A.

"THE SENSIBLE"

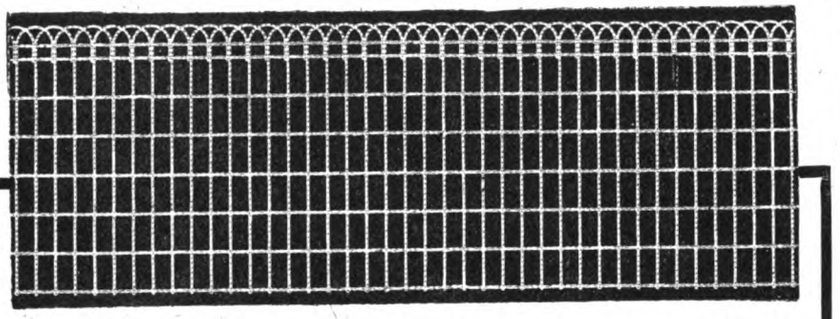
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Are the best on the market. A perfect lock and ventilator. For sale by all Jobbers of the Northwest, because it is the only tight fitting Hanger on the market.





Manufactured by **R. G. WINTER MFG. CO., Milwaukee, Wis.**



"Cyclone" Ornamental Fence and Gates

are a good line for the Dealer, whether they handle our farm fence or not. Built up to 6½ feet high. We carry a stock in New York City for nearby deliveries.

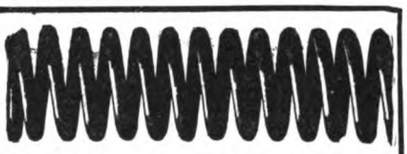
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We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





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The best machine made for drying a mop. Nothing to get out of order; only four pieces in it. The most simple, durable and efficient on the market.

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WATROUS AUTOMATIC DOOR CATCH

TWO-THIRDS ACTUAL SIZE.

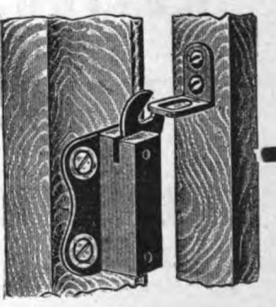
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For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar.

Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.

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Des Moines, Iowa.

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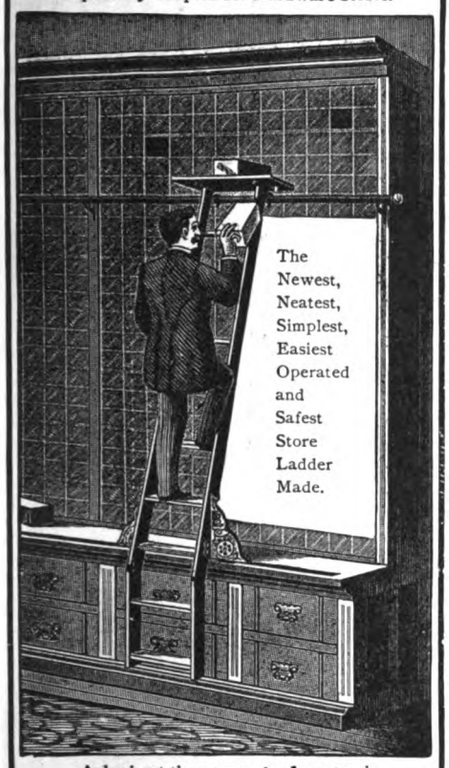




100 Perfection Paper Fasteners, mailed for 10 cts. Schooley Novelty Co., Homestead, Pa.

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Especially adapted for Hardware Stores.



Ask about the new noiseless track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
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Hardwaremen's Exchange

Notices of HELP WANTED *or* SITUATIONS WANTED *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* SIDE LINE OFFERED, SIDE LINE WANTED *and* ALL OTHER NOTICES, *two cents per word. No ad. received less than three lines*

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General Hardware
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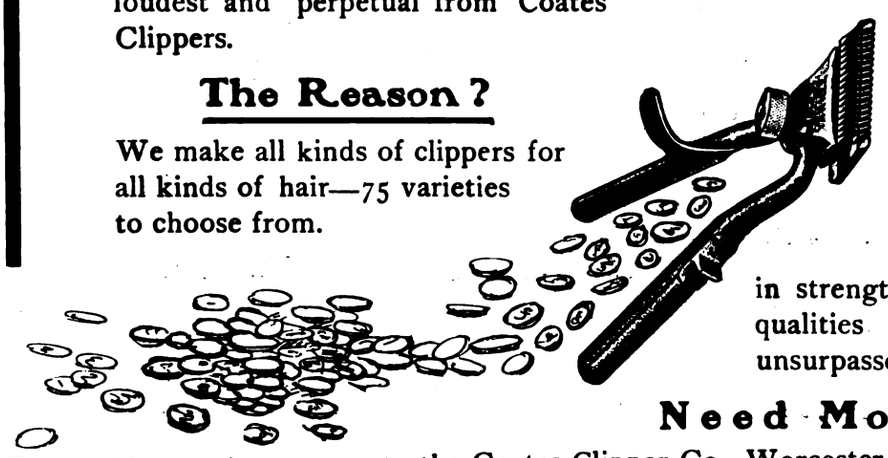
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In your till from Clippers will be loudest and perpetual from Coates Clippers.

The Reason?

We make all kinds of clippers for all kinds of hair—75 varieties to choose from.



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In beauty of finish—in strength and in fine cutting qualities Coates Clippers are unsurpassed.

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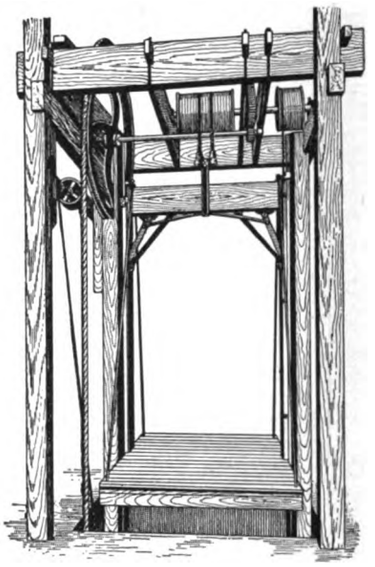
A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

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We Pay the Freight
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We will ship this Elevator direct to you, freight paid and you can itstall it yourself without expense except the help of the average mechanic. This is an exceptional offer. Everyone knows that **EATON & PRINCE** means dependable Elevators. No other Elevator is quite as good because none is made with such infinite care. Send for Catalogue No. 57.

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The WILKINSON FORGE-FEED OILER



Is the Best oiler for all un-get-at-able places—anywhere.

Forces out any gravity oil, light or heavy, in any position in the coldest weather. Its spout cannot clog. Made of best cold rolled steel and will withstand the hardest wear.

Reduces Oil Bill One-Half

as it puts oil just where wanted. Doesn't waste a drop.

All parts interchangeable; easily repaired.

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CLARK-HORROCKS CO.,
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Oils

Linseed, City, raw, in barrels, ₩ gal	39c
Linseed, City, boiled, in bbls, " " "	41c
Out of Town, on spot, ₩ gal	33c
Calcutta, raw, in barrels, ₩ gal	68c
Lard, prime city, ₩ gal	72@78c
Lard extra, No. 1	47@49c
Lard, No. 1	40@44c

Paints and Colors

Barytes, Foreign floated, ₩ ton	$18.50@20.00
Barytes, American floated, ₩ ton	$19.00
White Lead, American, dry, in bbls., ₩ lb	6¾c
White Lead, American, in oil, in lots of less than 500 lbs., ₩ lb. net	7¾c
In lots of 500 lbs. and over, ₩ lb	7¼c
White Lead Eng., in oil, ₩ lb	9¾@10c
Zinc, American dry, ₩ lb	5¾@5¾c

Putty, Commercial—₩ 100 lb

In bladders	$1.70 @1.85
In bbls or tubes	1.30 @1.40
In 1 lb. to 5 lb cans	2.85 @2.95
In 100 lb to 200 lb cans	1.70 @1.90

Spirits Turpentine

In regular bbls	69½@70c
In machine bbls	70c 70½c

Dry Colors

	₩ Lb
Blue, Chinese	35@46c
Blue, Prussian	22@24
Blue, Ultramarine	14@15c
Sienna, Italian, burnt & powdered	3@4½c
Sienna, Italian, raw & powdered	3@4½c
Umber, Turkey, burnt	22c@25½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	66c 78c
Green, Paris, in kegs	13½@14½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Ivory, best	16@20c
Blue, Chinese	35@46c
Blue, Prussian	27@30c
Blue, Ultramarine	14½@15c
Sienna, burnt	3@3½c
Sienna, raw	3@4½c
Umber, burnt	2½@3½c
Umbe .	2½@3½c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....52@55c
G. D.....per M 34@35c
F. L.....per M 40@42c
G. E.....per M 48@50c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M.....20%
B.L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gge..65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.....25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....20%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.90
Drop, B and larger, per 25 lb bag.....2.15
Buck, 25 lb bag.....2.15
Chilled, 25 lb bag.....2.15
Dust Shot, 25 lb bag.....2.35

GUN WADS—℔ 1000—

B E., 11 up.....$ 60
B. E., 9 and 10.....70
B. E., 8.....80
B. E., 7.....90
P. E., 11 up.....1.00 } 15%
P. E., 9 and 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
Ely's B. E., 11 and larger.....$1.70@$175
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes

Iowa Farming Tools. ℔ doz.
Hawkeye.....$3.25
Western.....4.00

Anti-Rattlers

Fernald, Quick Shift, ℔ doz. pair, net..$2.00
Burton's, ℔ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00

Kohler's: ℔ Gro.
Daisy, No. 4.....Net. $4.80
Perfect, No. 2.....Net. 6.00
Bolt Holder, No. 1.....Net. 8.40

Anvils

American "Horse-Shoe".....9¼c
Arm and Hammer.....8½@8¾c
Eagle Anvils, ℔ lb, net.....7c@7¼c
Hay-Budden, Wrought.....9½@9¾c
Peter Wright's.....11c@11½c
Trenton.....9 1-2@9¾c
Columbian, all steel, ℔ lb, net.....9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells.....70%
Com. Auger Bits.....75@75&5%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits } 40@40&5%
Car Bits }
Machine Bits }
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30..40&7½&10%
Nobles Double Spur, No. 33.....50&10%
No. 10, Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits:
Extra.....60&10&10%
No. 1.....60&10&10&10%
Russell Jennings' Augers and Bits.....25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Romney's Adjustable.....$5.50@6.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat...33⅓&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ℔ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.35
German Pattern, net.....$4.60@$5.75
Mayhew's Diamond ℔ doz. $1.25.....40%
Snell's Bell Hangers.....60%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....33⅓&5%
L'Hommedieu's.....15%
Snell's.....40&10%
Watrous'.....33⅓&7½%

Awl and Auger Handles

See Handles

Awls

Per Gro.
Handled Brad.....$2.75@3.00
Handled Scratch.....$3.50@4.00
Patent Peg.....81@84c
Sewing, Com.....88@$1.00
Shouldered Peg.....65@70c
Shouldered Brad.....63@66c
Socket Scratch ℔ doz.....$1.00

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ Doz. $10.....60&10%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....80%

Axes

Single Bit, base weights:
First Quality.....$5.00
Second Quality.....$4.50
Double Bit, base weights:
First Quality.....$7.50
Second Quality.....6.75

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....50%
Broad and Bbl.....40&10%
Boy's Axes.....50%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....50%
Broad and Bb'l.....40&10%
Boy's Axes and Hatchets.....50%

Axle Grease

Dixon's "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
2 " " " " .....25 "
10 " firkins (6 in case).....$1.20 "
25 " " .....2.75 "
50 " kegs.....5.00 "
100 " " .....9.00 "
200 " half bbls.....} 8½lb
375-400 lb " .....}

Snow Flake: Discount 10%
One-quart cans, ℔ doz. . . . $ 2.00
Two-quart cans ℔ doz. . . . 3.30
One-gallon cans, ℔ doz. . . . 6.00
Five-gallon cans, ℔ doz. . . . 24.00
Quarter bbls. (15 gals.), ℔ gal.. .45
One-half bbls. ℔ gal. 40
Bbls., ℔ gal. 35

Balances, Spring

Chatillon's:
Light, class A.....50%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1.....50%
Class A2.....40%
Class D. E. F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10@60

Beef Shavers

Enterprise:
Japanned, each, $8.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....60@60&10%
Nickel Plated.....50&10@60%
Pure bell metal.....60%
Silver chime.....33⅓@33⅓%
Swiss.....60&60&7½%
White metal.....60%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....45%
Gong, Yankee.....55%
New Departure:
Rotary.....30@10%
Push.....30%

COW—

Common wrought.....7½@7½&10%
Kentucky.....70@70&10%
Texas Star.....50%
Western, Sargent's list.....70@70&10%

Bellows

Blacksmiths'.....65&10@5%
Hand.....25&10%
Moulders'.....25&10%

Belting Rubber

Boston Belting Co:
"Boston".....50%
"Imperial," seamless stitched.....45%
Niagara.....60%
New Jersey Car Spring & Rubber Co:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Miller's Falls.....15&10%

Binder Twine

Per Pound
Sisal.....10c
Standard.....10c
Standard Manila.....11c
Manila.....12c
Pure Manila.....13c

Bit Holders.

Angular.....45%
Extension:
Barber's, ℔ doz. $15.00.....45@50%
Ives' ℔ doz. $20.00.....60&10%

Blind Adjusters

Columbian.....33⅓%
Domestic, ℔ doz. $3.00.....33⅓%
Excelsior, ℔ doz. $10.00.....50&10&2½%
North's.....10%
Zimmerman's.....50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ℔ gr.....$9.00
Zimmerman's.....50@50&10%

Blocks, Tackle

Eddy's.....50&10@60%
Hartz' Steel.....50@50&5%
Iron Strapped, Japanned Sheaves...70&10%
Iron Strapped, Lig Vitae Sheaves.....60%
Rope Strapped, Japanned Sheaves...65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....80@80&10%
Wrought Barrel Bolts, Griffin's.....75&10%
Wrought Square.....70@70&10%
Wrt Shutter, St'nrd list...50&10%@50&10&5%
Wrought Spring, Sargent's.....70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ¾x6 and smaller.....75%
Larger and longer.....65&5%
Phila. Eagle, $8.00 list May 24, '99.....80%
Bolt ends, list Feb. 14, '05.....65@65&5%
Bolt ends, with C and T nuts.....65&5%
Machine, ¾x4 and smaller.....75%
Machine, larger and longer.....65@65&5%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99.....80%
Bay State, fluted.....80%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....75&10@80%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....82½%

STOVE AND PLOW—

Plow.....65&10%
Stove.....87½&10%

MISCELLANEOUS—

Sink.....60%

Bone Mills

Enterprise.....25@30%
Stearns.....40%

Borers, Tap

Enterprise.....20@25%

Each	$1.25,	$1.75,	$2.50
Nos.	1	2	3

C. E. Jennings & Co.:
No. 6.....30&10%
No. 10.....25&10%
Common ring.....20&10%
Ives.....25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat.	$2.50,	$2.75
Ajax		40%
Phillips		$4.00 net

Box Scrapers

Bradley's.....20%
Stanley's Adjustable.....45%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal".....25&20%
Standard Metal Strap Co's.:
8 Meshes.....20&10&10 6c

Braces

Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
C. E. Jennings & Co.:
No. 109@114½.....50&5&10%
No. 208½@214½.....50&5&10%
Lancaster Mach. & Knife Works.....50%
Gen. Spofford's.....30%

Brackets

Griffin's Folding.....70&10%
Griffin's Pressed Steel.....60@80&10%
Bradley's Pat., full cases.80&10@80&10&10%
Bradley's, in broken cases.....80&10%
Baine's Adjustable.....25%

Bright Wire Goods

Standard list, June 24, 1903.80&10@80&10%

Bull Rings

Humason, Beckley & Co's.....30%
Rea's 3½ in. net, ℔ doz.....$1.50
Sargent's.....30%

Butchers' Cleavers

New List, Feb. 1, 1906:
Foster Bros., flat heads.....30%
Foster Bros., round heads.....30%
Lancaster Mach. & Knife Works....33⅓&10%
L. & I. J. White.....30%
Plumb's.....30%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star.....15@15&10%
C. E. Jennings & Co.....30&10%

Butter and Cheese Triers

Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges

Stanley's.....25&10%

Butts

BRASS—

Wrought Brass, list September, 1898....15%

CAST IRON—

Fast Joint, broad.....40&10@50%
Fast Joint, narrow.....40&10@50%
Loose Joint.....70&10@75%
Loose Joint, Japanned.....70&10@75%
Loose Joint, Jap. with Acorns....70&10@75%
Loose Pin.....70&10@75%
Mayer's Hinges.....70@70&5%
Parliament Butts.....70@70&5%

WROUGHT STEEL— Extra, 10&10%

Discount.
Reversible and Broad.....75&5%
Light reversible, Light Narrow..75&10%
Loose Joint, Narrow L't, Inside Blind, etc.....75%
Back Flaps, Table Chest.....70&10%

Calipers

Bemis & Call:
Wing.....60%
Double.....60%
Inside and outside.....60%
Straight leg.....60%
Call's Pattern, inside.....50%

Can Openers

American.....℔ gross, $1.75@$2.00
No. 5, iron handle.....℔ gross, $2.00
Sardine Scissors.....$1.75@$2.00
Sardine Scissors, forged steel..℔ doz., $3.00
Sprague, Nos. 1, $3.00; 2, 2.25; 3, 2.50 80%@80&10%

Cartridges

See Ammunition.

Casters

Bed.....70@70&10%
French or Philadelphia Iron wheel 75@75&10
Plate.....60@60&10
Payson's Furniture.....70&10&10
Payson's Truck.....70&10
Standard, Ball Bearing.....65%

Cattle Leaders

Humason, Beckley & Co's.....70%
Sargent's.....70&10%
Welton's.....70&10%

Chain

American Coil, Straight Link:

Inch	℔ 100 Lbs.
3-16	$6.50
¼	5.50
5-16	4.95
⅜	4.10
7-16	3.95
½	3.85
9-16	3.80
⅝	3.75
¾	3.60
⅞ to 1	3.50
1¼ to 1½	75

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain.....

Chains

Galvanized Pump chain, ℔ lb.....4½@4¾c
Ger. coil, list July 24, '97...60&10@60&10&10%
Ger. Halter chain, list July 24, '97.60&10&10%
Jack chain, Iron.....60&10@60&10&10%
Jack chain, Brass.....60&10@60&10&10%
Oneida Wire Dog chains.....45@50&5%
Trace Wagon and Fancy Chains:
New list.....60@60&10%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....30%

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COW TIES—

American ..... 45@50%
Niagara ..... 45&5@50&10&5%
Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 45%
Sisal 35½%

Chain Guards

Aluminum S. & N. Co 50%

Carpet Stretchers

Bullard's 33⅓%
Montross' "Excelsior" and Tack Hammer Combined, ₱ doz., $6.00 ..... 20%
Cast iron, Steel points, ₱ doz 80c
Sockets, ₱ doz $1.75

Carpet Sweepers

Sterling Carpet Sweepers:
Model A, Nickel trimmings 25.00
" B, Japd. " 21.00
" " Nickel " 23.00
" C, " " 21.50
" D, Japd. " 19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise ..... 25%@30%
Goodell's Family, net ₱ doz $5.00
Rollman's, net., ₱ doz 6.00

Chisels

SOCKET FRAMING & FIRMER—
Standard Makes ..... 75@75&10%
L. & I. J. White ..... 30@30&5%
C. E. Jennings & Co. No. 70 ..... 25&10%
Jennings & Griffin Mfg. Co ..... 65&2&10%

TANGED & MISCELLANEOUS—
W. & S. Butchers' ..... $4.75@$5.00 to £
C. E. Jennings & Co ..... 25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels ..... 25&10%
Tanged Gouges ..... 25&10%
Tanged Firmers ..... 33⅓&10%
Tanged Gouges 33⅓%
L. & I. J. White ..... 25&5%

COLD CHISELS—
Good quality, ₱ lb ..... 18&18c
Snell's best C. S ..... 40&5%
Cronk's 50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—
Chicago Flexible Shaft Co's.:

	Each.	
Lightning Belt Clipping Mach.	$15.00	30%
New '98, Chicago	8.75	
1903 Chicago	10.75	
Twentieth Century	5.00	

Coach Oil

Snow Flake.		
One-pint cans, ₱ doz.	$ 3.00	30&10%
One-quart cans, ₱ doz.	4.50	
One-gallon cans, ₱ doz.	15.00	
Five-gallon cans, ₱ doz.	66.00	

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks ..... 65&10@70%

Coffee Mills

Box and Side ..... 50&10@60%
Enterprise Mfg. Co ..... 20@35%
Lane Bros. Co 30%

Compasses, Dividers, &c

Athol Calipers and Dividers 40%
Bemis & Call Co's.:
Compasses 50%
Dividers 65%
Compasses, Calipers, Dividers ..... 70@70&10%

Coopers' Tools

Barton's ..... 20@20&5%
L. & I. J. White ..... 20@20&5
Sandusky Tool Co ..... 20@20&10%

Corkscrews

Detroit Cork Screw Co 33⅓%
Humason & Beckley Mfg. Co ..... 50&10%
Samson, ₱ doz $10.00

Corn Hooks

	₱ Doz.
Kretsinger Cut-Easy	net $6.00

Corn Knives and Cutters

Bradley's ..... net
Wadsworth's 60%

Countersinks

Mayhew's Diamond ..... 40@45%
Smith's 25%
Snell's 40%
Wheeler's Patent 50%

Cow Ties

See Chains.

Crayons

Sargent's List 20%
Dixon's: ₱ Gro.
Eclipse ..... 7 in., $8.75; 9 in., $4.88
Emerald 5.00
Oriole 5.0
Rainbow 3.12
Solid 7.50
Tailor black, $6.88; ed and blue 9.00

Curry Combs

Kohler's 40%
The Metal Stamping Co 40%
Southington Cutlery Co's ..... 25&10%

Cutlery

Foster's Pocket 30%
Carriers' Pocket 50%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass 40%
Embossed Glit ..... 30&10%
Leather 40%
Union Hd'wre Co., new list ..... 50@50&10%

Door Checks

Bardsley's ..... 40@45%
Columbia ..... 50&10%
Eclipse ..... 60&10%
Home ..... 50&10%
Pullman's Screen, ₱ doz. net $4.50

Door Holders

Empire 50%
Superior 33⅓%

Door Springs

Columbian Steel 20%
" Faultless 50%
Gem (Coil), list Oct. '95 ..... 30%
Pullman, Perfect 25%
Pullman Coil 25%
Star (Coil), list Oct. '95 ..... 30%
Torrey's Rod, 39 in., ₱ doz. net $1.10@$1.25
" 48 in., " " " 1.50
Victor, Coil ..... 50&10&10%
Chicago Coil Springs ..... 40&10%
Reliance Coil Springs ..... 40&10%

Drain Cleaners

Iwan's Adjustable 55%
Iwan's Stationary ..... 40&5%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list ..... 75&10%
Sargent's list 60

Drawing Knives

Standard Makes ..... 70&10@75%
Adjustable Handle ..... 25@25&10%
Jennings & Griffin 50%
Watrous ..... 16⅔&10%
L. & I. J. White ..... 30&5@35%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's ..... 40&5@40&10%
Blacksmiths' 60%
Breast, Miller's Falls, each $3.00 ..... 15&10%
Hand, Goodell's ..... 30&10%
Whitney's Hand Drill, No. 1, $10.00 Adjustable, No. 10, $12.00 ..... 33⅓%

TWIST DRILLS—
See Augers and Bits.

Egg Beaters

	₱ Doz.	₱ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz. $6.50	1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.85	19.80
No. 2, Tinned, hotel size	2.00	24.00

Emery Wheel Dressers.

Sterling 35%

Escutcheons

Wood 25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Iron Petroleum ..... 70@70&10%
John Sommer's "Peerless," Tin Key 40%
"Boss," Tin Key 50%
"Victor," Metal Key ..... 50&10
"Duplex," Metal Key 60%
"I. X. L.," Corked Lined 50%
"Reliable," Cork Lined ..... 50&10%
"O. K.," Cork Lined 50%
"Chicago," Cork Lined 60%
"Perfection," Cedar 40%
"No Brand," Cedar 50%

SELF MEASURING—
Enterprise ₱ doz. $36.00 ..... 40&10%
Lane's ..... $40.10&2%

Files

DOMESTIC—
New list, Nov. 1, 1899:
American ..... 75&10@75&10&10%
Arcade ..... 75&10@75&10&10%
J. Barton Smith ..... 75&10@75&10&10%
Disston's 75%
Vixeon's Superfine 50%
Eagle ..... 75&10@75&10&10%
Great Western ..... 75&10@75&10&10%
Kearney & Foot ..... 75&10@75&10&10%
McClellan ..... 75&10@75&10&10%
Nicholson ..... 70&10@75&5%
Nicholson's X. F. Files ..... 40@40&10%
Royal ..... 80@80&10%

IMPORTED—
Stub's ..... Stub's list, 30@33⅓%

Filters

Acorn 50%
Fulper's Natural Stone ..... $3.50@$13.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list ..... 60@60&10%
Kirby & Limerick, low list (50c. base) 10%

Fishing Tackle

Bishop's,	₱ Doz
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American ..... 60&20%

Freezers, Ice Cream

"Alaska":	1	2	3	4	6
Qts.					
Net	$1.15	$1.35	$1.60	$1.95	$2.60
"North Star:"					
Net	$1.25	$1.45	$1.75	$2.25	

Fruit, Wine & Jelly Presses

Enterprise ..... 20@25%

Fry Pans

Standard list	1	2	3	4
₱ doz	$3.75	$4.35	$4.75	$5.25
No	5	6	7	8
₱ doz	$6.00	$7.00	$8.00	$9.00

Kitchen Specialty Co.: Net ₱ Gro.
Size AA $8.10
" A 8.70
" B 9.30
" C 9.90

Gauges

Bemis & Call's Steel 50%
Disston's Mortise 67½%
Marking Mortise, etc 55%
Stanley's 35%
Starrett's Surface, Center and Scratch. ..... 25&10%
Wire, Morses 25%
Wire, P. S. & W., low list 33⅓%

Gimlets

"Diamond" Gimlets, ₱ gro ..... $4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins ..... 40&10%

Glue Pots

See Hollow Ware.

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans ..... 20c. ea
633— 5 lb. screw top tin cans ..... 85c. ea
634— 10 lb. screw top tin cans ..... $1.50 ea.
644— 25 lb. boxes ..... 15c. lb
645— 50 lb. boxes ..... 14½c. lb
646—100 lb. kegs ..... 14c. lb
647—350 lb. barrels ..... 12c. lb

Grindstone Fixtures

Cronk's 50%
P. S. & W ..... 30@30&10%
Stowells Extra Heavy ..... 40&10%
Stowells Light 50%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz $3.50

Halters

Covert Mfg. Co.:
Jute Rope Halters 50%
Sisal Rope ..... 30&10%
Web Halters ..... 35&5%

Hammers

HANDLED HAMMERS—
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75 ..... 50%
Maydole's ..... 33⅓&5@40&10%
Sargent's new list 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 33⅓&7½%
Engineers and B. S. Hand ..... 50&12½%
Quaker City Hammers ..... 40&10%
Riveting and Tinners' ..... 40&2½%

HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb ..... 30&5@30&10&5%
3 to 5 lb 40c lb ..... 30&5@*0&10&5%
Over 5 lb 30c lb ..... 30&10&5@30&10&10&5%
Wilkinson's Smiths ..... 9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 20%

Handles

WOOD—
Auger, assorted, ₱ gro $2.75
Auger, large, ₱ gro 5.25
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 32½ 40%
Axe, Pick, etc ..... 60&5%@60&10%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron ..... 25@33⅓
Brad Awl, ₱ gro ..... $1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net $1.50
File, assorted, ₱ gro ..... $1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. ..... $2.25@$2.75
Hammer, Hatchet ..... 60&10%
Hoe, Rake and Fork ..... 45&10
Rollis Hdw. Co. Hafts, $3.00 ..... 40&10%
"Simplicity" File Hdls, ₱ gro ..... $ .90&1.50
Saw and Plane ..... 40&10&50%
Shovel and Spade, Wood D Handle ..... 40&10%
Shovel and Spade, Long Handles ..... 40&5&50%

CROSS-CUT SAW HANDLES—
Atkins ..... 40&5%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door

Old Pattern ..... 60&10
New England ..... 66⅔@70
Chicago Spring Butt Co.:
Fraction 25%
Oscillating 25%
Big Twin 25%
Lane's:
Covered ..... 60&5%
Hinge Pattern, net ..... $6.00 ₱ doz.
Standard ..... 60&5%
Special, No. 25 ..... $3.50
" " 30 ..... 3.90
" " 40 ..... 5.00
" " 20 ..... 6.25
Track for same, ₱ 100 ft. net 3.75
Cronk's:
Nos. 1, 1½, 2 and 3 ..... 60&5
Nos. 11, 12 ..... 70&10%
No. 50, net $3.60
No. 44, net 4.00
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr. ..... 60&10.
Myers' Stay-on ..... 60&5%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment

Pullman's ..... ₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard ..... net $3.25
Ball Bearing ..... " 4.15
No. 105 ..... " 2.85
New Model ..... " 2.85
New Champion ..... " 2.25

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 488, 40 drawers, no partitions, run. ft., $8.50; net each $30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.88; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54.28

OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf. run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each 22.92

NAIL BIN BASES—
No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each 30.68

Hasps and Staples

Cronk's 50%
McKinney's "Perfect", $1.10 ₱ doz 50%
Wrought ..... 90@90&10%
Wrought, Stanley 80%
Wrought, Griffin 80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track $7.00
Myers Unloader, wood track 7.00
Comb. Car, Double steel T 7.00
Comb. Car, wood track 7.00
Rev. Car, Double steel track 7.00
Rev. Car, wood track 7.00
Myers Unloader, cable 7.00
Myers Unloader, single rail 7.00
Sure Grip Sling Car, steel or wood track 13.00
Dbl. Rail steel track, complete, ₱ ft. ..... .30
Single Rail steel track, complete, ₱ ft ..... .20
D. H. Fork steel, regular, each 1.80
Nellis Fork, each 3.00
Double Grapple Fork, each 7.00
Sprouts, Shear Fork, each 1.50
Walker Fork, each 2.50
Common 6 in. wood sheave pulley, Fig. 482, ₱ doz 3.20
Faultless steel frame K. P. pulley, Fig. 485, ₱ doz 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz 3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz 4.80
Reed Wood Frame pulley with hook, Fig. 484, ₱ doz 4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz 3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz 4.50
Hanging Hooks for double steel track, ₱ doz 1.40
Hanging Hooks for single steel track, ₱ doz 1.40
Hanging Hooks for wood track, 10 in., ₱ doz 1.00
16 in., ₱ doz 1.20
Floor Hooks, ¾ in., ₱ doz 1.40
Malleable Rafter brackets, ₱ doz ..... .70
Wrought Rafter brackets, ₱ doz ..... .70
Rope Hitch, ₱ doz 3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point ..... 40&10%
Iwan's Hay, sickle edge, ₱ doz., net $3.50
Iwan's Hay, imp. serrated, ₱ doz., net 10.00
Kohler's Hay, sickle edge, ₱ doz., net 9.50
Auburn Straw ..... 40&10%
Weymouth, pat., ₱ doz., net $6.00
Wadsworth's ..... 40&10%

Hedge Trimmers

Wadsworth's:
No. 1 ..... 10%
No. 2 ..... 10%

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap	6 to 12 in., ₱ lb	3½c
	14 to 20 in., ₱ lb	3½c
	22 to 36 in., ₱ lb	3½c

STRAP AND T HINGES—
(New Prices)
List December 20, 1904:
Light Strap Hinges ..... 65% } 10&5@
Heavy Strap Hinges ..... 75% } Extra, 12&10%
Light T Hinges 60%
Heavy T Hinges 55%
Extra Heavy T Hinges 70%
Hinge Hasps 45%
Corrugated Heavy Strap 75%
Corrugated Ex. Heavy T ..... 70&10%

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SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges....40%
Bommer B. B. Floor Hinges....40%
Bardsley's Patent Checking....15%
Chicago Spring Butt Co.:
Chicago Spring Butts....25%
Triple End Spring Butts....50%
Chicago Ball Bearing Floor Hinge....50%
Garden City Fire Engine House Hinge....25%
Chicago Saloon Door Hinge....25%
Columbian:
Steel Hinges....60%
Floor Hinges....60%
American....30%
Gem....30%
Oxford....30%
Acme, Steel....30%
" Brass....25%
Niles Mfg. Co....30&5%
Superior:
Floor Hinges....33⅓

GATE HINGES—

Clark's, Nos. 1, 2, 3....50&10@60&10%
N. E., ₱ doz., $7.80....60%
N. E., Reversible, ₱ doz., $5.60....60%
N. Y. State, ₱ doz., $4.90....60%
Western, ₱ doz., $4.20....60%

BLIND HINGES—

Parker....70&10@70&10&10%
Sargent's, Nos. 1, 2, 5, 11, 13....75%
W. H. Co's., No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₱ doz. sets....30&10%

Hitching Cords

Covert Mfg. Co....45%
Hitchers Stall....30&2%

Hollow Ware

ENAMELED—

Agate Nickel Steel Ware....60%
"Never Break" Steel:
Spiders, Griddles, &c....65&10%
Maslin Kettles, &c....60%
" " Porcelained....50%

STOVE HOLLOW WARE—

Blacklock:
Ground....55@60&10%
Plain or Unground....60@65%
Country Ware ₱ 100 lbs. net....$2.75@$3.00
Enameled Ware....50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles....70%
Tinned Boilers and Saucepans....40%
Enameled....50%

GLUE POTS—

Tinned....35%
Enameled....40%

Hooks

BUSH—

Jennings & Griffin's....33⅓&5%
Wadsworths....55&10%

CAST IRON—

Ceiling, Sargent's list....50&10@60%
Chandelier....60@60@10%
Clothes Line, Sargent's list....50&10&10%
Coat and Hat, Sargent's list....50&10@60%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....60@60&10%
Picture....50&10%
Screw Hat....60&10@70%
Wardrobe....69&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz....$1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise....40%

WIRE—

Atlas, new list, single cases....35%
Atlas, Metal Clasp....75%
Wire Coat and Hat, Acme....60&10%
Wire Coat and Hat, Gem....70&10%
Wire Ceiling, Gem....70&10%

MISCELLANEOUS—

Belt....60&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35&5%
Grass, Wadsworth's....60%
Cronk's, Grass, ₱ doz....$2.75
Hooks and Eyes, Brass....60&10&10%
Hooks and Eyes, Mal. Iron....70&10%
Cotton, box and hay....60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C	25c	25c	23c	21c	21c	40&5%

American, all sizes, net....9½c

Nos.	6	7	8	9	10	
Anchor and New Haven	12c. net for all sizes 5 to 10.					
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	23c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	28c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes, net						9½c
Livingston						10%&10%
Mand S	25c	23c	23c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb						12c
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	15c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western						40&10%

Horse Shoes

F. O. B. Pittsburgh:
Horse and mule, Iron, ₱ keg....$4.00
Steel, ₱ keg....3.75

Horse Ties

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Sisal....30%
Jute....45%

Hose, Rubber

Boston Belting Co.:
"Boston"....50%
Niagara....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Hose Bands

Star Hydrant....80&30%
Steam....70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross....$9.00 net
Crown....net
Gem Ice Shave....net
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain....20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping, net ₱ doz....$1.50
Foster Bros., butcher, &c....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw

Wadsworth....40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ₱ doz....$3.00
Solid Stone Carving Knife Hones ₱ doz....$3.50
Quick Edge Pocket Knife Hones ₱ doz....$3.00
Mounted Kitchen Sandstone ₱ doz....$1.50
} 40%

Knobs

Bardsley's wood, door, shutter and base....10@15%
Base, rubber tip, 2¼ in bead, ₱ gro....$1.15@$1.25
Door Mineral....65@70c
Door Por. Jap'd....70@75
Door Por. Nickel....$2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D....40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion....75&10%
Clipper Improved....50&10&10&5%
Enterprise....40&10%
Genuine Philadelphia Mowers;
Styles M, S, C, K, T....70&10%
Style A (all steel)....60&10%
Style E, low wheel....60&10%
Style E, high wheel....70&10&5%
Drexel, low list....50%
Gold Coins, low list....50%
New Departure, high wheel....70&10%
New Departure, low wheel....75%
Pennsylvania....60&10

Lawn Sprinklers

Enterprise....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy, net, ₱ doz....$7.50
Mystic....6.00
Rainmaker....4.80
Dew Drop....1.20

Leads

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....45%
Sisal....33⅓%

Lemon Squeezers

Berger Bros., ₱ doz...8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz....$9.60
Little Giant....50@50&5%
Porc. lined, Iron, ₱ doz....$1.75
Porc. lined, Wood, ₱ doz....$1.35
Wood, common, ₱ gro....No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon....25&10%
Iron Bench, new design....25&10%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish....40%
Cotton Chalk, 20 feet....40&10%
Cotton Trot....20%
Samson Cot., Nos. 4, $2.90; 4½, $2.75....20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50....20%
Wire Clothes:

	18	19	20
100 feet	$2.25	$2.00	$1.75
75 feet	1.80	1.35	1.10

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co....40%
R. & E. Mfg. Co....40%
Reading Hardware Co....40%
Sargent & Co....40%

CABINET—

Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00...40%
Ames Sword Co....40@45%
Brown's brass....25%
Brown's chain....25%
Champion....40%
Eagle....40%
Smith & Egge bicycle....50%
Wrought Iron....75&10@80%
Yale Lock Co....60%

TRUNK—

Corbin's....25&10%
Eagle....40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory....45@5&50%
Lignumvitæ....45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers...33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden, net ₱ doz....$4.00
Regular Goods....70&10%@75%

Meat and Food Cutters

American....30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz....80&10@40&10%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant....40@50%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz....40@50%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise)....25@30%

Meat Juice Extractors

Enterprise....25&20%

Metals, Anti-Friction

Magnolia Metal Co.:	₱ Lb
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00....40%
Sargent's....60@60&10%

Mitre Boxes

C. E. Jennings & Co....30&10%
Seavey's, ₱ doz., $30....40%
Stanley Rule and Level Co.:
Nos. 340 to 460....30%
Nos. 50 and 60....35%

Mop Wringers

	₱ Doz.
No. 1 Reliance	$12.00
No. 2 Reliance	16.00

Motors

COFFEE MILL—

Specialty Novelty Co., each....$5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899....35@35&10%

PICTURE—

Niles' Patent....40%
Porcelain head, combination list....60&10%
Porcelain head, Sargent's list....60%

Nail Nippers

'Gem," ½ gross lots, ₱ gross....$21.00
" less quantity, ₱ dozen....2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net....$7.50
Black Hawk, ₱ dozen....9.00
Cyclops....40&10%@50%
Cronk's, ₱ dozen, net....$12.00
Eureka, No. 74, ₱ doz., net....$8.50
Eureka, No. 75, ₱ doz., net....$8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning, ₱ doz., $18.00....20%
Morrills No. 1, list $20.00....50%
National, ₱ doz., $24.00....10%
Pelican, ₱ doz., $ 9.00....40@40&10%
Rollis Hardware Co., No. 1, $18.00...50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	.55
Corrugated	.65
Knurled	.60@70%

Nippers

Acme....50%
Nettleton Mfg. Co.:
Reversible Cutting....40%
Smith's cutting....50%
Todd's cutting....50%

Nut Crackers

	₱ Gro
Acme, Japanned, $20.00	40%
Acme, Nickel Plated, $8.00	20%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, blank	$5.00
Hexagon, blank	5.45
Square, blank, C. T. & R	5.80
Hexagon, blank, C. T. & R	6.05

Hot Pressed:

Mfrs. U. S. or Nar. Guage	Standard
Square, blank	5.20
Hexagon, blank	5.20
Square, tapped	5.20
Hexagon, tapped	5.70

Oils

Linseed, city, boiled, in barrels
Linseed, city, raw, in barrels.
Out of town on spot
Calcutta, raw, in barrels
} See "Review of Markets"

Lard, prime city, ₱ gal....72@78c
Lard, Extra, No. 1....47@49c
Lard, No. 2....40@44c

Oilers

Brass and copper....50&10
Tin or steel....65@10&70%

Cushman & Denison's:	₱ Doz
Gem	$ .50
Leader	.60
Perfect oilers	1.50
Star pocket oilers	.75

"Paragon," brass....50&10%
"Paragon," zinc....65&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust....70@70&10%
Zinc and tin....65@65&10%
American Tube & Stamping Co.:
Spring bottom cans....70@70&10%
Railroad oilers, etc....60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':
Hindostan, large axe....8c ₱ lb
" small " ....10c " "
Queer Creek Axe....20c " "
} 40%

OIL STONES—

Pikes':

Lily White Washita	60c	₱ lb
Rosy Red "	60c	" "
Extra "	50c	" "
No. 1 "	40c	" "
No. 2 "	30c	" "
Lily White " round edge slips	90c	" "
No. 1 Washita, round edge slips	70c	" "
Washita Pen Knife pieces	70c	" "
No. 1 Hard Arkansas stone 3 to 5¼ in. long	$2.80	" "
No. 1 Hard Arkansas stone 5¼ to 8 in. long	$3.50	" "
No. 1 Soft Arkansas stone 3 to 5¼ in. long	$1.50	" "
No. 1 Soft Arkansas stone 5¼ to 8 in. long	$1.70	" "
Soft Arkansas, round edge slips	$2.50	" "
Hard Arkansas, round edge slips	$4.00	" "
Hard Arkansas Pocket Knife pieces	$4.00	" "

} 33⅓

Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes....40%
India Oilstones, all grades and sizes....33⅓%
Queer Creek Oilstones....20c ₱ lb
Chocolate Oilstones....50c " "
Regular Hindostan....8c " "
Small Hindostan....10c " "
} 40%

Pike's Selling Assortments:

Assortment No. 1	$20.00 net
" " 2	12.00 "
" " 3	15.00 "

Packing, Steam

RUBBER—

Boston Belting Co.:
Phoenix, net ₱ lb....50c
Plumbago....50%
Pure Packing, "Excelsior"....50%
Extra....60%

MISCELLANEOUS—

	₱ Lb
American Packing	8@10c
Cotton Packing	16@25c
Italian Packing	9½@12c
Jute	4½@5c
Russian Packing	8½@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₱ doz	$ 4.00
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	5.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO—

	₱ Doz
Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's:	₱ Gro
Carpenter's	$2.17@3.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.87
Colored lumber	9.00
Black artists	9.87
Colored	4.38@7.50
Assortment boxes	1.51@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899....70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire....50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.)....35&2½%
Bench, first quality....35@35&10%
Bench, second quality....45@45&40%
C. E. Jennings & Co....50&10%
Molding....30@30&10%

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C. E. Jennings & Co., iron ..... 50&10%
Sargent's ..... 60@60&10%
Standard Tool Co ..... 50@60&5%
Stanley Rule & Level Co.:
Bailey's 35%
Miscellaneous ..... 30&5%

PLANE IRONS—

Buck Bros 30%
C. E. Jennings & Co ..... 16⅔&10%
Stanley R. & L. Co 35%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers

Acme Nippers ..... 50&5%
Button ..... 75&10%
Cronk & Carrier Mfg. Co.:
American Button ..... 75&10%
Cronk's 60%
Stub's Pattern 50%
Combination and o hers 33⅓%
Heller's Farriers' Nippers, Pincers and Tools ..... 40&10@40&10&10%
The Nettleton Mfg. Co. Reversible Cutting Nippers 40%
P., S. & W. Tinners Cutting Nippers 40%
Utica Drop Forge & Tool Co.:
Pliers and Nippers, all kinds 40%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co 33⅓%

Plumbs and Levels

Cook's ..... 40&10&10%
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's Plumbs and Levels 67½%
Disston's Pocket Levels 67½%
C. E. Jennings & Co.'s Iron 33⅓%
C. E. Jennings & Co.'s Iron, Adjustable ..... 40&7½%
Stanley R. & L. Co 40%
Stanley's Duplex 35%
Woods' Extension 33⅓%

Poachers

See Egg Poachers.

Police Goods

Tower & Lyons 25%

Polish Metal

Prestoline Liquid, new list 40%
Prestoline Paste 40%
George William Hoffman
U. S. Metal Polish Paste, 3 oz boxes,
₱ doz ..... $ .50
₱ gross 4.50
¼ pound boxes, ₱ dozen 1.25
1 pound boxes, ₱ dozen 2.25
U. S. Liquid, 3 oz cans, ₱ dozen 1.35
₱ gross 12.00
Barkeeper's Friend Metal Polish
₱ dozen 1.75
₱ gross 18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ₱ lb 10c
Black Eagle, liquid, 10 oz. cans, ₱ doz 75c
Black Jack paste, ¼ lb cans, ₱ gross 9.00
Black Kid paste, 5 lb can, each 65c
Ladd's Black Beauty, ₱ gross, $10.00 ..... 50%
Joseph Dixon's, ₱ gross, $5.75 ..... 10%
Dixon's Plumbago, ₱ lb 8c
Fireside, ₱ gross 2.50
Gem, ₱ gross., $4.50 ..... 10%
Japanese, ₱ gross 3.50
Jet black, per gross 3.50
Peerless Iron enamel, 10 oz. cans ₱ doz 1.50
Wynn's:
Black silk, 5 lb. pail, each 70c
Black silk, ¼ lb. box, ₱ doz 1.00
Black silk, 5 oz box, ₱ doz 75c
Black silk, ¼ pint liquid, ₱ doz 1.00

Poppers, Corn

Square.	₱ Doz	₱ Gro
1 qt		$ 8.00
1½ qt		10.00
2 qt		12.00

Post Hole Diggers

Avery's' Neverbreak" ₱ doz. $24.00 ..... 60%
Disston's Samson Digger, ₱ doz. $34 ..... 25%
Kohler's:
Little Giant ..... ₱ doz., net $12.00
Hercules ..... " " 10.00
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 14.00
New Champion ..... " " 5.00
Rival ..... " " 9.00
Ryan's ..... ₱ doz., $20.00 ..... 25%
Iwan's: ₱ Doz
Split handle ..... net $7 25
Perfection ..... " 8.25
Rockford Tack & Nail Co.:
Rockford brand ..... ₱ doz., " 6.50
Atlas pattern ..... " " " 7.50

Post Hole Augers

Iwan's Patent improved ..... 40&5%
Vaughan's, 4 to 9 in ..... " " 6.00

Potato Hooks, Etc

Hoe Down Hooks ..... 75&10&2%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles 33⅓%
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00 ..... 25%
Disston's Pruning Hook, ₱ doz., $12.00 ..... 25%
Smith's:
Pruning Shears ..... 60&10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co's. Pruning Tools 40%
P. S. & W. Co's. Shears 33⅓%
Waters' Tree Pruners ..... 75&10%

Pulleys

Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass screw ..... 45&10%
Ceiling ..... 50@10&80%
Clothes line, Japanned 60%
Common Sense 80%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox all steel, No. 3, 7, 2 in. ₱ doz 50%
Grand Rapids," all steel 50%
Hay Fork, swivel eve., ₱ doz., 4 in., $8.75; 6 in., $5.00 ..... 55%
Hay Fork, Hartz, 4¾ in., ₱ doz., $6.00 ..... 50&10%
Hay Fork, 5 in., solid, $5.70 ..... 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00 ..... 40%
Side, Anti-Friction 60%
Shade rack 45%
Upright ..... 50&10@50&10&10%

Pumps

Cistern, best grades ..... 60@60&10%
Pitcher Spout, best grades 80%
Power Pumps, Myers' 50%
Spray Pumps, Myers ..... 50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz ..... $ 7.50
Mechanical, net ₱ doz 7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 828, 3 in. Shallow Well Pump 13.00
No. 8, Fig. 836, 3¼ in. Shallow Well Pump 15.00
No. 5, Fig. 807, 3 in. Deep Well Pump 15.00
No. 6¼, Fig. 807, 3¼ in. Deep Well Pump 17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump 15.00
No. 82, Fig. 523, 3 in. Deep Well Pump 17.00
No. 56, Fig. 831, 3 in. Shallow Well Pump 14.00
No. 59, Fig. 832, 3¼ in. Shallow Well Pump 17.00
No. 70, Fig. 833, 2¼ in. Deep Well Pump 15.00
No. 72, Fig. 833, 3 in. Deep Well Pump 15.00
No. 102, Fig. 448, 3 in. Lift Pump 9.00
No. 106, Fig. 448, 3¼ in. Lift Pump .. 11.00
No. 128, Fig. 510, 3 in. Lift Pump 7.00
No. 131, Fig. 510, 3¼ in. Lift Pump .. 8.50
No. 225, Fig. 389, Windmill Pump ... 12.50
No. 235, Fig. 408, Windmill Pump ... 16.00
No. 240, Fig. 408, Regulator Pump .. 28.00
No. 802, Fig. 477, Spray Pump, complete 11.50
No. 330, Fig. 547, Knapsack Spray Pump 10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net 5.00
No. 220, Fig. 492, Bucket Spray Pump, net 2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive 50%
Morrill's 50%
Niagara Hollow 40%
Niagara Solid ..... 55&10%
Saddlers' or Drive, good ..... 60@65&10%
Snells' Tinners' ..... 40&5%

Rail

Barn Door, Light, Inches...	¼	⅝	¾
₱ 100 feet	$1.40	1.85	2.80

Barn Door, "None Better" No. 1, ₱ ft... 3½c
Barn Door, "None Better" No. 2, ₱ ft.... 4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c 70%
Double Flange, ₱ ft., 8c 70%
Cronk's: ₱ Ft
O. N. T. style, No. 18 ..... 2½c
Double braced, No. 10 ..... 2¾c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net $2.75
O. N. T. 1¼ in., net 3.00
O. N. T. 1½ in., net 4.00
Hinge Hanger, 1 in., ₱ 100 ft 3.50
" " 1¼ " " " " 3.95
Stowell's Wrought steel 25%
Sliding Door, Bronzed Wrought iron, ₱ ft 6½c
Sliding Door, Steel, Brass Plated, ₱ ft. 5½c
Sliding Door, Wrought brass, 1¼ in ₱ lb. 35c ..... 25c@30%
Victor Track Rail, 7c ₱ ft ..... 60&10&2½%

Rakes, Etc

Cronk's:
Malleable ..... 70&10%
New Champion ..... $3.75, 4.00, 4.25 net
Victor ..... $3.00, 3.25, 3.50 net
Anti-Clog Lawn ..... $4.00 net
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohler's: Net
Lawn Queen, 20 ..... $3.15
" " 24 ..... 3.25
Jumbo Lawn, 36 ..... 5.40
Paragon (wood head) 2.50
Steel Garden, 10th 2.00
" " 12th 2.10
" " 14th 2.25
" " 16th 2.40

Rasps, Horse

Disston's 75%
New Nicholson Horse Rasp ..... 70&10@75%
See also Files.

Razors

Electric ..... List Net
Boracic 60%
Fox 40%
J. R. Torrey Razor Co 20%
Wostenholm & Butcher, $10.00 to £ 10%

Razor Hones

Pike Mfg. Co.:
Belgian German and Swaty, all sizes 50%
Pike's Selling Assortments:
Assortment No. 1 ..... $18.00 net
" No. 2 ..... 10.00 net

Registers and Ventilators

HOT AIR—

New list, July 1, 1906:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated 70%
White Porcelain 60%
Solid Brass and Bronze Metal ..... 40&10%

Revolving Chimney Tops

Iwans' Volcano 55%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ₱ doz $6.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—

Belt with Burrs ..... 40&2 1-2%
Hose with Burrs ..... 40&2 1-2%

IRON OR STEEL—

New list, Jan. 8, 1904.
Tinners ..... 75@75&5%
Miscellaneous ..... 75@75&5&5%

Rivet Sets

Regular list 70%

Rollers, Stay

Cronk's:

Nos	50	55	58	60	65
₱ Dozen	.90c	.80c	.75c	.75c	.75c

Rope

Cotton Rope:	₱ Lb
Best ¼ in. and larger	16½@18c
Medium	15½@16½c
¼ in. and larger	——
Common	10½c

Jute Rope:
A grade ..... 8 to 8½c
C grade ..... 7 to 7½c
Manilla Pure:
7-16 in. and larger 12½c
¼ in 13c
⅜ and 5-16 ..... 13½c
Sisal, Pure:
7-16 in. and larger 9c
¼ in 9½c
⅜ and 5-16 in 10c

Root Cutters

Lane's 25%

Rules

Athol, Steel 33⅓%
Boxwood ..... 60&10@60&10&10%
Ivory ..... 85&10@85&10&5%
Keuffel & Esser Co.:
Folding, wood ..... 35&10%
" steel ..... 33⅓&10%
Lufkin's:
steel ..... 50&10%
Lumber 60%
Miscellaneous, Stanley's 60%

Sad Irons

DOVER ASBESTOS—

Polishing 50%
Pressing 50%
Laundry 45%
Sleeve 50%
Tourist 50%
Toy 50%
Blacklock:
Plain black in cases, ₱ 100 lbs $2.75
Bronze finished in cases, ₱ 100 lbs 3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs 3.75

COLD HANDLED—

Enterprise Mfg. Co. of Pa ..... 20&5&5%

Safety Fuse

See Fuse.

Safety Lifts

Burr Mfg. Co., steel ..... 70&10&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth ..... 50&10%
Garnet paper 25%
Flint and emery paper ..... 50&10@60%

Sash Balances

Caldwell Mfg. Co 50%
Pullman ..... 50&10@50%
Victor bronze 75%
Victor steel 70%

Sash Chain

Competition ..... 50&10%
Giant 40%
Pullman bronze 60%
Pullman cop steel ..... 60&10%
Royal metal 60%

Sash Cord & Weight Fastener

Ives 40%

Sash Cord

Cable Laid Italian, ₱ lb ..... 16@18c
Cable Laid Russia, ₱ lb 15c
Common India, ₱ lb ..... 10@10½c
Patent Russia, ₱ lb 14c
Patent India, ₱ lb ..... 12 1-2@18c
Silver Lake:
A Quality, drab, ₱ lb 45c
A Quality, white, ₱ lb 40c
B Quality, drab, ₱ lb 40c
B Quality, white, ₱ lb 35c

Sash Fasteners

Imperial 33⅓%
Sash rollers 70%
Ives casement fasteners 40%
Champion 50%
Monitor, steel 25%
Shutter sheaves 50%
Window screen sash lifts 33%

Sash Locks

Champion meeting rail 50%
Champion side 60%
Ives' patent:
Bronze and Brass 60%
Crescent ..... 40&20%
Iron 62½%
Window ventilating 55%
Robinson pat. ventilating sash lock .. 33⅓%
Wrought bronze and brass 55%
Wrought steel 55%
Paysons Signal 80%
Pullman patent ventilating 25%

Sash Weights

Ton lots at factory (Eastern) .. $27.50@$28.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co ..... 25@25&7½%
National Specialty Mfg. Co 50%

Saws

Atkins:
Band to 14 in. wide 60%
Band ¼ to 3-16 in. wide 50%
Butcher ..... 40&10%
Pruning and Compass 40%
Circular 50%
Cross Cut ..... 35&5%
Gang 50%
Hand, Panel and rip 40%
Wood ..... 40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws ..... 80&10&10%
Disston's:
Circular, solid and inserted tooth 50%
Band 8 in. to 16 in. wide 60%
Band ¼ in. to 1¾ in 60%
Cross cuts 45%
Narrow cross cuts 50%
Mulay, mill and drag 50%
Framed wood saws 25%
Wood saw blades 25%
Wood saw rods 25%
Hand saws, Nos. 12, 99, 9, 16, D100, D85, 120, 76, 77, 8 ..... 30%
Hand saws, Nos. 7, 107, 107¼, 8, 1, 0, 00, combination 35%
Compass, keyhole, pruning, dovetail, &c 30%
Butcher saws and blades 40%
C. E. Jennings & Co's.:
Butcher ..... 30&10%
Hand Panel, rip & other saws .. 20&2½&10%
Peace:
Cross cuts 50%
Hand panel and rip 30%
Richardson:
Circular and mill 50%
X cuts 50%
Hand saws 30%
Star, Butcher 25%

HACK SAWS AND FRAMES—

Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines .. 10%
Sterling Saw Machines 10%
Sterling hack and saw blades 35%
Sterling hack saw frames 25%
Disston's:
Concave blades 25%
Keystone flex. back and mach. blades 35%
Hack saw frames 30%
Griffin's:
Complete ..... 40&10%
Saw blades ..... 35&5&10%
Star, saws and blades ..... 15&10%

Saw Filer

Disston's D8 Clamp and Guide, $30.00 ₱ doz 30%

Saw Frames

C. E. Jennings & Co 20%
Richardson's Wood ..... net
Sterling 25%

Saw Sets

Atkins,
Criterion saw sets, ₱ doz $6.00
Excelsior saw tools No. 1, ₱ doz 4.80
Disston's Monarch, Nos. 1 & 10 & Star .. 30.
Hart's patent lever 20%
Kohler's:
"Giant Royal," ₱ doz. net $7.50
"Royal," ₱ doz. net 4.50
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63 ..... 50%
Cross cuts, Nos. 3 & 4, $30.63; 5, $30.00 .. 50%
Richardson's 25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz 1.00
Taintor's Positive, $18.00 ₱ doz 60%

Scales

Chatillon's:
Eureka 25%
Favorite 40%
Grocers' triple scales 50%
Family, Turnbull's ..... 50@50&10%
Hatch:
Counter 40%
Tea 40%
Union Platform, plain ..... $1.80@$2.00
Striped ..... $2.00@$2.20
Pelouze 50%

Scale Beams

Chatillon's No. 1 ..... 25%
Chatillon's No. 2 ..... 25%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.) $6.00 .. 45%
Box, 1 handle, ₱ doz ..... $2.00 @ $2.25
Box, 2 handle, ₱ doz ..... $2.50@ $2.60
Foot ..... 55&5&60&5
Ship, Common, ₱ doz., net $2.40
Ship, R. I. Tool Co 10%

SIDEWALK—

Kohler's steel No. 7, ₱ doz $2.00

Screw Drivers

Brace Screw drivers ..... 25&10&5%
Buck Bros 30%
Screw Driver Bits ..... 45@5%
Champion 40
Disston's Flat Blade, electric, telegraph and cabinet makers 70
Electric spiral, No. 01, ₱ doz., net $6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet ..... 40&10%
Fray's hollow hdle sets, No. 8, $12.00 ..... 50.
C. E. Jennings & Co., No. 285 ..... 40&10.
Jennings & Griffin 66⅔%
Sargent & Co's.:
No. 1 forged blade ..... 50&10&10&10&5%
Nos. 20 and 40 ..... 66⅔%
Screw Driver bits (Snell's) ₱ doz 60c
Stanley R. & L. Co's.:
No. 64, varnished handles 66⅔%
No. 86 ..... 70&10%
Victor 55%
Defiancio 70%
Snell's No. 5 ..... 75&5%
No. 10 ..... 75&10&10%
Nos. 20 and 30 ..... 60&10&10%
Tower & Lyon:
Champion 40%
Magazine 25%
Machinists' 40%
Belsley's patent 33⅓%

Screws

WOOD SCREWS—

List July 22, 1903.
Drive screws, diamond point ..... 87½&10%
Iron, bright flat head ..... 87½&10%
Iron, bright round and oval head ... 85&10%
Brass, flat head ..... 85&10%
Brass, round head ..... 80&10%
Bronze, flat head ..... 77½&10%
Bronze, round head ..... 75&10%
Nickel Plated, iron flat head ..... 77½&10%
Nickel Plated, iron round head .... 77½&10%

MACHINE—

List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head .. 50@50&10%

COACH, LAG AND HAND RAIL—

G. P. Coach, list Oct. 1, '99 ..... 75&12½%
Hand Rail ..... 70&10&5%
Lag screws, list Oct. 1, 1880 ..... 75&12½
Cone Point ..... 75&12½

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BENCH, HAND, ETC—
Bench, iron, ₩ dos.....1 in., $2.50@$3.75
1¼, $3.00@$3.25; 1¾, $4.50@$3.75
Bench, wood, beech.....25@25&5%
Hand, wood.....25@25&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes
₩ Doz
Cronk's.....$8.00
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush.....40%

Scythe Rifles
3-Coat, ₩ gro., $10.00 } 40%
4-Coat, ₩ gro., $12.00 }

Scythe Stones
₩ Gro
Pike's Selling Assortments:
Assortment "A".....$4.75 net
" "B".....$3.75 net
No. 1, Indian Pond.....$ 7.00
No. 2, " " 4.50
White Mountain..... 9.00
Black Diamond..... 12.00
Lamoille..... 11.00
Green Mountains..... 6.00 } 40%
Leader Red End..... 4.50
Willoughby Lake..... 9.00
Extra Quinnebog..... 7.00
Pike's Corundum..... 18.00
" Quick Cut Emery.....10.00

Seeders
Raisin, Enterprise.....25@30%

Shears
Acme (cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....68⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....10%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....10%

Shears, Hedge
Wm. Wilkinson & Sons.....50%

Sheep Shears
Wilkinson's:
1900 List.....30&10&5%

Sheaves
SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@30%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells
See Ammunition.

Ship Tools
L. & I. J. White.....25%

Shot
See Ammunition.

Shovels and Spades
Association List, Nov. 15, 1902.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Snow Shovels
Long Handles.....$2.75@$3.00
Black D Handles.....$3.25@$3.50

Shutter Bars
Ives'.....45%

Shutter Bolts
See Bolts, Shutter.

Skate Sharpeners
Eureka.....₩ dos.. $1.75; ₩ gro., $18.00

Slaters' Tools
Plumbs.....30%

Slaw and Kraut Cutters
Disston's:
Slaw, vegetable, corn grater, turnip shredder.....35%
Kraut cutters, 24x7, 28x8, 30x9.....35%
Kraut cutters, 36x12, 40x12.....35%
Tucker & Dorsey:
1 knife, ₩ gro.....$18.00@$30.00
2 knives, ₩ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers
See Hammers.

Slicers
Vegetable, Enterprise.....25%

Smiths' Bellows
See Bellows.

Snaps, Harness, &c
German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....60@66⅔%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps....60&5%
Breast strap protector.....40%
Double for bike or trace carrier.....40%
Trojan snaps.....45
High grade snaps.....40%
Jockey snaps.....35%
Derby snaps.....60&5%
Rope snaps.....40%
Yankee snaps.....60&5%

Scythe Snaths
National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves
Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₩ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓%

Spoons and Forks
SILVER PLATED FLAT WARE—
International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10%
German silver, unplated.....60@60&5%
KNIVES AND FORKS, NO. 12—
₩ Doz. Net
"1847".....$8.50
"Anchor"..... 3.25
"Eagle"..... 3.25
"Star"..... 3.25
Rogers, Smith & Co..... 3.25
Rogers & Hamilton..... 3.25
Holmes & Edwards..... 2.75

Springs
See Door Springs.

Spring Balances
See Balances.

Spring Hinges
See Hinges.

Squares
Disston's Try sq're & T bevels, new list 67½%
Try square and T bevel.....60&10&5@70%
Winterbottom's Try and Mitre:
Iron Handle.....35%
Wood Handle.....40%
Nickel-pl'ted, new list, Jan. 5, '00.75&10@80%
Steel and iron.....75&10@80%

Staples
Barbed blind, ¾, ⅝, & ¾ in., ₩ lb...6@6½c
Poultry Netting.....3½@3½c

FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers
Cronk's, No. 50, net ₩ doz.....$1.00
" " 55 " " " 60c
" " 56 " " " 34c
" " 60 " " " 34c
" " 65 " " " 30c
Lane's, Nos. 1, 2 and 3.....40%

Steels
Chatillon's "Dicks".....30%
Foster Bros.....30%

Stocks and Dies
BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50@50&10%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%
PIPE MAKERS—
Holroyd & Co.....30@30&10%

Stones
See Oilstones.

Stops
See Bench Stops.

Store Door Handles
See Handles.

Store Ladders
Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts
See Bolts.

Stove Polish
See Polish, Stove.

Sweepers
See Carpet Sweepers.

Tackle Blocks
See Blocks.

Tacks, Finishing Nails, &c
New List, May 1, 1905.
American Carpet Tacks.....90&37½%
American Cut Tacks.....90&37½%
Swedes Cut Tacks.....90&37½%
Swedes Upholsterers'.....90&45%
Gimp Tacks.....90&45%
Lace Tacks.....90&45%
Trimmers' Tacks.....90&37½%
Looking Glass Tacks.....60%
Bill Posters' & Railroad Tacks.....90&45%
Hungarian Nails.....80&20%
Finishing Nails.....70%
Trunk and Clout Nails.....80%

NOTE.—The above prices are for Standard Weights. An extra 5% is given on Medium Weights, and an extra 10&5% is given on light weights.

MISCELLANEOUS—
Double Point, in dozens.....90&6tens

Tack Pullers
Columbia, No. 1, ₩ dos., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₩ dos., net..... 1.00

Tapes, Measuring
Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chesterman's.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers
See Borers, Tap.

Taps
American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2¼ to 3 in. inc.....33⅓&10%
3⅜ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....30&20%
Pipe, 2 to 3 in.....30&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench
Rollis Hdw. Co., $6.00.....50%

Thumb Latches
See Handles.

Ties, Wall and Veneer
The Metal Stamping Co., Niagara...20&10%

Tinware
Stamped, Japanned and Pieced..net prices

Tire Bolts
See Bolts.

Tobacco Cutters
National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers
See Clippers.

Trace Holders
Fernald's, ₩ doz. pairs.....net $1.25

Trammel Points
C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters
Payson's solid grip, Nos. 643 and 644, ₩ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps
FLY—
Balloon..... ₩ doz. $1.25, ₩ gro., $12.00
Globe..... " " 1.35, " " 13.00
Harper..... " " 1.40, " " 13.50
GAME—
Enterprise Mole..:.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10@70&10&5%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₩ doz., $1.00.....10%
Mouse, wood, choker, ₩ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₩ doz.....$13.25
No. 2, Rat, ₩ doz., $8.50; case of 50.. 5.75
No. 3½, Rat, ₩ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₩ doz., $3.25; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₩ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers
Pullman No. 1, ₩ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics
Brade's Brick.....30%
Disston's:
Brick and Pointing.....25%
Plastering.....20%
"Standard Brand" and Garden.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....35%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plast'rng & Moulding, 25&5%

Trowels, Garden
Kohler's:
Mal. Hdl. Jap., ₩ gross, net.....$4.80
" " Tinned, ₩ gross, net..... 6.00
Wood Hdl., ₩ gross, net..... 4.80
Disston's.....30%
Avery's, net ₩ gro.....$6.00

Vegetable Slicers
Enterprise Mfg. Co.....25%

Vises
Oval slide.....60%
Solid box.....60%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Mooney's Champion.....40&10
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&5%
Lowell Hand.....33⅓%
Massey:
Perfect.....15%
Clincher.....35%
Wood-working.....15%
Planer.....15%
Comb. Pipe.....15%
Millers' Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....30%
Prentiss.....30@35%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS
Bonney's No. 1 & 2.....40%
Wentworth's.....40&10@50%

Wads
See Ammunition.

Wagon Jacks
Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters
Otis A. Smith's.....20&10&10%

Water Motors
Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching
Covert Mfg. Co.....40&2%

Well Wheels
Japanned, 8 to 14 in.....net

Weed Extractors
"Pastime," ₩ dos., net.....$1.75

Window Cleaners
Barnes Mfg. Co.....40%
Bealey's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters
Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges
See Guages.

Wire and Wire Goods
Brass wire.....Net List
Bright Wire Goods:
New list June 24, 1903.....30&25%
Cast steel wire.....30%
Copper wire.....10%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60@60&10%
Market Wire, Bright or Annealed:
Nos. 0 to 9.....30%
Nos. 10 to 18.....30&2½%
Nos. 19 to 26.....30&7½%
Nos. 27 to 36.....30&2½%
Galvanized:
Nos. 15 to 26.....75%
Coppered:
Nos. 6 to 14.....75&5%
Nos. 15 to 18.....72½&10%
Tinned:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&7½%
Cast steel.....30%
Picture wire, list of Oct. 2, 1900.....35&10@35&10&10%
Stub's steel wire.....$6.00 to$ 33⅓%

Wire Clothes Lines
See Lines.

Wire Cloth, Netting, &c
Galvanized wire netting.....30&5@30&10%
Painted screen cloth, good quality, ₩ 100 sq. ft.....$1.00@$1.10

Wire Rope
Bright.....45&2½%
Iron, galvanized.....37½&2½%

Wire Rope Clips
Crosby.....25%

Wire Stretchers
W. C. Heller's grip, ₩ dos.....$1.50

Wrenches
Agricultural.....75&10&10&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....30%
Solid handle.....50&10%
Bemis & Call's:
Briggs pattern.....40%
Improved Pipe, bright.....35%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&5&5%
Coes' pattern, wrought bar....60&5@30&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....30&10%
Acme.....60@30&10%
Hercules.....??

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes
National Cutlery Co., Detroit, Mich.

Agricultural Implements
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O

Aluminum Oil Heaters
Novelty Mfg. Co., Jackson, Mich.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

"Atlantic" Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Automatic Door Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Automatic Knife and Scissors Grinders
Colonial Supply Co., Wellsville, N. Y.

Automatic Sash Holder
Automatic Sash Holder Co., New York.

Automatic Shears and Scissors
Davies Automatic Shear Co., New York.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Axes
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Bank Locks
The Yale & Towne Mfg. Co., New York.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York

Box Straps
Cary Mfg. Co., New York

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Brackets, Shelf
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"
Atlantic Stamping Co., Rochester, N. Y

Brick Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Brooders
H. M. Sheer Co., Quincy, Ill.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.
The Yale & Towne Mfg. Co., New York

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Machinery
Cleveland Butchers' Supply Co., Cleveland, O.

Butchers' Scales
John Chatillon & Sons, New York

Butchers' Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinet Hardware
The Yale & Towne Mfg. Co., New York.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbach & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Stretcher and Tack Hammer Combined
Richard W. Montrose, Gallen, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Myers & Bro., Ashland, Ohio

Casters
Faultless Caster Co., Nebraska City, Neb

Casters (Furniture)
Geo. P. Clark Co., Windsor Locks, Conn.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chain Blocks
The Yale & Towne Mfg. Co., New York.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Chute, Coal, Wood, Vegetable
Chappell Furnace Co., Morenci, Mich.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers
Coates Clipper Mfg. Co., Worcester Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coaster Wagons
Wabash Mfg. Co., Wabash, Ind.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Combination Squares
A. W. Hight, Toledo, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, Ohio.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Copper Ware
Atlantic Stamping Co., Rochester, N. Y

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Shellers
A. H. Patch, Clarksville, Tenn.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Creamery Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspidors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery
Davies Automatic Shear Co., New York

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Diamond Tools
The Tanite Co., Stroudsburg, Pa.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.

Door Check and Spring (Blount)
The Yale & Towne Mfg. Co., New York.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Keuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.

Drawing Knives
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dry Goods Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Dye House Trucks
Geo. P. Clark Co., Windsor Locks, Conn

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Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevators
Eaton & Prince Co., Chicago, Ill.
Kimball Bros. Co., Council Bluffs, Iowa

Emery
The Tanite Co., Stroudsburg, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Glue
The Tanite Co., Stroudsburg, Pa.

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.

Enamel Ware (Ten Cent)
Baltimore Stamping Co., Baltimore, Md.

Envelope and Stamp Lubricators
Peloune Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co. Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.

Faucets, Metal
John H. Graham & Co., New York

Fences, Wire and Iron
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fishing Reels
A. F. Meisselbach & Bro., Newark, N. J.

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y.

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Schooley Novelty Co., Homestead, Pa.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
C. E. Jennings & Co., New York.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.

Grinding Machines
The Tanite Co., Stroudsburg, Pa.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo, N. Y
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saw Frames
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Cheney Hammer Co., Little Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand and Foot Power Grinders
Royal Mfg. Co., Lancaster, Pa.

Handles, Tool
Berger Bros. Co., Philadelphia

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Franklin Specialty Co., Reading, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co. Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn
Standard Horse Nail Co., New Brighton, Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber, Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City N. J.

Hot Pan Lifters
E. L. Watrous Mfg. Co., Des Moines, Ia.

Ice Balances
John Chatillon & Sons, New York
Peloune Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Norlund & Co., Williamsport, Pa.

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.

Inclinometers
Russell-Kimball Mfg. Co., Dunkirk, N. Y.

Incubators
H. M. Sheer Co., Quincy, Ill.

Ironing Boards
Tyrone Ironing Board Co., Tyrone, Pa

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Job Lots
Chas. Weiland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.

Ladders (Rolling)
Bicycle Step Ladder Co., Chicago,

Lamps, Bicycle
John H. Graham & Co., New York

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Landing Nets, Ring, Staff
A. F. Meisselbach & Bro., Newark, N. J.

Lawn Fences
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Reading Hardware Co., Reading, Pa.
Worcester Lawn Mower Co., Worcester, Mass.

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Russell-Kimball Mfg. Co., Dunkirk, N. Y.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels, Semi-Circular
Russell-Kimball Mfg. Co., Dunkirk, N. Y.

Lifting Jacks
Barth Mfg. Co., Milwaukee, Wis.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks
Yale & Towne Mfg. Co., New York.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Rochester, N. Y.

Machinists' Supplies
Diamond Saw & Stamping Works, Buffalo, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mallets
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Shingles
Montross Metal Shingle Co., Camden, N. J.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Mills, Coffee and Spice
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mops
Bay State Mop Co., Woburn, Mass.

Mop Wringers
Lee Chair Co., Oneida, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
Nettleton Mfg. Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans
Atlantic Stamping Co., Rochester, N. Y.
A. F. Meiselbach & Bro., Newark, N. J.

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Veorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
The Yale & Towne Mfg. Co., New York.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Clips
Cushman & Denison, New York

Paper Fasteners
Schooley Novelty Co., Homestead, Pa.

Patents
Davis & Davis, New York
O. J. Haegler, Philadelphia, Pa.

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Plated Ware
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Plate Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishing Pastes
The Tanite Co., Stroudsburg, Pa.

Postal Scales
Pelouse Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York

Post Office Lock Boxes
The Yale & Towne Mfg. Co., New York.

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Poultry Specialties
Keyes-Davis Co., Ltd., Battle Creek, Mich.

Poultry Supplies
H. M. Sheer Co., Quincy, Ill.

Printers' Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pulleys (Norris)
Frank B. Sloan & Co., Baltimore, Md.

Pulleys (Sash)
Frank B. Sloan & Co., Baltimore, Md.

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railroad Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
American Fork & Hoe Co., Cleveland, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and Sheffield, England
Adolph Strauss & Co., New York.

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razors, Safety
Gem Cutlery Co., New York
Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York

Real Estate
David P. Taff, Topeka, Kans.

Reamers
C. E. Jennings & Co., New York

Reels, Rope
Udell Works, Indianapolis, Ind.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Reversible Nippers
The Nettleton Mfg. Co., Middletown, Conn.

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Rifles
Hamilton Rifle Co., Plymouth, Mich.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets
Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co., Jersey City, N. J.

Rubber and Iron Wheels
Geo. P. Clark Co., Windsor Locks, Conn

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Safety Heel and Ball Plates
Norlund & Co., Williamsport, Pa.

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Hangers
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Lifts
Champion Safety Lock Co., Geneva, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Pulleys (Norris)
Frank B. Sloan & Co., Baltimore, Md.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Diamond Saw & Stamping Works, Buffalo, N. Y.
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co. New York

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago.

Scissors, Automatic
Davies Automatic Shear Co., New York.

Screen Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Screen Doors
A. J. Phillips Co., Fenton, Mich.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screwless Shears and Scissors
Davies Automatic Shear Co., New York

Screws
Robert Murray, New York

Screw Drivers
The Ducharmes Co., Shelburne Falls, Mass.
John H. Graham & Co., New York
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.

Screw Wrenches
Bemis & Call Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
American Fork & Hoe Co., Cleveland, O.

Scythe Stones
Pike Mfg. Co., Pike, N. H.

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Seed Sowers
Cyclone Seeder Co., Urbana, Ind.

Self-Lighting Burners
Oakman Mfg. Co., New York.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Holders
Coulter Mfg. Co., Philadelphia, Pa.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington-Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels
A. J. Phillips Co., Fenton, Mich.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Chisels
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

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Skewers
John Chatillon & Sons, New York

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York

Snow Shovels ("Alaska")
Avery Stamping Co., Cleveland, Ohio.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Special Trucks
Geo. P. Clark Co., Windsor Locks, Conn

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Springset Shears and Scissors
Davies Automatic Shear Co., New York,

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
Henry Disston & Sons, Inc., Phila., Pa.
L. S. Starrett Co., Athol, Mass.

Squares (Universal)
The Duby & Shinn Mfg. Co., Long Branch, N. J.

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Steam Cookers and Bakers
Toledo Cooker Co., Toledo, O.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

Steel Belt Lacing
Bristol Co., Waterbury, Conn.

Steel Dies
E. L. Watrous Mfg. Co., Des Moines, Ia.

Steel Door Buttons
E. L. Watrous Mfg. Co., Des Moines, Ia.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel, Hoop and Band
Harold McCalla, Philadelphia, Pa.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Step Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill.

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York

Storm Sash Hangers and Fasteners
R. G. Winter Mfg. Co., Milwaukee, Wis.

Stove Trimmings
Fanner Mfg. Co., Cleveland, O.

Strapping Belts
Ames Sword Co., Chicopee, Mass.

Strops, Razor
Alfred Field & Co., New York
Gem Cutlery Co., New York, N. Y.
Kampfe Bros., New York, N. Y.

Tables, Folding
Udell Works, Indianapolis, Ind.

Tack Pullers
F. E. Ellis & Son, Millidale, Conn.
John H. Graham & Co., New York

Tackle Blocks
Boston & Lockport Block Co., Boston, Mass.

Tailors' Shears
R. Heinisch's Sons Co., Newark, N. J.

Ten Cent Specialties
Franklin Specialty Co., Reading, Pa.

Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Tinners' and Roofers' Supplies
Berger Bros. Co., Philadelphia

Tinners' Snips
R. Heinisch's Sons Co., Newark, N. J.

Toilet Ware
Atlantic Stamping Co., Rochester, N. Y.

Tool Chests and Cabinets
Am. Tool Chest Co., New York, N. Y.
C. E. Jennings & Co., New York

Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.
L. & I. J. White Co., Buffalo, N. Y.

Torches
Turner Brass Works, Chicago, Ill.

Toys, Iron
Arcade Mfg. Co., Freeport, Ills.

Tool Sharpeners
Royal Mfg. Co., Lancaster, Pa.

Transom Chains
Smith & Egge Mfg. Co., Bridgeport, Conn

Traps, Rat and Mouse
Smith & Egge Mfg. Co., Bridgeport, Conn

Trouser and Skirt Hanger
Caldwell Mfg. Co., Rochester, N. Y.

Trowels
Henry Disston & Sons, Philadelphia
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Trucks, Store
John Chatillon & Sons, New York
John H. Graham & Co., New York

Trunk and Suit Case Locks
The Yale & Towne Mfg. Co., New York.

Tube Expanders
Ajax Mfg. Co., Pittsburgh, Pa

Tubes, Seamless Drawn
American Tube & Stamping Co., Bridgeport, Conn.

Tubing
American Tube & Stamping Co., Bridgeport, Conn.

Turnbuckles
Columbus Bolt Works, Columbus, O.

Turpentine
Chas. E. Sholes Co., New York.

Twist Drills
C. E. Jennings & Co., New York

Valves, Pump
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio

Varnishes
Adams & Elting Co., Chicago, Ills.
E. E. Nice, Philadelphia, Pa.

Ventilating Sash Locks
Champion Safety Lock Co., Geneva, O.

Ventilators
Berger Bros. Co., Philadelphia

Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
John H. Graham & Co., New York
Walworth Mfg. Co., Boston, Mass.

Wagon Jacks
Covert Mfg. Co., Troy, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.

Warehouse Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Washers, Iron and Steel
Columbus Bolt Works, Columbus, O.

Washing Machines
Blackstone Mfg. Co., Jamestown, N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
White Lily Washer Co., Davenport, Ia.

Wash Boilers
Atlantic Stamping Co., Rochester, N. Y.

Wash Tubs
Atlantic Stamping Co., Rochester, N. Y.

Water Coolers
Buffalo Mfg. Co., Buffalo, N. Y.

Water Filters
Fulper Pottery Co., Flemington, N. J.

Water Motors
The A. Rosenberg Co., Baltimore, Md.

Well Augers
Iwan Bros., Streator, Ill.

Wheelbarrows
American Fork & Hoe Co., Cleveland. O
Bryan Mfg. Co., Bryan, Ohio

Whetstones
The Tanite Co., Stroudsburg, Pa.

Window Screens and Doors
John H. Graham & Co., New York
A. J. Phillips Co., Fenton, Mich.

Window Stop Adjusters
H. B. Ives Co., New Haven, Conn.

Wire, Coiled Spring
John Chatillon & Sons, New York

Wire Cloth
Buffalo Wire Works Co., Buffalo, N. Y.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire Gates, Fences and Fencing
Enterprise Foundry & Fence Co., Indianapolis, Ind.

Wire Goods
Buffalo Wire Works Co., Buffalo, N. Y.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire Lathing
New Jersey Wire Cloth Co., Trenton and New York

Wire, Market
Berger Bros. Co., Philadelphia
Fuller Bros., New York
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire, Music
Alfred Field & Co., New York

Wire Nails
Fuller Bros. & Co., New York

Wire Springs
John Chatillon & Sons, New York

Wire Straighteners
Chandler & Farquhar, Boston

Wire Stretcher Gates
C. F. Smith Co., DeKalb, Ill.

Wood Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.

Wood Factory Trucks
Geo. P. Clark Co., Windsor Locks, Conn

Wood Fillers
E. E. Nice, Philadelphia, Pa.

Wood Hardware Specialties.
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New Britain Conn.

Woven Wire Fences and Gates
Cyclone Woven Wire Fence Co., Holly, Mich.

Woven Wire Stretchers
C. F. Smith Co., DeKalb, Ill.

Wrenches
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Wrought Butts
Bommer Bros., Brooklyn, New York
McKinney Mfg. Co., Allegheny

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ALPHABETICAL INDEX TO ADVERTISERS

A

Adams & Elting Co., The ..... *
Ajax Mfg. Co 4
American Fork & Hoe Co 5
American Shearer Mfg. Co 60
American Sheet and Tin Plate Co.. 38
American Tool Chest Co ..... *
American Tube & Stamping Co 14
Ames Sword Co 59
Arcade Mfg. Co 12
Armstrong Mfg. Co 9
Atlantic Stamping Co 41
Automatic Sash Holder Co. ..... *
Avery Stamping Co 34

B

Baeder, Adamson & Co 8
Baltimore Stamping Co 60
Barnes Tool Co 46
Barnett (G. & H.) Co 60
Barrett, W. L ..... *
Barth Mfg. Co 12
Barthel Blow Lamp Co., The 46
Bay State Mop Co 59
Bemis & Call Hardware & Tool Co. *
Berger Bros. Co 59
Bicycle Step Ladder Co 47
Blackstone Mfg. Co 6
Bommer Bros 60
Boston & Lockport Block Co ..... *
Brammer (H. F.) Mfg. Co 13
Bristol Co., (The) 1
Bryan Mfg. Co 13
Buffalo Mfg. Co 3
Buffalo Wire Works Co 47

C

Caldwell Mfg. Co 59
Capewell Horse Nail Co 60
Cary Mfg. Co 48
Champion Safety Lock Co 2
Chandler & Farquhar Co 2
Chappell Furnace Co., The 2
Chatillon (John) & Sons 46
Cheney Hammer Co., Henry 10
Clark (George P.) Co. 2
Clark, Horrocks Co 48
Cleveland Butcher Supply Co. 59
Coates Clipper Co 47
Coes Wrench Co ..... *
Coldwell Lawn Mower Co 43
Colonial Supply Co 13
Columbus Bolt Works 60
Coulter Mfg. Co. ..... *
Covert Mfg. Co 1
Cronk & Carrier Mfg. Co ..... *
Cushman & Denison Mfg. Co 6
Cyclone Seeder Co 2
Cyclone Woven Wire Fence Co 46

D

Davies Automatic Shear Co 32
Davis & Davis 4
Diamond Saw & Stamping W'ks 60
Disston (Henry) & Sons, Inc 4
Dixon (Jos.) Crucible Co 8
Duby & Shinn Mfg. Co 5
Ducharmes & Co., The ..... *

E

Eaton & Prince Co 48
Eclipse Mfg. Co. ..... *
Ellis (F. E.) & Son 59
Enterprise Fdy. & Fence Co 59
Enterprise Mfg. Co., of Ohio 6
Enterprise Mfg. Co. of Pa 38
Erie Specialty Co 2
Eureka Chair Seat Co 3

F

Faultless Caster Co 10
Field (Alfred) & Co 6, 8
Foster Bros 46
Franklin Specialty Co., The ..... *
Fuller Bros. & Co 2

G

Gem Cutlery Co. 1
Georgetown Chemical Works 43
Gillette Sales Co 36
Goddard Mop Press Co 46
Graham (John H.) & Co 9
Guiterman S. & Co., Ltd. 47

H

Haegler, O. J ..... *
Hamilton Rifle Co ..... *
Hapgoods 47
Hardwaremen's Exchange 47
Harrington & Richardson Arms Co. *
Heinisch's (R.) Sons Co 4
Henley, M. C 12
Hight Mfg. Co., (The) 41
Hoffmann, Geo. W 60
Holt-Lyon Co 43

I

Iowa Farming Tool Co 5
Irvington Mfg. Co 9
Ives (H. B.) Co 1

J

Jennings (C. E.) & Co 1
Josef Mfg. Co. (E. E.) ..... *

K

Kampfe Bros 39
Keuffel & Esser Co 3
Keyes-Davis Co., Ltd. (The) 5
Kimball Bros. Co 4

L

Lane Brothers Co 2

M

Magnolia Metal Co 1
Manhattan Screw & Stamping Works ..... *
McCalla, Harold 4
McKinney Mfg. Co 59
Meisselbach (A. F.) & Bro ..... *
Miller (Frank) Co 8
Montross Metal Shingle Co., ... 2
Montross, Richard W 13
Munn & Co 9
Murray, Robert 47
Myers & Bro., F. E 2, 5

N

National Cutlery Co 10
Nettleton Mfg. Co 14
New Jersey Wire Cloth Co 7
Nice, Eugene E 60
Nicholson File Co 34
Nickel Plate Stove Polish Co 59
Niles Mfg Co 2
Norlund & Co. ..... *
North Bros. Mfg. Co 8
Novelty Mfg. Co 7

O

Oakman Mfg. Co ..... *
Oneida Community 1

P

Parker Wire Goods Co. 1
Patch (A. H.) 12
Pelouze Scale & Mfg. Co ..... *
Philadelphia Lawn Mower Co., The 37
Pike Mfg. Co 1, 45
Piqua Bracket Co 3
Prentiss Clock Improvement Co 9

R

Reading Hardware Co. 11
Reynolds, J. W 59
Rochester Lunch Box Mfg. Co ..... *
Rodgers (Joseph) & Sons 6
Rosenberg Motor & Mfg. Co. (The A.) 1
Royal Mfg. Co 4
Russell-Kimbell Mfg. Co., ... 6

S

Schooley Novelty Co 46
Schwerdtle Stamp Co 4, 5, 47
Sheer, H. M. ..... *
Sholes (The Charles E. Co. 43
Sloan (Frank B.) & Co 1
Smith (C. F.) Co. 7
Smith & Egge Mfg. Co 14
Snowflake Axle Grease Co ..... *
Sprague Correspondence School of Law, The 8
Standard Horse Nail Co 60
Stanley Rule & Level Co. 34
Starrett (L. S.) Co 14
Stevens (J) Arms & Tool Co 1
Stowell Mfg. Co 4, 7, 9
Strauss (Adolph) & Co ..... *

T

Taff (David P.) 9
Tanite Co. (The) 2
Taylor & Boggis Foundry Co ..... *
Toledo Cooker Co ..... *
Townsend, C. C. & E. P 1
Turner Brass Works, The 46

U

Udell Works ..... *

V

Van Dorn Iron Works 59
Voorhees Rubber Mfg. Co 10

W

Wabash Mfg Co. 11
Walworth Mfg. Co 1
Watrous (E. L.) Mfg. Co 9, 46
Weiland, Chas. 1
West Haven Mfg. Co 1, 60
Wetherill M. ..... *
White (L. & I. J.) Co 5
White Lily Washer Co 7
Wilkinson (A. J.) & Co., ... 1
Wilkinson Mfg. Co. 48
Winter, (R. G.) Mfg. Co 46
Withington & Cooley Mfg. Co 5
Worcester Lawn Mower Co 59

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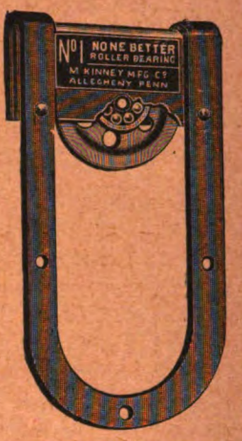
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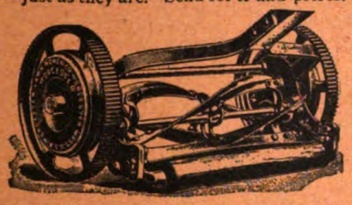
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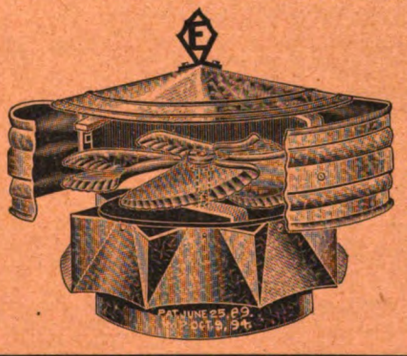
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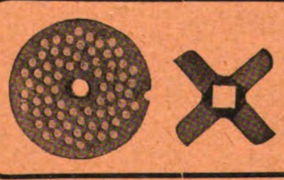


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VOL. XXXIV
NO. 5

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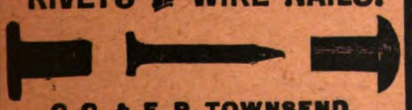




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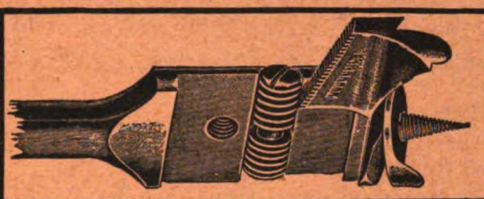


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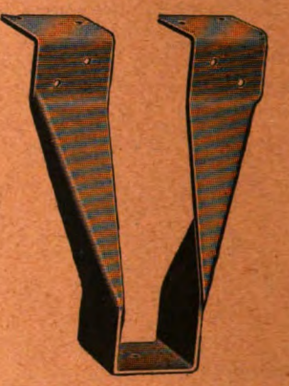
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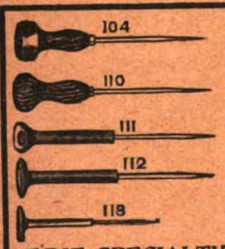
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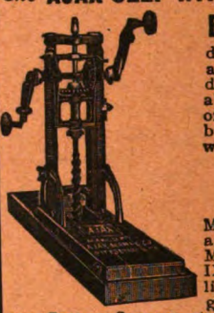


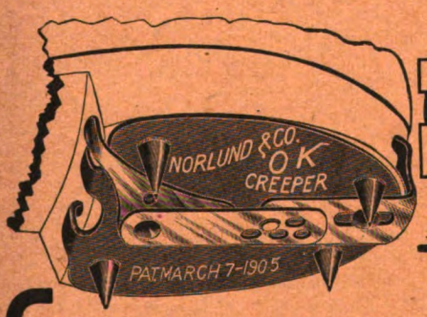
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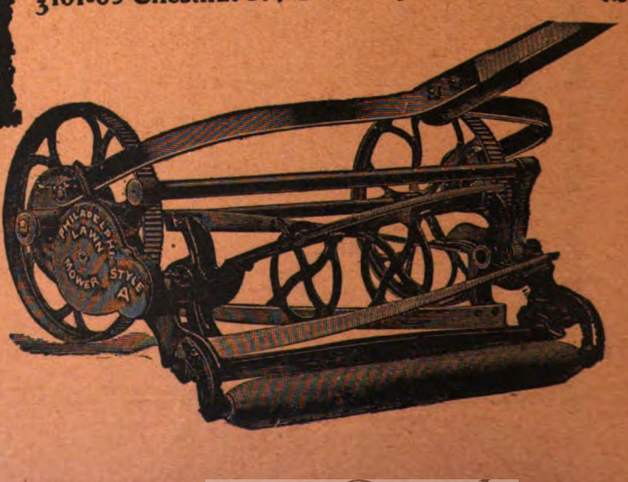
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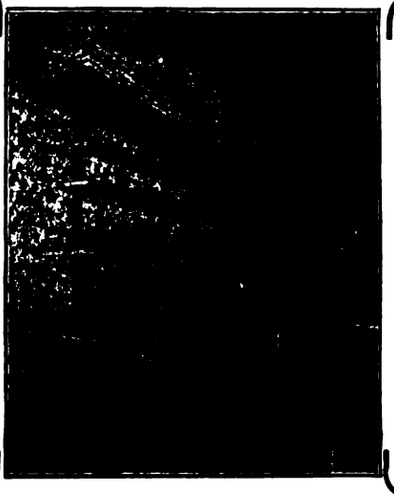


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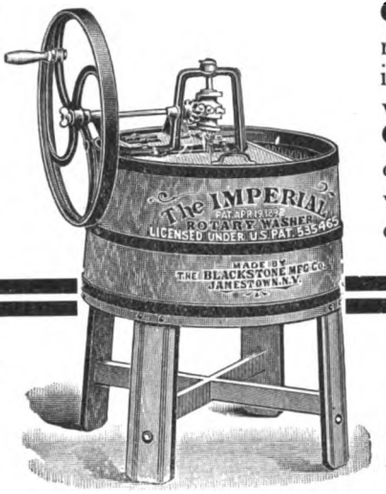
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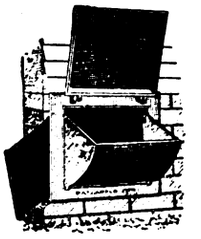
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It still leads. As quick seller it is unsurpassed.
Let a sample order convince you. Send for 170-page catalogue at once.

Enterprise Mfg. Co. *Akron, Ohio.*

Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
39 Vincent St., Cleveland, O.



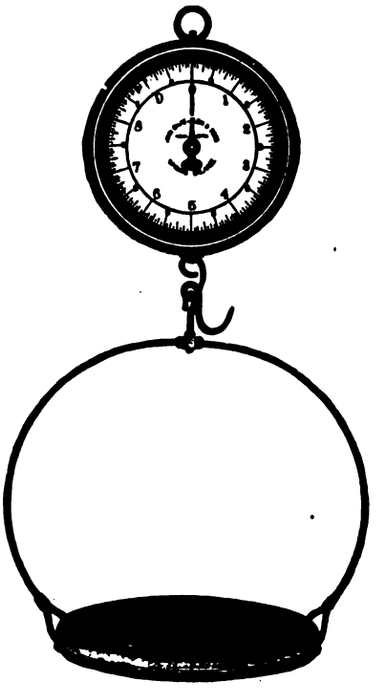
Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

MONARCH ROOFING
SECURE PROTECTION AND LONG SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRING
SAVES RECOATING
SAVES RENEWING
Send for Samples and Pamphlet
STOWELL MFG. CO.
JERSEY CITY, N. J.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

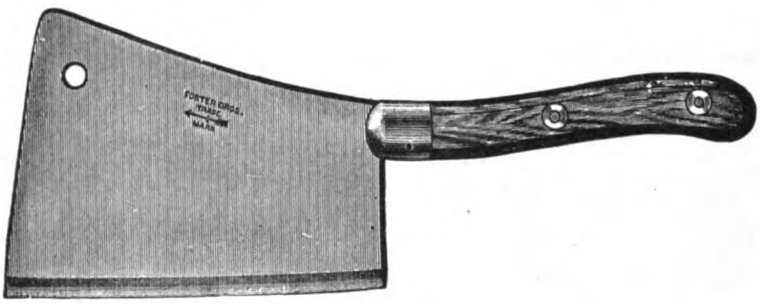


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

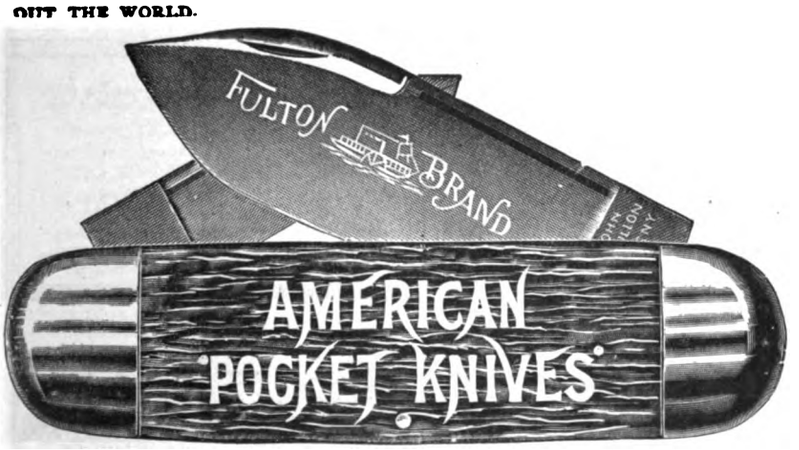


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.

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PELOUZE POSTAL SCALES



Invaluable to the Office, Store and Home. They tell instantly the exact cost of postage in cents on all classes of mail matter. Warranted accurate. Made in several sizes.

National	4 lbs	$3.00	Mail and Express	16 lbs	$5.00
Union	2½ lbs.	2.50	Commercial	12 lbs.	3.75
Columbian	2 lbs.	2.00	U. S.	4 lbs.	2.50
Star	1 lb.	1.50	Victor	1½ lbs.	1.75

Trade supplied through principal Jobbers. For sale by Leading Dealers. Send for Catalog "P."

PELOUZE SCALE & MFG. CO., 118-130 West Jackson Boulevard, Chicago.

Manufacturers also of Pelouze Celebrated Family Scales,



Shall We Confine Our Sales To You?

If you wish to have the exclusive sale for the Royal Blue Washer in your town, write us at once.

We sell this first class washer to only one dealer in a town. Do you want the *sole* agency or shall your competitor reap the benefit of it?

We are going to help every local agency sell machines.

Write us today about the agency for your town. A postal will do. Address

H. F. BRAMMER MFG. CO.,

1466 W. 2nd ST., DAVENPORT, IOWA.



... THE ...

WHITE DAISY

The Most Perfect Rubber Type of Washer Ever Produced

Double Ball Bearing Throughout, Corrugated Tub, Hinged Cover, Adjustable Drip Board, and Fully Guaranteed.

WHITE LILY WASHER CO.

Toledo, O. Davenport, Ia.



Think It Over



whether you can afford to spend your money on

5-10-15 Cents Specialties

worth less than that.

All our Specialties are so well made and finely finished that all our customers wonder how we can sell them at that price.

We don't wonder they come back to us with duplicate orders.

A trial order will convince you.

Send for catalog.

Franklin Specialty Co.

807-809 Cherry St., - Reading, Pa.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, Ltd.

SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

I CAN SELL YOUR PATENT

My New Method brings quick results. Send for booklet.

O. J. HAEGLER, 14 So. Broad St. Phila., Pa.

EAGLE BRAND ROOFING

SECURE PROTECTION AND LONG SERVICE BY USING OUR

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SAVES REPAIRS---
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Send for Samples & Pamphlet

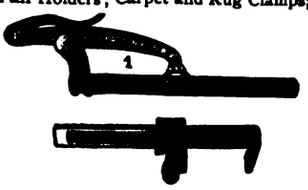
STOWELL MFG. CO.

JERSEY CITY, N. J.

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HARDWARE SPECIALTIES

Pillow Sham Holders, Broom and Dust Pan Holders; Carpet and Rug Clamps;



Flask and Corebox Clamps, etc,

E. E. JOSEFF MFG. CO.,

BUFFALO, N. Y.

? ? ? TRUE TEMPER ? ? ?



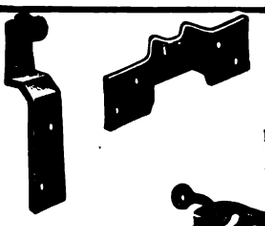
IF you are after the BEST **SEEDERS** that your money can buy at a profit for you, write us.

Forty Years at it. We know how to make them best. Five kinds: CYCLONE, Cyclone, Jr., Little Wonder, Chicago Steel Bow, Champion, Jr.—all quick sellers.

Write for price today.

CYCLONE SEEDER CO., Urbana, Ind.

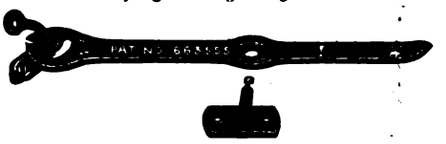




"THE SENSIBLE"

Storm Sash Hangers and Fasteners

Are the best on the market. A perfect lock and ventilator. For sale by all Jobbers of the Northwest, because it is the only tight fitting Hanger on the market.



Manufactured by **R. G. WINTER MFG. CO., Milwaukee, Wis.**

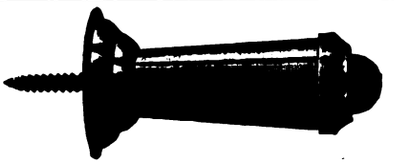
FRANKLIN WOVEN WIRE STRETCHER

ALSO THE **CHARLES WIRE STRETCHER GATE**



Send for information about the most practical Woven Wire Stretcher and the CHARLES Wire Stretcher Gate. Insist upon your jobber and fence manufacturer furnishing this make.

G. F. SMITH CO. Manufacturers. DE KALB ILLINOIS



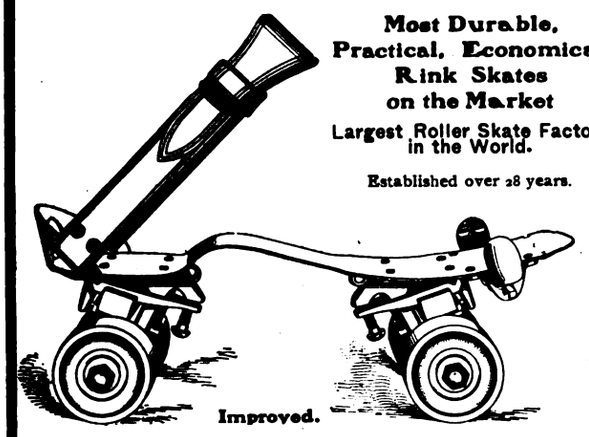
The Champion Metallic Base Knobs NEVER BREAK

(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by

THE CHAMPION SAFETY LOCK CO., Geneva, O.

M. C. Henley's Roller Skates



Most Durable, Practical, Economical Rink Skates on the Market

Largest Roller Skate Factory in the World.

Established over 28 years.

Improved.

"The Easiest and Lightest Running Skate on Earth." Used in All Principal Rinks.

Spring Steel Foot Plates. Rubber Cushions between trucks and foot plate. Trucks instantly removed or replaced. Finest construction—one of the most desirable features being the light weight of these Ball Bearing Skates. Full nickeled or bronze finish.

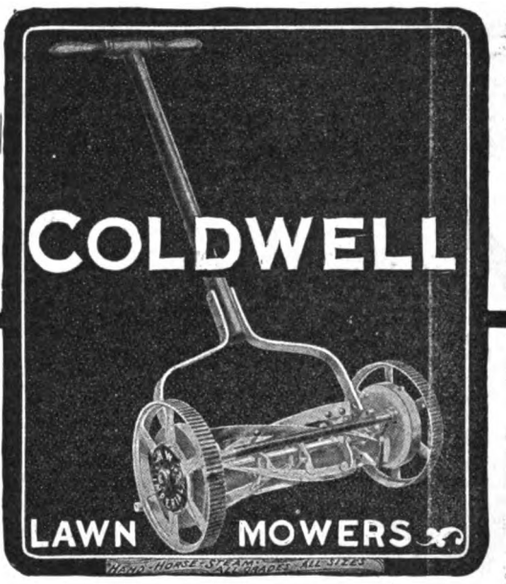
Ball Bearing Noiseless Club Skate.

STEEL OR BOXWOOD WHEELS.

POLO—Complete Polo Outfits, including Polo Goal Cages, Arena Guard Nets, Polo Skates (professional and amateur), Polo Shoes, Leg Guards, Polo Balls, Finest Grade Hickory Polo Sticks, Polo Suits. Over two million Henley Skates sold in the U. S.

Send for Catalogue and Official Polo Guide.

M. C. HENLEY, Richmond, Ind.



90 Per Cent.

of the lawns in the United States are mowed by Coldwell Lawn Mowers, because they are adaptable to the greatest variety of grass.

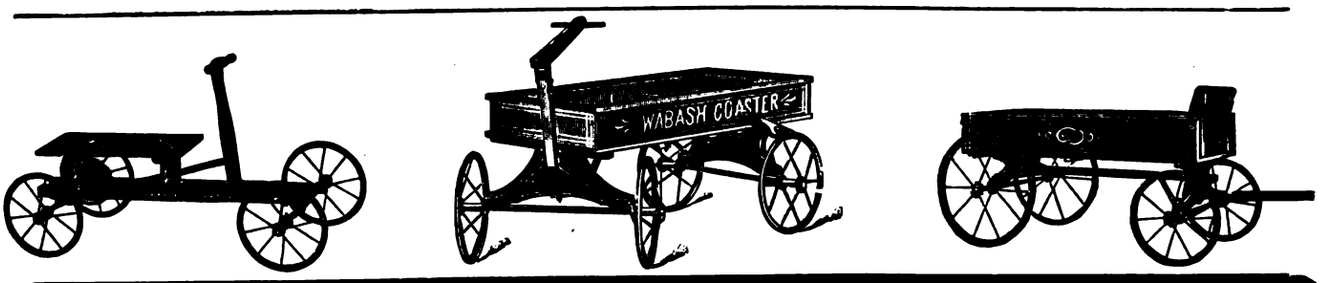
We make Hand, Horse and Motor Power Mowers.

Their reputation makes them quick sellers. Try 'em.

COLDWELL LAWN MOWER CO.

NEWBURGH, N. Y.

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Three Of A Kind---All Winners

of Holiday trade. Are you ready for the demand we have created for them through advertising? To avoid delay in shipping, we have established

Nine Shipping Stations:

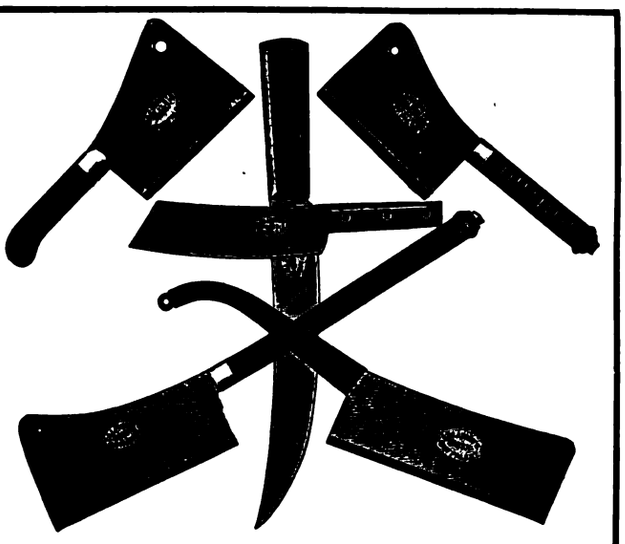
PHILADELPHIA, PA. PITTSBURG, PA. LOUISVILLE, KY. MILWAUKEE, WIS.
ST. PAUL, MINN. KANSAS CITY, MO. SEATTLE, WASH. PORTLAND, ORE. WABASH, IND.

Get Busy, Mr. Dealer. Order of your jobber or direct from us No more profitable line of children's vehicles was ever placed on the market. Our guarantee with each: The Wabash Limited—Wabash Coaster—Wabash Farm Wagon. Strongly made for "rough-and-tumble" use. They are easy running, all of them and—easy selling

Send for our catalogue illustrating Wabash Farm Wagons, Hand Cars and Steel Sleds.

Direct all mail to Wabash office.

Wabash Manufacturing Co., - Wabash, Ind.



BUTCHERS' TOOLS

OF SUPERIOR QUALITY

Pork, Lamb and Beef Splitters; Market and Family Cleavers; Butchers' Knives and Steels ---have been made by us for **nearly three-quarters of a century.** They are the best that money can buy.

The L. & I. J. WHITE CO.
Buffalo, N. Y., U. S. A.
Branches—New York, N. Y., Chicago, Ill.

Examine Carefully



Our Catalog on Superior Grades of **Rubber Belting, Packing and Hose, Rubber Valves and other Moulded Goods, Rubber Mats and Matting. Rubber Lined Cotton Mill and Fire Hose, etc.**

You could not handle a more profitable line for 1907.

*

Write To-Day

*

Let us put you next to our price list for 1907.

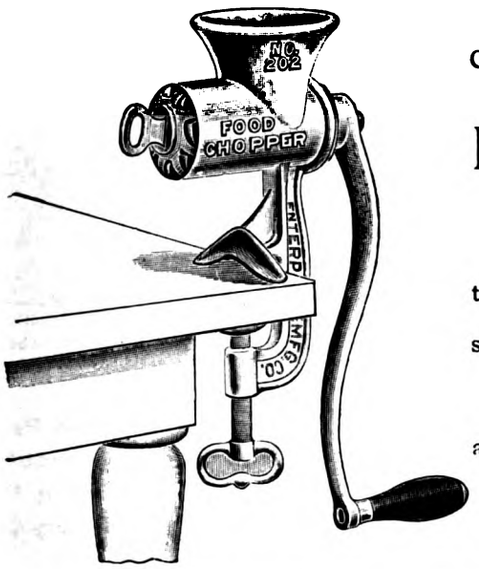
Voorhees Rubber Mfg. Co.,
Jersey City, N. J.

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and co[illegible] activ[illegible] a h[illegible]
this year.

PERSONAL. — The hardware dealer who is not making a handsome profit selling Enterprise Meat and Food Choppers will learn something to his advantage by addressing the undersigned.....

Sometimes life's little [illegible]nities show



We are breaking all records in sales of Meat and Food Choppers.

If you are not selling more

Enterprise Meat and Food Choppers

than ever before there is something wrong.

Write us for "ginger" (live advertising matter), to start business bubbling your way.

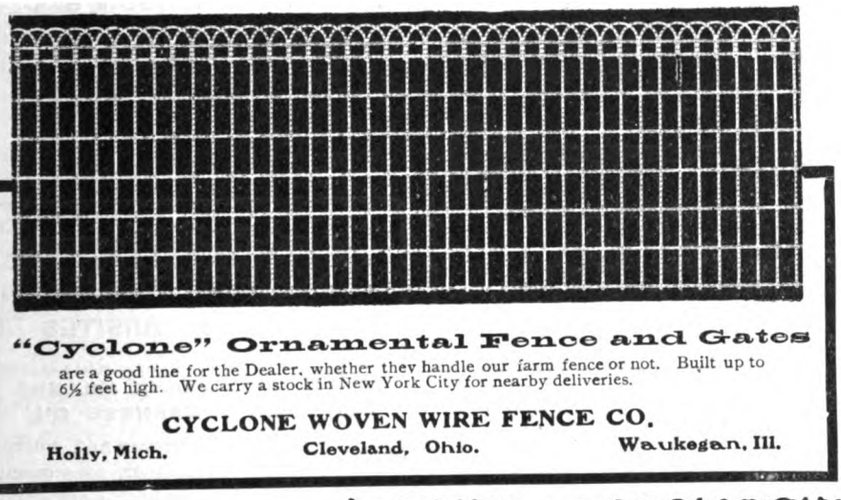
People are afraid now of packing house products.

They want to chop their own meats.

They are buying Meat Choppers from the dealers who are pushing them. Get in line!

THE ENTERPRISE MFG. CO. OF PA.

PHILADELPHIA, U. S. A.



"Cyclone" Ornamental Fence and Gates

are a good line for the Dealer, whether they handle our farm fence or not. Built up to 6½ feet high. We carry a stock in New York City for nearby deliveries.

CYCLONE WOVEN WIRE FENCE CO.

Holly, Mich. Cleveland, Ohio. Waukegan, Ill.



Japanned Steel Door Buttons

Patent Applied For.

Half the weight of the cast, much stronger and will not break. No higher in price and twice as good. Made in all sizes from 1⅜ to 2½ inches. Insist on having them. Carried by all leading jobbers. Write us for samples and name of nearest jobber.

The E. L. Watrous Mfg. Co.

Des Moines, Iowa.

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.



Greatest Household Necessity of Modern Times

No want so grievous and no demand so great as is manifested by the public at large for

Rose Automatic Knife and Scissors Grinders

NOW MADE IN TEN MODELS

Grinding Wheels of Solid Adamite, Greatest Abrasive Known

POPULAR RETAIL PRICES

ATTRACTIVE DISPLAY ASSORTMENTS—LIBERAL TRADE DISCOUNTS

COLONIAL SUPPLY COMPANY, Factory: WELLSVILLE, N. Y.

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Selling Moro Axle Greaso

The axle grease that you will find most profitable to handle, is the kind that will give your customers the best service and most satisfaction.

Dixon's Graphite Axle Grease

has proved to be from 3 to 5 times as lasting as the ordinary grease. Will not gum in cold weather, nor run in hot. Try a sample order. Get free Price List 54-K.

JOSEPH DIXON CRUCIBLE CO.

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Prepare for success at the bar, in business or public life, by mail, in the ORIGINAL SCHOOL. Founded in 1890. Successful graduates everywhere. Approved by bar and law colleges. Regular College Law Course and Business Law Course. Liberal Terms. Special Offer Now. Catalogue Free.

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You have no risk on the quality. We make only the best.

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MANUFACTURERS OF
GLUE
SAND PAPER. EMERY PAPER.
EMERY CLOTH
CURLED HAIR.
FOUNDED 1858.
NEW YORK. BOSTON CHICAGO. PHILADELPHIA.

Sand Papers in Reams and Rolls — Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIRFELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

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67 BEEKMAN STREET, NEW YORK.
145 MILK STREET, BOSTON.
102 LAKE STREET, CHICAGO.

"YANKEE" TOOLS

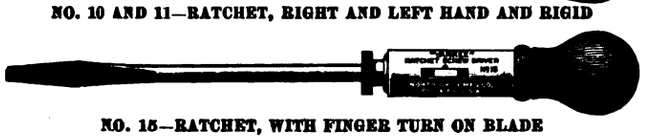
ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobbor About Them.

Send for "Yankee" Tool Book



NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 15—RATCHET, WITH FINGER TURN ON BLADE



NO 80 AND 81—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 40-41-44—AUTOMATIC DRILL



NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

NORTH BROS. MFG. CO.

New York Agents, John H. Graham & Co., 113 Chambers Street. PHILADELPHIA, PA.

ESTABLISHED 1856.

ALFRED FIELD & CO.

93 Chambers and 75 Reade Street. New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

Joseph Rodgers & Sons, Limited, Cutlery in the World.
Joseph Gillott & Sons, Best Steel Pens in the World.
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T. U. S. Shear Co. Operative Society Ltd., Best Sheep Shears in the World.
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Edward Gem & Co., Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

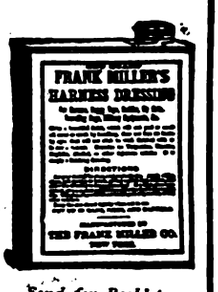
FRANK MILLERS

HARNESS REQUISITES



FRANK MILLERS HARNESS OIL

Preserves and softens the Leather, consequently adds life. Compounded with pure Neatsfoot Oil.



FRANK MILLERS HARNESS DRESSING

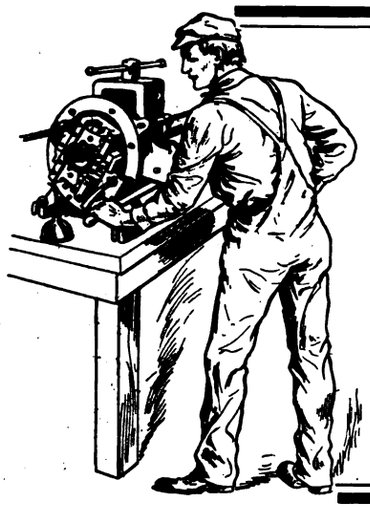
The very best article of its kind for owners and manufacturers of harness. Used all over the world.

Send for Booklet.

THE FRANK MILLER CO.

349 & 351 WEST 26TH STREET, NEW YORK

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BUILT FOR HARD WORK.

The very best materials are put into Armstrong's Pipe Threading and Cutting Machines, and the best workmanship put on them.

They are strongly built to withstand hard usage, yet are light, compact and powerful.

It's worth while to investigate the advantages of Armstrong Machines. Send for catalog and dealers' prices.

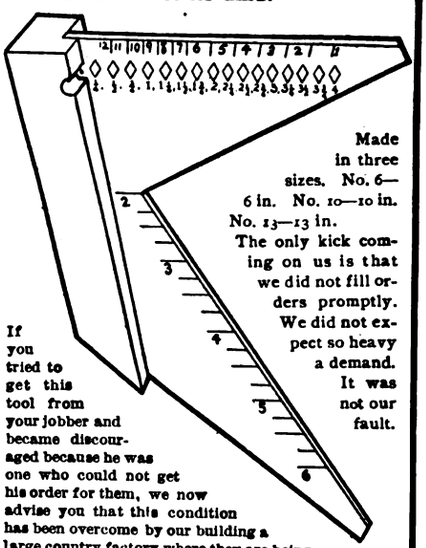
THE ARMSTRONG MFG. CO.
290 Knowlton St.
Bridgeport, - Conn.

"A PERMANENT ROOF"
CONCRETE
STOWELL'S
ROOFING

SECURE
PROTECTION AND LONG SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRS
SAVES RECOATING
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Send for Samples and Pamphlet
STOWELL MFG. CO.
JERSEY CITY, N.J.

The NEW Universal Square

Is proving itself sure to become the standard tool of its kind.



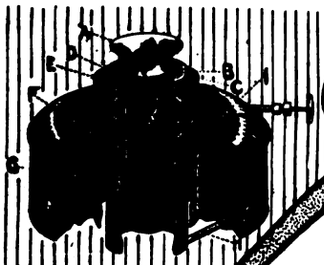
Made in three sizes. No. 6—6 in. No. 10—10 in. No. 13—13 in.

The only kick coming on us is that we did not fill orders promptly. We did not expect so heavy a demand. It was not our fault.

If you tried to get this tool from your jobber and became discouraged because he was one who could not get his order for them, we now advise you that this condition has been overcome by our building a large country factory where they are being made by the thousands, and every order whether sample or stock, is shipped promptly. So, Try, Try, again.

DUBY & SHINN MFG. CO., Inc.
Home Office and Works,
LONG BRANCH, N. J. Branchport Station.

? ? ? TRUE TEMPER ? ? ?



Note Construction of Grand Safety Burner.

A—Flame Spreader. B—Air Space outside of Wick Tube. —Air Space inside of Wick Tube. D—Wick. E—Outside Casing to Burner. F—Air Space between Fount and Outer Casing. G—Fount for Oil. H—Feed Pipe conducting oil from Fount to Burner. I—Shield resting on top of Fount with Air Space underneath.

Aluminum Oil Heater

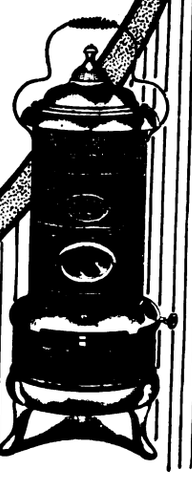
The heater that attracts attention, that holds the interest, that is overflowing with selling points.

People live on the floor, not on the ceiling. Yet in using other oil heaters the upper half of the room is hot—the lower half cold. Not so with the Aluminum Heater.

A damper across the center of the stove throws the heat **downward** at will. Do you note the significance of that—the unique possibilities in it? **It radiates the heat from the bottom and sides**—just like a base burner.

Get in line now with the shrewdest and most successful dealers in the United States and Canada by ordering the Aluminum Heater—either of your jobber or us.

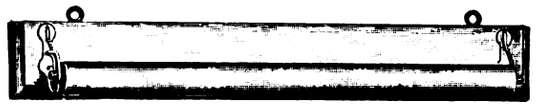
Let us send you our booklet free. We will be glad to.



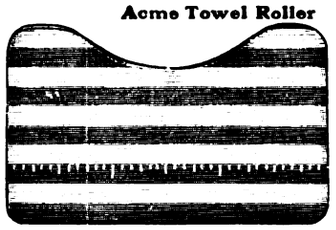
Novelty Mfg. Co., Dept. W.
Jackson, Mich., U. S. A.

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BETTER THAN EVER



Acme Towel Roller



The **Old** and **Tried Udell.**

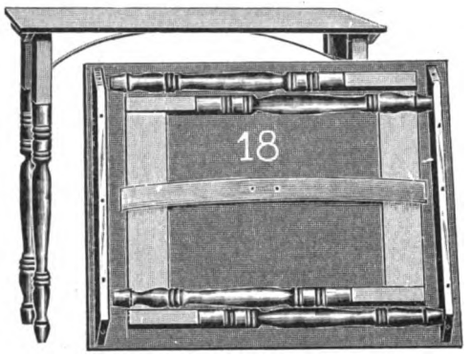
Demand always increasing for our goods.

Everyone in the trade knows **Udell** and will vouch for our **Quality.**

Get in line for **Udell Woodenware, Housefurnishings, Step** and **Extension** ladders.

Catalog and **quotation** are yours for the asking.

Lap Board.



No. 18 Table.

THE UDELL WORKS

1222 W. 28th St, Indianapolis, Ind., U. S. A.

Eastern Representatives: W. A. STOKES & CO., 30 Warren St., New York City.



To Swear By OR To Swear At CASTERS--which?



Turn anywhere—North—South—East—West—and you will find thousands of pleased customers swearing by

The Faultless Caster

"The Caster That Never Refuses To Turn."

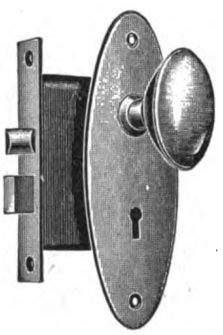
Received Highest Award over all others at World's Fair, 1904, for Wood, Iron and Brass Beds and all kinds of furniture.

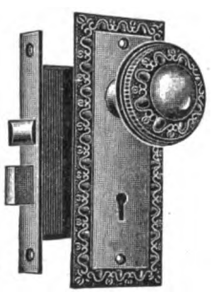
Made with wood, iron, brass, leather and Insulated (Glass) wheels.

Before placing your orders for 1907 write us for prices.

Faultless Caster Co.
Nebraska City, Neb.

You Ought to See the Rest of Our Line!

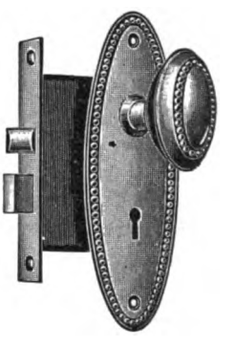




You will appreciate a copy of our catalogue. It gives full particulars and prices on our

Light Gray Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.





The **TAYLOR & BOGGIS FOUNDRY CO., Cleveland, Ohio**

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

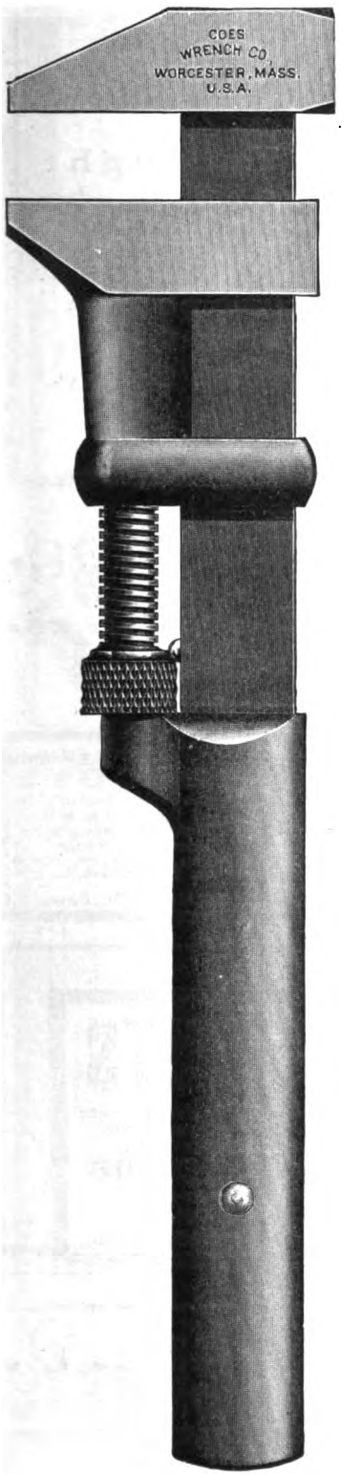
and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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30 Per Cent



More endurance, in actual service, under the most exacting conditions, puts the Coes Family of Wrenches at the head of the list of screw wrenches.

Search the world over--you will not find their equal anywhere.

Coes' Wrenches

Have achieved fame as sellers, simply because the oldest mechanics in the land have used them for years in preference to any other---and they recommend them to their friends.

The question remains: How many do you need? Write your Jobber to-day to avoid delay in shipping.

Cees Wrench Ce., Worcester, Mass.

AGENTS, J. C. McCarty & Co. and John H. Graham & Co., Now York.

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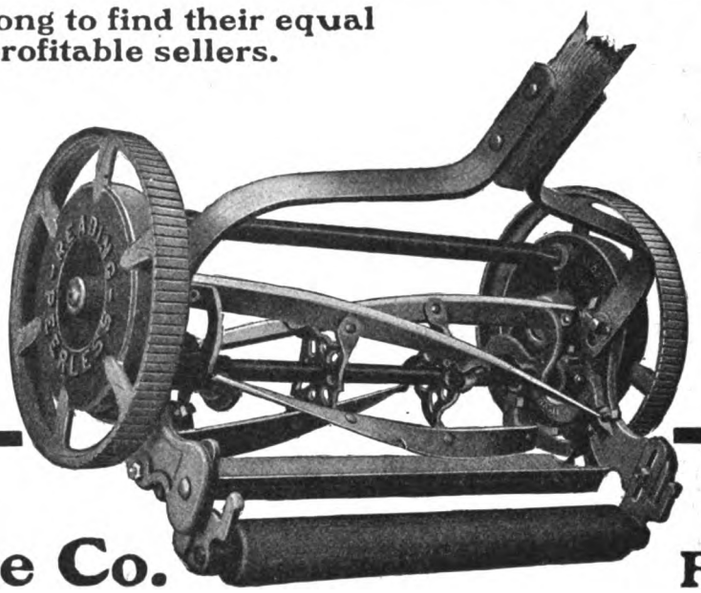
"PEERLESS"

In every respect is the New Line of "Reading Mowers." They are made in a new plant---by new machinery---from new patterns. We make

Fourteen Styles---All Guaranteed

You'll search long to find their equal anywhere as profitable sellers.

Each style and size has ball bearings and parallel bearings.

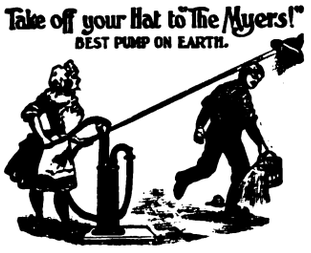


You ought not to be without our catalogue and prices. Send for them to-day.

Reading Hardware Co. **Reading, Pa., U. S. A.**

New York 96-98 Reade St. **Philadelphia** 617 Market St. **Chicago** 105 Lake St.

Take off your Hat to The Myers!" BEST PUMP ON EARTH.



GLASS VALVE SEAT PUMPS
HAY UNLOADING TOOLS
and BARN DOOR HANGERS
HAY RACK CLAMPS

Myers Hay Unloader.



Steel Track. Aluminum Finish.



O. K. Stay-on Door Hanger.



Flexible.

Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.

F. E. MYERS AND BRO., ASHLAND, OHIO.



Illinois River Folding
DECOYS
can be placed out or picked up three at a time. Many other advantages. Price, $4.50 dozen.
(PATENTED)
Reynolds' Double Duck Calls, entirely new. Sound at each end. Two calls in one. Price $1.00 each. Discount to dealers.
J. W. Reynolds. Mfr., 68 S. Morgan St., Chicago.

PATENTS

procured promptly and with care in all countries. Also trade marks and copyrights.

DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

A NEW MONEY MAKING LINE FOR HARDWARE DEALERS



Mr. Hardware Dealer:—We have a proposition to offer you on which you can build up an excellent trade—one there's good money in.

It isn't one of the worn-out, thread-bare kind, but a new, live, line that will fit in with your regular business just fine.

It's one that pertains to the poultry industry and if you have given any attention to this field you will realize something of its great money making possibilities. Over $1,000,000 is spent every year for incubators, brooders, supplies, etc.

Why not get your share?

Never thought of it, have you? Well, the wide-awake hardware men are going to put in this line of goods and those who "get busy" first will get the best cinch on the trade.

When we say to you there's money in our proposition—that it's no trouble to interest buyers we know it to be a fact.

Over eighteen thousand people interested in them last year alone.

Just drop us a line saying you want full information and we'll tell you how to start a profitable side line there's money in.

Don't pass this by—it's worth hundreds of dollars to you and only costs a 2c stamp to get in touch with this new branch of trade.

H. M. SHEER COMPANY,
169 Hamp Street, Quincy, Illinois

Tool Chests

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.

Machinists' and pipe fitters' empty Tool Chests.

Agents for Steel Tool Chests.

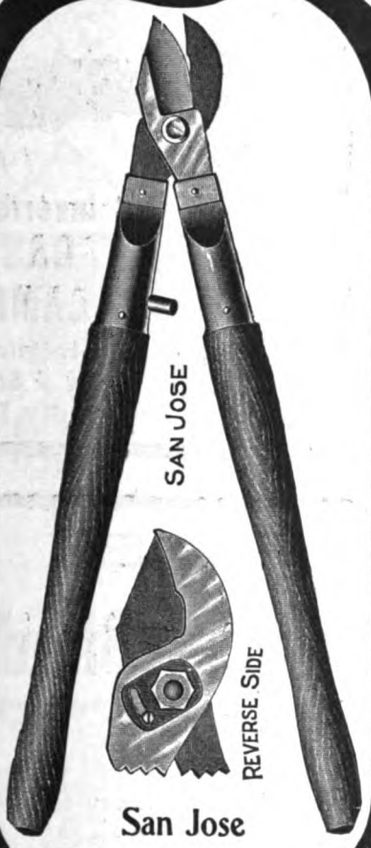
Send for Catalogue.

AMERICAN TOOL CHEST CO.
300 West Houston St., New York, U. S. A.

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Pruning Shears

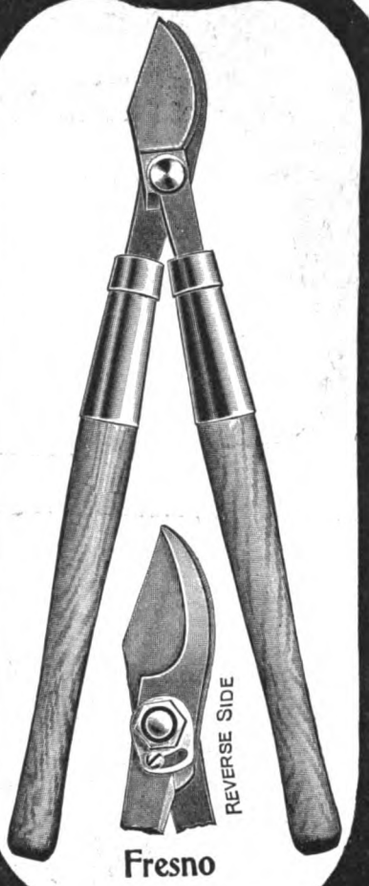
NEW FEATURES:
LOCK NUT
SEAMLESS FERRULES
NOTCHED HOOK
(Patented Dec. 31, 1901. Dec. 8, 1903.)



San Jose

The Cronk & Carrier Mfg. Co.
Elmira, N. Y.

Garden Rakes
Garden Mattocks
Garden Hoes
Write for
1906
Catalogue.

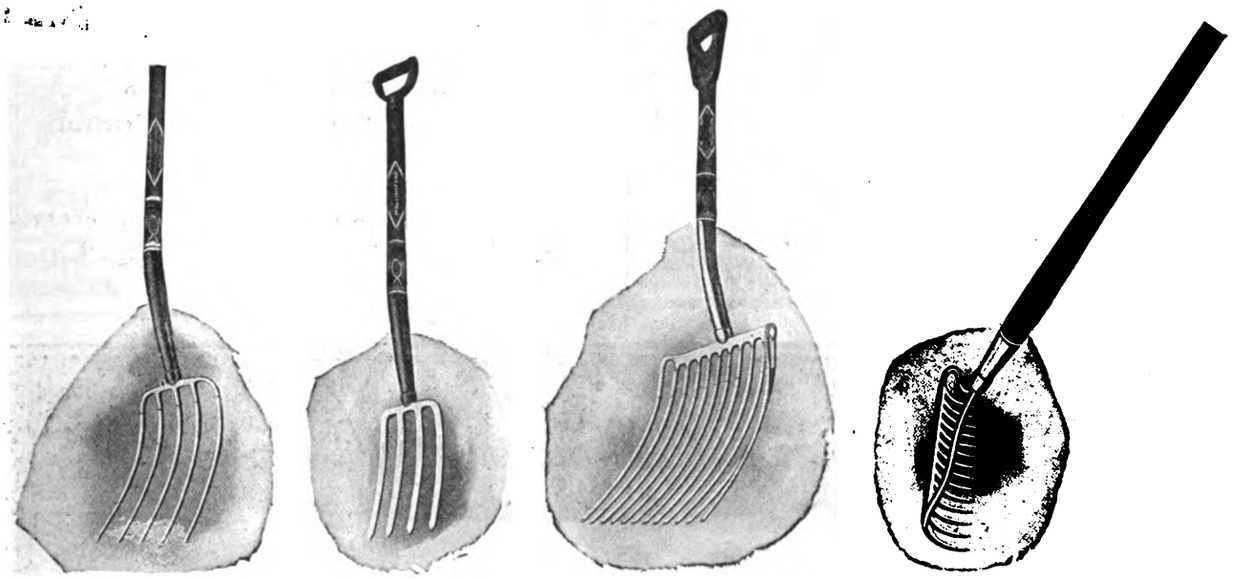


Fresno

WALLINGFORD MANUFACTURING CO.

MFRS. OF

High Grade Forks, Hoes, Rakes, Etc.



Catalogue mailed on request.

SELLING AGENTS:

JOHN H. GRAHAM & CO., 113 CHAMBERS and 95 READE STS. **NEW YORK**

London: 118 to 122 Holborn, E. C. San Francisco: 11 Front St. Copenhagen (Freeport), Denmark.

Please mention HARDWARE when writing to advertisers.

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The "WIZARD"

"Seeing is Believing"

A look at the light The "Wizard" gives is the "knock-down" argument for purchases multiplied.

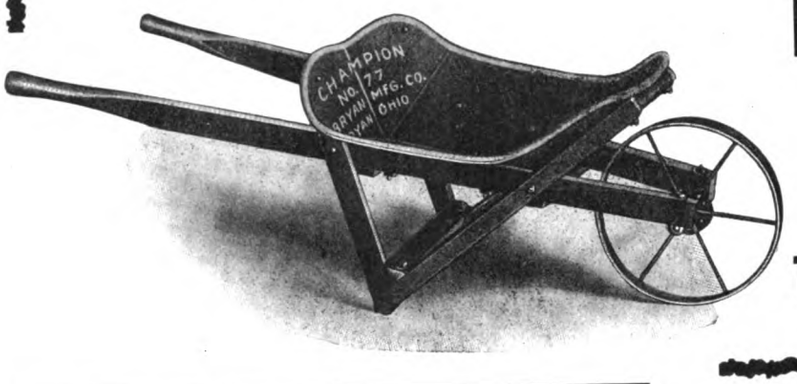
Display one in your store---explain its working---the sale is made. More than that: One pleased customer will bring you others. Saves one-tenth the cost of lighting. Adapted for both natural and artificial gas---high or low pressure. Write Today.



Inverted GAS LAMP

Manhattan Screw & Stpg. Co., New York

NO. 3--GOOD MADE



Malleable Shod Barrows

Always sell. Why? Because they are the best. Want some?

THE BRYAN MFG. CO.

BRYAN, OHIO



"BLACK HAWK" CORN SHELLER

Is recognized as the Standard of Excellence as a hand corn sheller.

Capacity 8 to 14 bushels ear corn per hour.

Takes off every grain—throws out every cob.

Made of Malleable Iron; will last a lifetime.

Clamps to any barrel or box.

Beware of Imitations.

A. H. PATCH

Clarksville Tenn. U. S. A.



The

"IDEAL"

Folding Lunch Box



Insect--Dust--Water Proof

Fits any pocket---fit for any lunch.

Two Grades: 25c. and 10c.

2 sizes: 8x5x4¾ and 7½x4¼x4½

Send for free samples and prices; window cards furnished.

Rochester Lunch Box Mfg. Co.,

Rochester. N. Y.

S.&S. KNIVES

WARRANTED



THEY HOLD AN EDGE — NO HARD OR SOFT SPOTS

National Cutlery Co. DETROIT, MICH.

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GET BUSY

That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

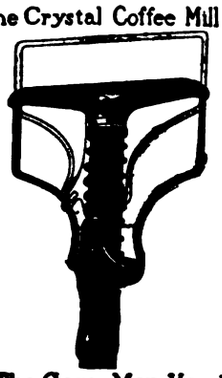
THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.



AD-EL-ITE
TRADE MARK

PAINT and VARNISH REMOVER

Do You Sell It?

That's the question your customers will soon be asking you. Do you sell Ad-el-ite?

We are going to spend thousands of dollars in advertising and will acquaint millions of people with Ad-el-ite.

Our advertising will create an enormous demand for Ad-el-ite. Are you prepared to meet this demand?

Is your stock of Ad-el-ite complete? If not, now is the time to place your order. Don't wait until your competitor has taken advantage of it and is reaping the profits that our advertising is sure to bring.

Do it now. Today. Write for prices.

Adams & Elting Co.

Sta. 3 **Chicago**

Quality Tells

When Henry Disston was asked the question:

"What do you put in your saws?"

He replied:

"Good steel and honest work."

UPON THIS FOUNDATION IS BUILT

DISSTON QUALITY



"If you want a saw it is best to get one with a name on it that has a reputation. A man who has made a reputation for his goods knows its value as well as its cost and will maintain it."

HENRY DISSTON & SONS., Inc.

Established 1840. PHILADELPHIA, PA.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . . .



Sash Chains

"Giant," "Red Metal"

Cable and Jack

Chains . .

Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*. :-: :-: :-:



No. 40.

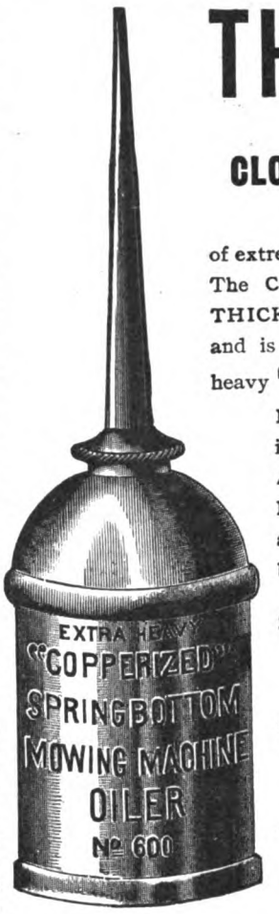
New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

CENTER PUNCH

No. 18-A



AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.

Athol, Mass., U. S. A.



ONE-HALF THE COST

and more—is saved by any mechanic buying the Nettleton Reversible Nipper.

Each "Nettleton" is equal to two nippers of any other make, for

THE NETTLETON REVERSIBLE NIPPER

has *two* fine cutting edges on *each* blade. Better still: The Nettleton is adjustable—reversible—interchangeable.

Costs you half the effort to sell it.

Talk Nettleton to the Nipper user in your town and watch them sell!

THE NETTLETON MFG. CO.

Office and Salesroom: 157 CHAMBERS ST., NEW YORK.
Factory: MIDDLETOWN, CONN.
Address all correspondence pertaining to sales to N. Y. Office.

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HARDWARE

SOUTH DAKOTA RETAIL HARDWARE ASSOCIATION.

The officers of the South Dakota Retail Hardware Association have secured the large new auditorium at Aberdeen for their annual convention, which will be held on January 31, February 1 and 2. It has also been decided to rent floor space to mnaufacturers and jobbers for exhibition purposes. Those desiring to secure space are requested to write to Otto E. Mueller, Aberdeen, who is first vice-president of the Association, and who has been delegated to take charge of this feature of the convention. The Association is also intending to issue a journal in connection with the meeting, advertising for which is solicited, E. D. Hawkins, president, Vermillion, having this matter in his care.

AIR COMPRESSOR LUBRICATION.

One of the dangers in air compression, says *Engineering Magazine*, which has not been fully recognized until within a quite recent period, is the liability to explosion in air compressor cylinders when the heat of compression is caused to exceed the flashing-point of the oil used for cylinder lubrication. Several more or less serious accidents of this nature have been recorded within a period of three or four years. With this statement in mind, and with an abundance of data to draw from, the Joseph Dixon Crucible Co., Jersey City, N. J., draws attention to the many striking advantages of Dixon's Ticonderoga Flake Graphite as a cylinder lubricant for air compressors. Among other features Ticonderoga flake graphite is unaffected by high temperatures. It cannot be "carbonized" or ignited. It cannot possibly give off explosive vapors. It will not accumulate dust or grit. It does not clog discharge valves. It allows a great reduction of oil supply. It avoids the danger of receiver explosions. It improves piston fit and lowers friction. It saves oil, repairs, trouble and money. A wealth of interesting data and information on the subject of air compressor and air drill lubrication is presented in a twenty-four page pamphlet, which is sent free of charge to all who are interested in the subject.

STEVENS SPANISH ABRIDGED CATALOGUE.

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are distributing the latest edition of their Spanish Abridged Catalogue, which illustrates and describes in detail all the Stevens staple numbers. Owing to the company's rapidly increasing export business with Spanish-speaking countries, they have issued these handy little books of reference, which are equally adaptable for mailing and counter distribution. This catalogue will be furnished gratuitously to the trade, imprinted with dealer's name and address, transportation charges to be borne by consignee.

THE CONTINENTAL COMPANY.

The Continental Company, Penobscot Building, Detroit, Mich., have recently issued catalogues for 1907 covering the Screens manufactured at the different factories for which they act as sole agents. The following manufacturers' products are handled by this company: A. J. Phillips Co., Fenton, Mich.; Porter Screen Mfg. Co., Burlington, Vt.; Wabash Screen Door Co., Minneapolis, Minn., and Memphis, Tenn.; Philadelphia Screen Mfg. Co., Philadelphia, Pa.; Queen Anne Screen Co., Burlington, Vt., and Owosso Mfg. Co., Owosso, Mich. The various catalogues are well illustrated and printed, and include in the contents full lines of the Screen Doors, Window Screens and Window Screen Frames offered by the above mentioned makers.

THINK OVER MISTAKES.

How many of us are in the habit of thinking over mistakes? Man is naturally proud and dislikes to become his own inquisitor. If we do not think over our own shortcomings and oversights, somebody will do the thinking for us. The time is coming when the standard of business will be the very most and the very best service for a dollar. The standard in past time has been to give as little and get as much as possible. This is an erroneous standard. The drift of business and the spirit of the times are in the other direction. The secret of business in times past has been to hide inferiority, to make things look better than they are, to indirectly deceive the customer by making him think he is getting something better than he really is; but all these standards of business are gradually being undermined, and a broader and a safer foundation is being laid, which is no more or no less than the Golden Rule. Strange as it may appear, the Golden Rule is gradually and assuredly becoming the basis of business.—*Harness.*

BRASS MANUFACTURERS' MEETING.

The National Association of Brass Manufacturers held its annual meeting at the Hotel Astor, New York City, on the 14th and 15th ult. There was over eighty per cent. of the members present. The question of the cost of raw materials and the present time and prices of goods as well, were carefully considered. A committee was appointed to establish a uniform list on tubular goods, with instructions to report at the next meeting of the Association. The following officers were elected for the ensuing year: President, E. F. Niedecken, Milwaukee, Wis.; Trustees: A. S. Hills, Haydenville, Mass.; E. C. Regester, Baltimore, Md.; A. D. Sanders, Chicago; W. D. McRae, Detroit, Mich.; H. F. Hodge, Minneapolis, Minn.; W. F. Schoenberger, Cleveland, Ohio. E. C. Regester, Baltimore, was appointed Eastern representative, and J. J. Ryan, Chicago, Western representative, on National Committee of Confederated Supply Associations. The next meeting of the Association will be held at Milwaukee, Wis., in February.

THE BRISTOL CO.'S NEW CATALOGUE.

The Bristol Co., Waterbury, Conn., and 114 Liberty Street, New York, have favored us with their new Catalogue No. 44 of Bristol Recording Pressure Gauges. The company have added a large number of ranges to those published in their No. 13 catalogue, and several of the old charts have been replaced by modern ones, whose increments are uniform. These have been grouped according to size and capacity, which enables one to find without difficulty the type of instrument best suited for their work. In this catalogue they have listed their new Portable Pressure Gauge, which is designed for use where permanent installation is not necessary. Under the heading "Applications" the company state: "Bristol Recording Pressure Gauges are capable of recording pressures of all kinds of fluids. They are, therefore, used by the thousands wherever a reliable record of pressure will determine the best operating conditions; compel the maintenance of such conditions, and consequently insure safe and economical operation. They have become an inevitable feature of the equipment of modern steam power plants, electric light and power stations, gas and water works, blast furnaces, hydraulic plants, coal mines, breweries, sugar refineries, etc. Bristol Gauges are made in all ranges for pressure or vacuum and can be arranged for chart speeds of any rate between one revolution in five minutes to thirty days. Special Gauges are furnished for ammonia, and oil seals can be supplied with Gauges which are to be subjected to corrosive fluids." This catalogue will be gladly sent upon application to any one interested.

FENCING THE WHOLE COUNTRY.

We are able to say upon the authority of President Harry Ward, of the Ward Fence Company, Marion, Indiana, that never before in the history of the wire and ornamental fence business has there been such overwhelming evidence of the general prosperity of the people of this country. Mr. Ward speaks with a wide general knowledge of farm conditions especially, as he has probably sold more Farm and Poultry fence in every State in the Union than any other man in the business. The Ward Fence Company have done the largest business this year that they have ever done, and Mr. Ward considers it conclusive that farmers, chicken raisers and country people everywhere are in even a better financial condition than they have been at any time during the past ten years.

Mr. Ward is an enthusiastic business man and puts a lot of enthusiasm into the several books on fences and ornamental wire work that his company makes, including the "Don't Rust Fence," which has taken the place of the old-time wire fence that rusted in two or three years.

"Don't Rust Fence" is so heavily galvanized that it simply can't rust. It is the cheapest kind to buy.

Any of our readers will probably find it well worth their while to write to Mr. Ward and ask for these books, which will be sent free on request. They will give you an idea of the improvements that others are making on their places in Farm and Ornamental Wire Fencing and Gates, Wrought Iron and Steel Fencing and Gates, Barb, Plain and Galvanized, and all sorts of similar improvements that cost less money nowadays than even split-rail fences used to cost.

It will be well worth any man's time to write a postal card to Mr. Ward and ask him to tell about Fence conditions.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY
HARDWARE PUBLISHING CO.
309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

T. A. MACINTYRE, - - - - - - President.
J. H. EDWARDS, - - - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - - Editor.
J. W. PENTZ, - - - - - - General Manager.

DECEMBER 10, 1906

Editorial Trade Review

The year that will close its records in a few weeks has been for the Hardware trade a remarkable one in several respects, and the promise which present conditions hold out for the future seems to every one to be certainly a continuance of the prosperity which has streaked with gold the fortunes of the past. It is a moment for congratulation by all its beneficiaries, with a prayer for its future welfare.

The advance in prices which already set the pace, backed up by many orders booked so far, indicate an amount of business in large volume; the expansion of the trade by demands upon the manufacturers for needed supplies which will form the foundation of our future wealth, will severely task the abilities of the makers to furnish. With a liberality of sentiment that promises a square deal, jobbers are quoting prices based on stock, or old orders that have been bought at lower cost of material, in many cases dividing the profit that present quotations promise.

There is one course which retailers are reluctant to pursue, and that is to mark up the goods to present quotations without delay. There is no doubt that remunerative prices have come to stay, and all should share in the general good which changed quotations make in the general cost. Retailers are loath to pursue a course of this kind for fear that their neighbors may derive some advantage by selling their old stock at a price probably less than they could purchase new stock at. Doubtless they neglect until forced to change the selling price of a whole stock, but some method of accomplishing something of the kind should be entertained at once. Not only are the goods quoted at higher prices to purchase fresh stock, but the difficulty of obtaining the same is growing greater every day.

The last advance of Nails has taken the trade somewhat by surprise, it was so sudden. No one in the trade but believes it to be justified on the score of a difficulty in obtaining steel, among other things. But the heavy demand that prevailed previous and since the advance of last month and the marked condition of the iron market, which is in an unprecedented state of prosperous promise for the coming months, is reflected in an article in another column.

Holiday goods are increasing the stocks and beautifying the appearancce of the Hardware stores by their early arrival. The holiday season in old times, when no preparation was made for anything but inventory, used to be looked upon as the dullest of the year, but modern methods have changed all that, backed up by good crops in the way of agricultural achievement, and the best of wages in the lines of industrial excellence, and the bulging pocket-books of all classes empty themselves in the interest of a Christmas prodigality.

THE IRON MARKET.

The iron markets continue in a very strong position, and there is still no sign of any let-up in the urgent demand for either pig iron or billets for immediate use. Buyers who have been hoping for some relaxation in the market are now commencing to realize and appreciate that conditions now prevailing are practically unprecedented in the history of the trade. Every modern blast furnace and coke oven in the country is not only working up to its fullest capacity, but the producers are also working what have been regarded as obsolete plants for all they are worth to fill orders. We have heard predictions mace in various quarters about the consumption going ahead too fast, and prices for steel billets having been marked up too high for a continuation of healthy trade conditions; but from our canvass of the situation among the leading interests during the past week, we feel safe in saying the outlook is suggestive of a continuance of the present activity and high prices. Some of the big interests with whom we talked during the week and who are regarded as conservative and among the best judges, believe consumption will continue on about the present scale of activity throughout the coming year. The only danger is in the possibility of speculators later on coming into the market and forcing the situation to a greater tensity.

The condition of the market to-day is in such shape that quotations on pig iron at present are purely nominal. Basic and Bessemer irons would bring to-day for anything like prompt shipment pretty near any price holders might ask. There have been offers made for prompt shipment lately as high as $25 per ton. Foundry irons are in the same condition and also about the same as to price, while steel billets are in such demand that we know they are being shipped from mills on the sea coast right into the heart of the Pittsburgh district. This is almost an unprecedented situation, for it means that anybody having any billets for prompt shipment can practically name their own prices. We have heard of sales made in the last few days for $33 per ton, and in one of which there were some negotiations as high as $34 and $35 is predicted for the near future. The scrap market is also being cleaned up very rapidly.

We understand the leading interests are now trying to buy billets anywhere for shipment to Pittsburgh. This goes to show the extent to which the United States Steel Corporation must be booked ahead on its output. It costs about $2.50 per ton to ship billets from the sea coast into Pittsburgh and they can make them there from $2 to $3 per ton cheaper than our local manufacturers. Careful investigation shows the leading manufacturers are sold well ahead into the third quarter of next year and a great many are really sold ahead for the whole year; and this they say insures a continuance of activity and high prices for some time to come, especially as there is no danger of overproduction being permitted, as the United States Steel Corporation now practically controls the situation in this respect.

In discussing the highly prosperous condition of the Steel Corporation, it is probably true that it has more orders booked ahead than it cares to publicly admit. One thing is certain, and that is it has a very prosperous year ahead and is making more money now through its economies and greater concentration than ever before in its history. It is not selling any rails higher than $28 per ton, but they could be easily advanced to the present quoted price of steel billets of $33 per ton if the management of the corporation should care to change from its policy of keeping the price of steel rails fixed at $28.

Prices for finished products do not show a profit now to the manufacturer, paying as high as $34 per ton for billets, but it is believed that after the independent companies have sold far enough ahead, the leading interests may decide to advance prices more in keeping with the present high price of the raw material.

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THE WOMAN'S WINDOW.

The central attraction is silverware, which may be elaborate or simple, according to material, placing the taller pieces in the center, with knives forks and spoons of various patterns in a semi-circle at the sloping base. Just outside of these, other cutlery is naturally grouped, including all sorts of knives used in culinary matters, bread knives, cake knives, carving sets, paring knives, etc. Shears and scissors make another attractive band in the display, ranging in size and use from the heaviest to those used in the finest embroidery. Scissors for manicuring, cutting buttonholes and combination scissors sets are here included. Still further out on the sloping foreground are fancy cake pans and cutters, sandwich cutters, egg beaters, asbestos mats and holders, and any novelties among kitchen utensils. A row given to the brushes of various sorts now entering into household economics, for hands, nails, vegetables, dish-washing, and scrubbing, form an interesting margin. Or it may be made up of kettles and pans, griddles, waffle irons, cake or bread maker, ice cream freezer, bread and meat slicer, and carpet sweeper, the larger implements being kept sufficiently in the rear and at the sides not to cut off a full view of the small r objects above. Doorbells or tea trays suggest other marginal borders. In the rear may be placed washing machines, clothes wringers, and churns—all large and cumbersome machines serve as a background.

Call attention in the local dailies to the character of your holiday window display. The man who has been forced to the drygoods store for his wife's Christmas present, there to select from goods the quality, real value, and appropriateness of which he knew comparatively little, will eagerly grasp at the chance of finding something of interest to women in his own field of trade.

Woman, on the other hand, lured through curiosity or misgivings (for as a rule she considers the Hardware store of almost as little use to her as a barber shop) investigates the meaning of the announcement. And the common-sense woman is almost sure to find in the motley collection not only something which she is glad to hint to the other member of the firm as a necessity, but other things suitable for friends. An improved sad iron may go to assist in the laundering of the doilies and fancy embroideries previously lavished upon a friend. For the gift of pure fancy is substituted that of utility.

THE HOLIDAY TRADE.

A walk down any business street from now until next January will reveal on either hand lines of window advertising more than usually attractive, but all suggestive of the holiday trade. In times past this has generally been regarded an occasion when there was nothing doing for the Hardware dealers; why, nobody seemed to really know. He carries many things in stock that the Christmas purchasers crowd about the counters of department stores to secure in inferior quality, or rush from place to place in search of, knives, razors, shaving sets, skates, drawing instruments, dog collars, carriage robes, whips, guns, revolvers, sleds, baby carriages, bicycles, hammocks, fishing outfits, magnets, besides innumerable household and professional supplies, not to mention such useful family gifts as carriages, sleighs, etc.; quite a list, isn't it?

It is safe to assert that every extensive line of Christmas purchases includes some things kept by some Hardware stores, and this can be said of few other mercantile lines. If the public knows this why is the Hardware store less crowded than its neighbors during the holiday season? If the public does not know it, who is to blame? Who told the public that the jeweler, the druggist, the stationer and the dry goods merchant were in line for the holiday trade but those merchants themselves?

No Hardware store, nor any other store for that matter, can obtain the confidence of the holiday shoppers that has not first obtained that of the Hardware man himself enough to make him want to tell other people what a fine assortment he has. Too often his window continues throughout all seasons a confused stack of hoes, rakes, wheel-barrows, axes, shovels, hammers, and crowbars, with a plow or two in the back-ground; certainly not an attractive outlook for the holiday shopper. Occasionally this confusion of mechanical tongues continues throughout the entire shop, as though the proprietor thought this variety of stuff would impress upon people the wide range of his stock. If one were to go into such a place and ask, say, for a suitable Christmas present for a boy, some such conversation as this would likely follow with the annoyed and puzzled clerk:

"Well, I really don't know. How would he like a knife?"

"He has a good knife."

"How about skates, then?"

"We have no water near us."

"Then I don't exactly know what we can do for him. You might look around a little; perhaps you can find something."

The would-be customer pokes around in the dust a little and soon goes out disgusted. This may seem an extreme case but the writer can call out many places from memory where extremes like that are quite in order and many more where there exists some modification of the above conditions.

It never occurs to such a clerk that the boy may own a dog and be rejoiced at a handsome collar for it; that a gun would probably be a most acceptable article; that a pony stands in the way of that boy's father, which really needs a pony outfit; or, if he is too small for these, as few boys ever are, that a miniature engine with its usual equipment of mechanical toys ought to be in stock and possibly may be; or that a chest of juvenile carpenter's tools has many times in the past been the cause of happy hearts and bleeding fingers.

The moderately equipped Hardware store need not be weighted down with extra stock to any great extent to be kept in line for the holiday trade; simply bring the right lines to the fore. Let the solid business with its heavy, unattractive demands, retire to the back-ground for a little while and show up the frills and ruffles. They have been treated as a side line so long that half of the clerks do not know of their existence; bring them out, knock the dust from them and let your employees know they are in stock. A complete list of gift goods would be a wonderful assistant to many a forgetful clerk; give each clerk a copy and then clean up enough samples to show them what color the article is painted so they will know what to look for. Almost any retailer who has never done this will be surprised at the extent of his own list. The resurrection of these forgotten items, too, will prove a stimulant to the clerk, if he is the right sort of clerk, and will turn his sensibilities into holiday channels. It is a good plan to consult the clerks about this list beforehand, weeks before, and set them to overhauling the obscure corners of the store and their own memories for additions to it.

Then tell the public about what you have and keep on telling them. Take the hoe and garden rake out of the window for a little while unless you can use it there to good advantage for some attractive bit of display; at all events take the dust and confusion out. The store that wants Christmas trade must get in harmony with the Christmas spirit. Something that will attract the child or its mother is very apt to win; the man is pretty sure to follow the judgment of his better half and offspring. For the man himself brings out something that his wife knows all about the use of and that is certain of her approval. She may take to smoking outfits and the like but she does not always; better depend upon something more like shaving sets against which she cannot by any possibility have conscientious scruples. Fountain pens and articles of which she knows the use are more likely to appeal to her than professional instruments that might be useful to him in his profession but mysteries to her.

The window and show-case display arranged for, talk about the same lines in the newspaper advertising. Connect the latter with the store itself and give the whole that holiday flavor. Refer to the window designs in the newspaper advertising. If you can arrange something so attractive that the papers will themselves say something special of it, good; if something that will become the talk of the town, a good deal better.

Send invitations to your patron friends to visit you and assure them you have also unloaded a good supply of holiday atmosphere. Perhaps a printed copy of the list you made out for your clerks will, if attractively arranged, convince them that you have some claims upon their holiday attention.

After all, the whole secret of extending the holiday trade in the Hardware store depends upon three things and how well they are done:

1st. Know yourself what articles you have and what you need that would be suitable for Christmas shoppers.

2nd. Let your clerks know what you have and listen to what they think you need; then use your judgment as never before.

3rd. Let the public know what you have and try to show them it is what they need to satisfy the longing of some friend.

Do all of these as other merchants do and the Hardware store of the future will soon be recognized as quite as much a Christmas shopping ground as the majority of their more popular neighbors.

WORLD'S FAIR IN 19 9.

Alaska-Yukon-Pacific Exposition at Seattle will exploit Northland and Oriental trade—to cost $10,000,000. Queen City raises $650,000 for enterprise in one day.

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DOES ADVERTISING PAY.

This is a question a Hardware man ought to ask himself, and is a question not easily answered. The direct returns from a special advertisement are not easily seen, and it often seems that an investment in newspaper advertising does not bring back the amount spent. The great object of all advertising is to place before the possible customers the merchandise which the merchant has for sale. To do successful advertising this must be kept constantly and continually in mind.

HOW TO REACH THE CUSTOMER.

It would be almost useless for a man having bonds to sell, to send circular letters to the inmates of an almshouse. Just as useless for a manufacturer of cheap glassware to advertise in a high priced, exclusive magazine, taken largely by the wealthy class. In the same way, it is almost useless for the Hardware man to advertise some classes of merchandise in the daily newspaper. He must ever bear in mind that although men are the readers of newspapers, still few men sit down and read the advertisements. The Hardware man who has given the matter much thought, must come to the conclusion that it is necessary for him to advertise in his local newspaper that class of merchandise which appeals to women, as it is the women who are readers of the advertisements in the newspaper.

It is, therefore, of great importance for the dealer in writing up advertisements to constantly bear this fact in mind, to remember the people who are to read his advertisements.

HARDWARE THAT WILL RESPOND TO ADVERTISING.

The merchant is now asking himself what goods in his stock can he advertise in order to reach new customers, in order to enlarge his field, and thus to increase his business. Going carefully through his stock, some such line as house furnishing goods, kitchen supplies, table cutlery, and silverware and cut glass being especially goods that will appeal to a woman, are those from which he will find results will come the quickest in newspaper advertising.

LARGE SPACE NOT NECESSARY.

Good position and well worded matter will be found often to bring better results than large space. For example, a six inch ad, single column, placed directly under reading matter will be found to be more effective than three times the space with other advertisements on the back page of the paper. Catchy headlines, followed up by a plain statement of the goods offered for sale, and the use of a small cut in the six inch space, the entire advertisement surrounded by a border, will attract more attention than the same matter loosely put together.

ADVERTISING SHOULD BE HONEST.

Just as the merchant is in business to sell goods and to make money, so he must remember that his advertising is not only to bring new customers to his store, but to permanently build up his trade. The basis of all successful business is confidence, and the merchant must remember that if his advertisement is misleading in any way, he will destroy confidence, and injure rather than improve his business. It is better to understand the value of an article in advertising, than to overestimate it.

ADVERTISING SHOULD BRING NEW CUSTOMERS.

One of the most successful retailers in a Western city recently said: "I attribute my success, very largely, to the fact that I have the people with me." The successful Hardware man must follow this same idea and strive ever in his advertising to so appeal to the people that they are with him, and every customer who comes to the store in response to the advertisement, will be not only as a customer for the moment, but becomes a permanent customer of the house. It is, therefore, necessary to follow up all advertising, with not only fair treatment, but courteous treatment, and in this way advertisnig will be found to bring profitable returns for the money invested.

HAMMERNAIL.

HANDY REFERENCE CHARTS.

Some one has said that next to knowing a thing it is important to know how to find out. No Hardware dealer can carry all the details of his business in his head; it is a necessity for him to make the "where to find out" as convenient for himself and his employees as can be made. It is often surprising how lax clerks may be in finding out the simpler things that might be of such value to the would-be customer and possibly stand between him and a sale; but some of this seeming indifference may be due to mere lack of knowledge. The clerk knows that he doesn't know; he don't know where to find out and gradually acquires the habit of not caring enough to exert himself. If the information were in such convenient location that there was no excuse for him to refuse it some of his indifference might never be acquired. A customer may want a nail just long enough to reach about through two one-inch boards and not quite penetrate. If the clerk knows that a six-penny nail is two inches long and a five-penny a quarter-inch shorter he is prepared to serve that customer a good deal more satisfactorily than if he has to measure several sizes. If he don't know it is probably his own fault; if he has no convenient place to find out it is the fault of some one higher up.

It would not cost much or take much time for a clerk during spare moments to prepare a table or chart giving the length of the various sizes; also their gauge and approximate number to the pound, and paste this sheet up in some place convenient to the nail bins. Not more than one or two clerks in the entire establishment perhaps, need ever use it, but it might be worth the trouble just to keep one clerk right and spare the temper of one hasty customer. With helps of this sort at hand the chances are that the one clerk will not remain in need of such a chart so long as he would otherwise; but there are many other lines of goods wherein a similar help will be of liberal service.

Sometimes a new man will be taken on the force; what a world of annoyance and embarrassment such a set of charts will save him and his fellow clerks while he is learning the business. All the time, too, it is drilling into him the tendency to find out for himself without bothering other people.

Teach the clerks that no facts about the most common article are too trivial to be important; then place the information where they can have ready access to it. If this is done the unusual question of some over particular customer will be far less likely to be met with uncivil words or blank looks.

NATIONAL CONVENTION FOR THE EXTENSION OF THE FOREIGN COMMERCE OF THE UNITED STATES.

We have received the following communication from the committee referred to and hasten to lay it before our readers:

Recognizing the fact that the people of all the States are deeply interested in measures designed to increase the consumption of our products abroad, the undersigned committee begs to announce that a National Convention for the purpose of considering and devising measures for the enlargement of our foreign trade and to promote the demand abroad for the products of our farms, workshops and mines, will be held in the New Willard Hotel, Washington, D. C., beginning at 10.30 A. M., Monday, January 14th, 1907.

The obstacles which have hampered our efforts to develop the commerce of the United States with foreign countries are evident to everyone familiar with that trade. That those obstacles should be removed at the earliest possible moment is unquestioned if we are to attain pre-eminence instead of remaining, as we are, far in the rear in the struggle with Europe for foreign commercial supremacy.

A consideration of the subject of the extension of our trade abroad will suggest to every informed business man a number of topics, each of which, although a part of the whole, should be considered separately. The committee feels that whatever means are adopted by the Convention, in order to be immediately effective, must be based on a recognition of economic conditions as they now exist. All discussions should, therefore, be germane to the object in view, which is that of securing prompt and practical results. Each topic to be discussed and the name of the speaker must be in the hands of the committee on or before December 20th, 1906, for printing in the programme.

We feel assured that the National Government will give the full weight of its influence towards the success of this movement and that Congress will promptly and adequately respond to any well supported demand for legislation which may be deemed beneficial to the interests of the country as represented in the Convention.

The committee has the very great pleasure to announce that the Honorable Elihu Root, Secretary of State of the United States, has consented to address the Convention and will give it the benefit of his observations and experiences, and of the information acquired on his recent tour of the South American countries, the object of which was to bring about closer relations between those countries and ourselves. The result of that tour having been eminently successful, it is believed by the committee that the present time is ripe for this move for the betterment of our relations, on business lines, with our South American neighbors on whom Secretary Root created so favorable an impression.

Soliciting co-operation and a prompt response, which may be addressed to the Secretary. Cornelius N. Bliss, Franklin Murphy, Herman A. Metz, Charles A. Moore, William McCarroll, Lewis Nixon, Henry W. Peabody, Charles A. Schieren, Isidor Straus, E. S. A. de Lima, Chairman, Special Committee of the New York Board of Trade and Transportation; **Frank S. Gardner, Secretary, 203 Broadway, New York.**

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ALASKA-YUKON-PACIFIC EXPOSITION AT SEATTLE.

SEATTLE.—At the present time much interest is centered here in the work of creating the Alaska-Yukon-Pacific Exposition, which will be held in 1909, opening June 1 and closing October 15. Although three years remain before the fair will be opened to the public, the management is hard at work perfecting and carrying out plans to make the enterprise worthy of the purposes it will aim to accomplish. Beginning with the idea of making the western world's fair original in every possible way the management has succeeded admirably up to the present time, and if the financing of it, which broke all exposition records, can be taken as a criterion of the manner in which the plans already outlined will be carried out, there is no room for doubt as to the originality that will characterize the 1909 fair.

On October 2 last, five months after the incorporation of the exposition company, which was effected May 7, the people of Seattle were called upon to finance the enterprise by subscribing in one day to its capital stock of $500,000. In a generous and public spirited manner they over-subscribed to the extent of $150,000, making the total amount available with which to begin work, $650,000. No other city for any purpose ever equalled such a feat. "Seattle spirit," for which the people of the Queen City are noted, was responsible for this remarkable achievement. More than a half million dollars in one day is a large amount of money to be raised in a city of 200,000 inhabitants. The slogan adopted by Will H. Parry, chairman of the ways and means committee was, "Everybody Helps, and everybody did help, with the result that an average of more than $3.00 was subscribed by every man, woman and child in the city.

As soon as the capital stock had been subscribed, John C. Olmstead, the noted landscape artist of Brookline, Mass., who laid out the Chicago and Portland expositions, was called to Seattle and he is now busily engaged in designing the grounds and arranging the buildings. He has pronounced the site as, scenically the finest ever utilized for such a purpose.

Henry E. Reed, director of exploration, is now busily engaged in making arrangements for the States to participate. He has Major T. S. Clarkson, special commissioner in the field, visiting the governors of all the commonwealths. So far Major Clarkson has met with unprecedented success. Every governor he has talked with has signified his intention of recommending a liberal appropriation for a building and an exhibit. Mr. Reed is also carrying on an extensive campaign to secure the 1909 meetings of national conventions. The executive committee of the exposition has appropriated $100,000 for the live stock show, which will be on an extensive scale, and from present indications promises to be the most successful ever held. The management is receiving letters from all over the country endorsing the object of the exposition, and pledging support from different localities.

The primary purpose of the fair is to exploit the resources and potentialities of Alaska, Yukon and the Pacific Northwest, and to make known and foster the vast importance of the trade of the Pacific Ocean and of the countries bordering upon it. Different from other fairs, the Alaska-Yukon-Pacific Exposition will not celebrate any particular event. The awakening of the Pacific, the wonderful achievement in all lines of effort of the countries in and bordering thereon, and the important role the commerce of the great ocean plays in that of the world, are the most noteworthy things the fair will celebrate. It will be a great international exposition. Historical sentiment will not be depended upon to arouse interest and induce participation.

In the first place the fair will show the world, through its exhibits, that Alaska can produce other things besides snow and gold; it will give the general public a better conception of the resources, advantages and possibilities of the territory, and of its geographical and climatic conditions. The same is also true of Yukon.

The fair will increase the commerce of the Pacific by teaching the merchants and manufacturers of the Orient and Occident the needs of the people of their respective markets, and how to secure and hold the business. Oriental buyers and Occidental sellers, as well as Occidental buyers and Oriental sellers, will be brought closer together to their mutual advantage, through exhibits collected with that aim in view.

The exploitation of the Pacific Northwest—in fact the entire western country—will be, naturally, another important result that will be accomplished by the Alaska-Yukon-Pacific Exposition. The Lewis and Clark fair and its attendant publicity placed this section prominently on the map. The interest that exposition created beyond the Rocky Mountains in this section will be stimulated and increased during the next three years. With the foundation in exploitation laid by Portland to build upon, the attendance at the 1909 fair and the subsequent benefits to follow will be on a large scale.

It is estimated that the fair will cost $10,000,000. The amount the exposition company will spend and the United States Government and State of Washington appropriations will make a fourth of this amount, and the sums the States, foreign nations, exhibitors and concessionaires will expend will aggregate the remaining three fourths.

The exposition site comprises 255 acres of the campus of the Washington University. In its virgin state it presents everything to please the eye. There are tall, stately giants of the forest forming beautiful vistas, gentle slopes, commanding terraces and unsurpassed stretches of water front. The grounds border for more than a mile and a half on Lake Union and Lake Washington. The Olympic and Cascade mountains are in plain sight, and an unobstructed view of the perpetual snow peaks of Mt. Rainier and Mt. Baker may be obtained. In constructing the buildings and laying out the grounds every care will be taken to preserve Nature's own handiwork.

Different from former fairs, the Alaska-Yukon-Pacific Exposition includes in its plan the erection of permanent buildings. Many of the large exhibit palaces will be substantially erected and they will remain as the property of the University after the fair closes, to be used for educational purposes. Thus the Washington State appropriation will be used for a permanent good, aside from the benefits that will accrue to the commonwealth from the fair. The States and nations will be invited to erect buildings of a permanent character, which will give them an opportunity to install lasting memorials of their progressiveness.

SELLING RAZORS.

Do you know enough about a razor to be competent to sell them? Possibly, because your customer may know still less about them; but can you tell him as much about them as you would like to know if you were in his place? Suppose your own physiognomy were in danger of paying a tri-weekly tribute to mistaken judgment. There is more than dollars in it, though, of course, a man is pretty apt to want his money's worth of shave too. A poor hoe or scythe may sometimes be operated by applying a little more muscle, but a poor razor is not built upon that plan. One likes to have the evidence of a razor's "having been" without too much physical evidence of its "being." Does the kind you sell meet with that requirement or do you know how to select one that does?

If the razor you are selling does not give good satisfaction and the fault is in the razor you should find it out before the jobber's representative is with you again; if it is in the sharpening, as it frequently is, it might pay you to kindly show your customer the difference between honing a razor and grinding a handsaw. If you cannot do that then try and sell him something else that will make good, before you leave him, if it's nothing more complicated than a hammock or a clay pipe.

Nothing will send a customer in disgust to the nearest barber or a department store more quickly than a poor razor. That is because it hurts him. He has instant, constant and convincing evidence of its cussedness every time he uses it, against which all the argument of all the agents in the world would avail nothing. The retailer cannot charge the quality of the steel and the question of its proper temper takes him beyond his depth in the realms of microscopy; he must depend upon the guarantee of a reliable razor-maker; but it is possible for an ignorant customer and even the dealer himself to ruin the best of blades. He should understand that a good razor is a delicate affair; that contact with over-hot water or even allowing it to lay in the bright sunlight in the show-case may change the temper materially and spoil the finest handiwork of the maker. It is the dealer's place to let the customer know this.

Perhaps there is no easier method of approaching the leathery folds of a conceited customer's think machine with a few germs of truth than by trying to sell him some good sharpening device. Even if you know he is not going to buy it there is far more opportunity to give him hints about the proper care of a good razor than in the sale of a razor itself. In the latter case he may think you are assuming that he doesn't know how to care for a razor and resent the idea. If you are trying to sell him a hone it is possible to drop a good many hints about razor management and still have it appear that you are only trying to sell him something else and not trying to dictate concerning his treatment of the article he has just purchased.

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It requires much skill to advertise for nothing. Mark Twain has just suffered the exclusion of one of his books from the public library, and got plenty of advertising space on the front page of the big dailies. Caruso also managed to get a few thousand columns of advertising space that could not have been purchased.

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LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

LIABILITY OF MORTGAGOR WHO HAS SOLD PROPERTY.

QUESTION.—A man mortgages his house and lot for $2,000 and sell it subject to the mortgage. It afterwards the mortgage is foreclosed and the property is sold and yields less than $2,000, who must stand the loss?

REPLY.—A mortgage is usually given to secure the bond of the mortgagor. If the mortgaged property does not yield enough to satisfy the debt, the mortgagor may be held liable for the deficiency, even though he has sold the property. A person purchasing property subject to a mortgage does not become personally liable for any deficiency arising after the property has been sold and the proceeds applied on the mortgage debt, unless he expressly assumed and agreed to pay the mortgage.

LICENSE TO STRING WIRES REVOCABLE.

QUESTION.—I gave a telephone company oral permission to attach their wires to one of my buildings. This they did and have since paid me $5 a year for the privilege. Can I compe. the company to take the wires down if they will not pay an increased rental?

REPLY.—Your oral permission to attach wires to your building was a mere license. Such license is revocable at pleasure, even though the person to whom it is given may have acted on the faith of it. You cannot, of course, revoke the permission as to the past, so as to make unlawful whatever has already been done. But you may do so as to the future and compel the company to take down the wires. The only way in which it may acquire an irrevocable right to use your building to support its wires is by a deed or conveyance, such as is nece sary to convey an interest in real estate.

BANK—INSOLVENCY—SHAREHOLDER'S LIABILITY.

The Supreme Court of the United States held, in the case of McDonald et al. vs. Dewey et al., that one who relies upon a sale of shares of stock in a national bank, made with knowledge of its insolvency, to escape his liability as a shareholder, under section 5151 of the Revised Statutes, for the debts of the bank, has the burden of proving that the vendee was financially responsible to the extent of the assessment, and that one who, with knowledge of the insolvency of a national bank, transfers his stock to an irresponsible vendee with intent to evade his liability for the debts of the bank, can only be held responsible for the unsatisfied debts existing when the fraudulent transfer was made.

STOCKHOLDERS—SALE—VOIDABILITY.

The United States Circuit Court of Appeals for the Eighth Circuit held, in the case of Jones vs. Missouri-Edison Electric Company, that any sale of corporate property by majority stockholders to themselves, and any disposition by them of the corporation or of its property to deprive the minority stockholders of their just share of the latter, or to get gain for the majority at the expense of the minority, is a breach of trust which renders the sale or disposition voidable and the property recoverable at the suit of the corporation or of a minority stockholder on his own and its behalf, and the fact that the minority stockholders may maintain an action at law for the value of their stock is no bar to their suit in equity to avoid the contract and transaction. The court said that they have the option to avoid the transaction and follow the trust property in equity or to affirm it and to recover as damages at law the value of their stock.

CARRIER—LIABILITY—RETAINING BAGGAGE.

The Supreme Court of Appeals of Virginia held, in the case of The Chesapeake & Ohio Railroad Company vs. Beasley, that the liability of a railroad company as common carrier for baggage coming into its station was not terminated where it retained the baggage to weigh it, and within an hour thereafter locked it in the station for the night, the passageway in the meantime being so blocked by freight cars that it would be practically impossible to remove it, and it was destroyed by fire during the night.

TAXATION—MERCHANDISE—NON-RESIDENT.

The Supreme Court of Iowa held, in the case of The Merchants' Transfer Company vs. Board of Review, that merchandise shipped by a non-resident manufacturer in bulk to a storage company and stored by it awaiting orders for distribution to purchasers was subject to local taxation.

Trade Meetings

THE MINNESOTA RETAIL HARDWARE ASSOCIATION.

At the regular meeting of the Executive Committee of the Minnesota Retail Hardware Association, Wednesday, November 28th, arrangements were completed for the holding of the twelfth annual convention at St. Paul. The dates selected are February 26th, 27th and 28th, and March 1st, 1907. Headquarters will be at the Ryan Hotel, and convention will be held at a nearby hall. Each morning will be given over to the exhibitors and regular sessions of convention will commence at 1.30 at which time it is requested that exhibitors will close their displays so that members can give their full attention to the convention work. Much interest is manifested, and with the increased membership it is believed that this will be a large and successful meeting.

Quarterly meeting of directors of the Retail Hardware Mutual Fire Insurance Company was also held on same day and a gratifying statement of financial condition presented. The insurance business showed a large increase over the amount written during the corresponding period of previous year, and it was decided that the return premium or dividend for 1907 should be forty-five per cent., payable at the expiration of policies during the coming year.

M. S. MATHEWS,
Secretary.

STATEMENT OF CONDITION, QUARTERLY MEETING, NOVEMBER 28, 1906.

Gross premiums written in 1906, $81,545.26	
Insurance in force August 31	$3,925,200
Written during last quarter	929,550
	$4,854,750
Less Renewals and Cancellations	527,450
Insurance in force	$4,327,300
Ratio of Losses to Premiums, 32%.	
Ratio of Expense to Premiums, 13%.	
Return Premium for 1907, 45%.	

NEW ENGLAND HARDWARE DEALERS' ASSOCIATION.

The secretary states: "The dates of the convention of the New England and the National Retail Hardware Association, to be held at Boston, have been set as June 18 to 21, inclusive, 1907. The headquarters will be the New American House. Committees have in charge the matter of exhibits and a guide book to Boston, in addition to routine plans. Features of the convention will include discussions of the most important trade topics by the best informed authorities available.

NEW ENGLAND HARDWARE DEALERS ASSOCIATION.
F. Alex. Chandler, *Secretary.*

OHIO HARDWARE ASSOCIATION.

The Secretary writes in reference to the Convention of the Ohio Hardware Association to be held at Columbus, on February 26, 27 and 28, that "the outlook for the Columbus Convention is the brightest we have ever had. We shall have a thousand members for the Columbus meeting. The exhibit feature is attracting attention. We have rented the entire Memorial Hall to be used exclusively for exhibition purposes. Space is going very rapidly, and is being taken by the representative manufacturers and jobbers of the United States. The officers are working very hard to make the exhibit as well as the convention successful in every detail. Admittance to Exhibit Hall will be strictly by badge or ticket. We are receiving new members every day. Merchants whom we have been unable to interest before are now sending their applications for membership. Headquarters will be at the Southern Hotel, where a large number of rooms have already been engaged for the convention. This indicates that merchants are giving the matter thought and attention earlier than ever before."

FRANK A. BARE, Secretary.

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FOR SELF-EXAMINATION.

By B. A. CHAMBEAU.

Any merchant who rigidly observes seventy-five per cent. of the following rules is pretty sure to be successful. Any clerk who rigidly observes sixty per cent. of them will be in mighty big demand.

Don't allow idlers to loll around the store.

Don't forget to send bulky purchases home for the customer.

Don't hesitate if desired to change a purchase for a customer.

Don't leave your counter until the customer leaves the store.

Don't be afraid to thank a customer who recommends your goods to some one else.

Don't forget to ask the friend who comes in to chat to do it in the back room.

Don't neglect an opportunity to make a friend of a customer. Confidence begets patronage.

Don't expect the clerk to take more interest in the business than you do yourself.

Don't deride the clerk before customers.

Don't expect a clerk to know a thing because it is simple to you. It may have been different in his last place.

Don't forget that a good clerk never makes the same mistake twice, while an indifferent one does.

Don't forget that there is no need of your telling of your ability. If you possess any those interested will find it out. This applies only to clerks; with the proprietor it is the other way around.

Don't forget that the clerk who accomplishes most is the one who makes least fuss about it.

Don't forget that the "forget to charge" habit is quite prevalent among many store inhabitants. A cash register system properly conducted, eliminates it.

Don't forget that the man who sits down the minute that the boss goes out is very often seen standing around waiting for a job.

Don't forget that the fellow that has to be told what to do, when to do it, and how, is usually the fellow who thinks he knows it all.

Don't forget that it is not volume of business alone that makes one prosperous. It's making each sale yield a margin of profit.

Don't forget that while haggling over a nickel a dollar may slip through your fingers.

Don't forget that the employer or clerk who reads his trade journals is usually the best posted business man in the shop.

Take as much interest in your employer's business as if it were your own.

Do not try to get all you can, giving nothing. Do more work than is demanded.

You can't be a half-hour late ever morning and make your employer believe that you have his interests at heart.

Do your work well to-day and you won't have to do it over again to-morrow.

A sullen countenance is not pleasant to look upon for either an employer or a customer. Trusting your own disgruntlement on those around you is a poor investment.

Don't take so much interest in the ball games and theatres that you haven't much thought left to devote to your work, and don't have too many funerals in your family.

Give good value for the money you receive and you will be sure to succeed.

Put yourself in your employer's place.

Put yourself in your clerk's place.

The road to success is none the less worth traveling on because it is not short or easy.

Always set a good example. Do not lie to the clerk or to the customer and expect the clerk to tell you the truth.

Have confidence in your employees until they prove themselves unworthy; but keep temptation out of their way, keep your eyes open, and remember when contemplating chastising, that a swift and sudden jolt is worth a hundred taps.

A cheap man is a poor investment.

Respect your clerk, and treat him accordingly, or don't keep him.

Encouragement often does more good than finding fault. Reprimand only justly. When it comes time to reprimand the same man the second time for the same mistake—just fire him.

THE PASSING OF THE MONTHS.

Where electric or other motor power is available for light moving objects the following window design proves most attractive and it has the additional advantages of giving exclusive prominence to a variety of objects in succession and of being readily adapted to various seasons or local occasions. It is, however, particularly suitable for the holidays.

For the frame work, take a large umbrella with the cover removed. Attach a stiff wire very firmly to the outer end of each rib for a rim. The handle must be straight, and to reduce friction as much as possible, should be brought to a point and a round-headed screw inserted. Run this lower end through a hole in a hard-wood board or plank, bored smoothly and loose enough to allow easy turning, but sufficiently snug to prevent wabbling. If the screw-head rests upon some smooth, hard surface like a glass or granite plate, the friction will be materially reduced. The upper end of the handle also works in an easy fitting socket for support. A grooved wheel for carrying the band from the motor may go near either and according to convenience and ease of concealment. The covering of this frame depends upon the occasion. For the holiday season it should be covered and festooned with evergreen and holly, care being taken to have everything swing clear of all stationary objects.

From the rim suspend a number of stout wire supports or holders, all, of course, trimmed to harmonize with the general decorative plan. These may vary in number according to the variety of display desired, but should be evenly spaced. For the holidays a most appropriate number is either twelve or fourteen, one for each month of the approaching New Year and, if desired, one for the Old Year himself, and one for the New Year. Each should, of course, present in miniature some object of particular interest to the season it represents. For January let a Brownie doll ride in upon a skate, followed closely by his twin brother, February, on a fine coaster. March brings a farmer doll in on a sulky plow of the design on sale; while in April the Brownie once more gains possession and rides to his task of renovation, brush in hand, in a paint keg. May presents an industrious lad pushing a tiny lawn-mower, to be followed by the June bride, in her wedding finery, running a carpet sweeper around the circle. The July boy would hardly be American if he was not accompanied by a toy cannon or a fishing outfit. In August a dreamy maiden reclines at ease in a lawn swing or hammock only to have her revery broken into by September's rollicking Irishman with his wheel-barrow load of anything that gives the best touch of local color. In October the youth of the land is, of course, a regular arsenal of fire-arms and hunter's regalia; while the November snow-shovel boy soon afterwards rides upon the scene and into our affections on the vehicle of his future toil. Of course, the children's patron saint comes in as December's representative, seated in a handsome cutter and accompanied by bells, robes, blankets, all of the latest design and richest hue. Then, if the year itself is to have place in the cycle, the decrepit old fellow totters in bearing his scythe only to be hurried out of the way by the pricks of the fork held in the hands of his cupid successor who trudges proudly at his heels.

This same frame, differently trimmed, is capable of infinite variety of occasion. A couple of weeks before Christmas its denizens might each bear in hand some appropriate gift suggestion, the figures, of course, being prepared to represent different members of the family. The boy, father, mother, half-grown girl, young lady, and grand-mother, not forgetting the baby and perhaps including the callow youth just hunting for the place to shave.

For local trade conventions, too, this will prove a drawing card. If a carpenters', the ribs should represent the girts and rafters of an unfinished structure, to which each Brownie carpenter is supposed to give some touch with the tool he carri as he passes. If the gathering is one of plumbers, slip rubber or tin tubes upon the ribs and paint them to represent water pipes and let the revolving figures bring in the appropriate tools and faucet trimmings. Other trades will suggest their own modifications and can be shown up with very little extra work, as can any other special day or special season of either local or general interest.

PAINTING THE LILY.

At a banquet held in a room, the walls of which were adorned with many beautiful paintings, a well known college president was called upon to respond to a toast. In the course of his remarks, wishing to pay a compliment to the ladies present, and designating the paintings with one of his characteristic gestures, he said: "What need is there of these painted beauties when we have so many with us at this table?"

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WHAT THE STOVE MANUFACTURERS ARE DOING

GEORGE M. CLARK & CO.

George M. Clark & Co., Chicago, Ill., are placing before the market this season the Jewel Steel Heater, which is made for coal or coke, for wood or cobs, in four sizes, and which we illustrate herewith. Some of the principal features which we desire to call attention to are:



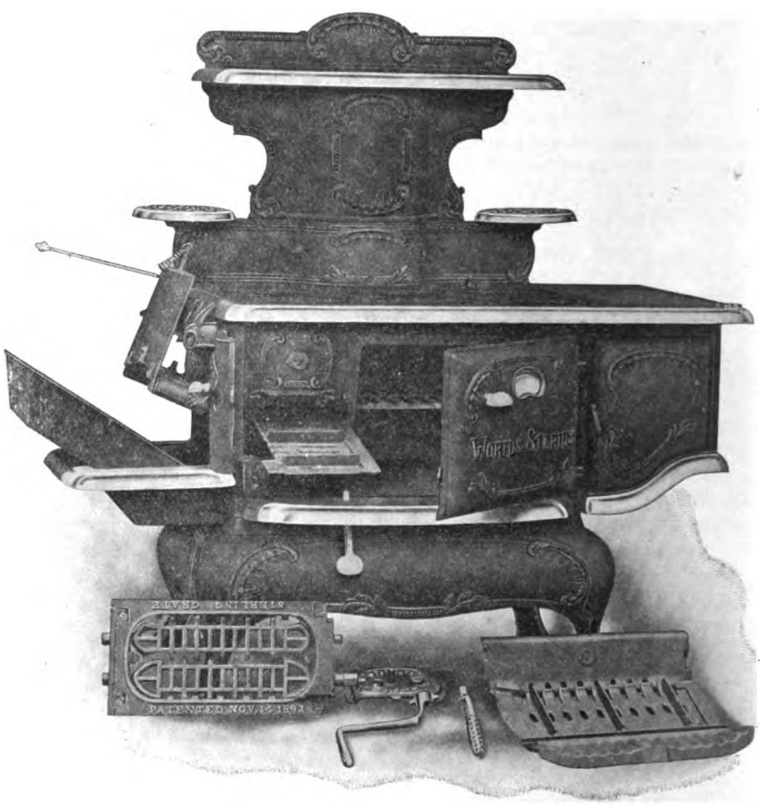
THE JEWEL STEEL HEATER.

The top and bottom are of heavy steel drawn from one piece. As the stoves are machine-made throughout, the joints are perfect and practically air tight. The fire pot is of heavy cast iron with shaking draw center grate. These heaters have the central draft tube construction. The tube is of heavy cast iron and removable if desired. A slide controls the flow of air into the tube, and to it is fastened a bar which projects beyond the swing cover so that it can be operated without moving the top of stove. By removing bottom section of central draft tube the stove is changed to an Oak Heater. There is a sliding draft check damper directly under flue collar on body of stove. The body is made of very heavy "Oak Body Steel," ornamented and stiffened by swedges. The upper nickel ring is drawn steel, nickeled and scalloped on its inner edge, and will not tarnish. The upper and lower doors are very large, fitted with cold handles, and are perfectly tight when closed. Instead of having a register draft in the ash-pit door, there is a square nickeled door, hinged at the bottom. This nickeled door drops forward at the top to admit air, and when dropped clear down the shaker can be used through the opening and the grate shaken down without the usual escape of dust and ashes. The full width ash pan with bail and handle is a feature of these stoves.

SILL STOVE WORKS.

The Sill Stove Works, Rochester, N. Y., are the well-known manufacturers of the celebrated "Sterling" Ranges, one of which line, the "L," we have the pleasure of presenting to our readers under the following description:

"L" World's Sterling Ranges for hard coal, soft coal or wood.



THE "L" WORLD'S STERLING RANGE.

Two sizes: 5-hole top; two sizes: 6-hole top. Ovens 18 and 20 inches square, and the usual choice of 7, 8 and 9-inch covers. With or without water fronts, reservoir, pipe shelf, high warming closet or gas attachments. In connection therewith the company say:

"When the 'K' 'Has No Equal' Sterling Range, with its many new features, was placed on the market, it became apparent that improvements were also expected on our other lines. That we have succeeded amazingly with the World's Sterling is seen by examining the above cut or, better yet, the new range itself. The entirely new design is chaste and simple. All superfluous nickel has been left off, while the nickel bands now on the range can be quickly removed without touching bolt or screw. The smooth plain surfaces appeal to all who do not care for the more elaborate ornamentation found on our other ranges. While retaining all the essential features of the 'W.B.' pattern, including the numerous 'Sterling Patents' which have made 'Sterlings' famous, we have added several new features such as improved damper, removable nickel, fire-box linings for hard coal, soft coal or wood and coil water front, with extension. The advantage of having a high Warming Closet on either the four-hole or six-hole World's of this series will be appreciated."

LINCOLN STOVE AND RANGE CO.

The "Lincoln Base Burner" is the latest production of the Lincoln Stove & Range Co., a young but very enterprising concern located at Fremont, Ohio. In placing this base burner on the market they make some very strong claims which, however, they demonstrate very clearly.

First, that the "Lincoln Base Burner" has the largest heating capacity of any stove on the market. The fire box is made

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with full inside measurement, 14 inches, 15 inches and 16 inches. By means of the special flue construction, "the Lincoln 3 Flue," they claim to secure a larger radiating surface than on any other base burner. The fire chamber is also of special construction so

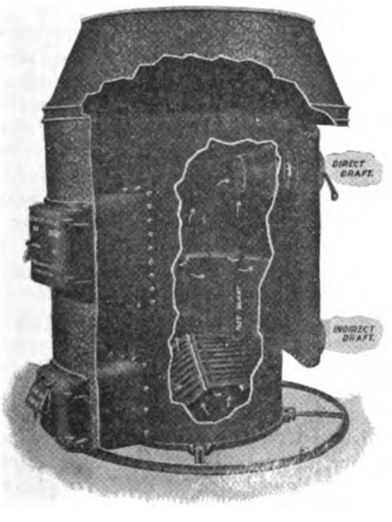


"THE LINCOLN BASE BURNER."

that all heat is radiated direct into room, there being no dead air space. Every stove is a powerful double heater, circulating flues being double the ordinary capacity. They claim great economy in fuel because with enlarged heating capacity by their special flue construction there is no increase in the consumption of coal, but rather a decrease. The last claim is that they have the most artistic design and finish, and the beautiful lines of the stove and the fine nickel certainly carry out their claim. The illumination is especially fine, mica lights being large and unobstructed by scroll work. Everyone interested in base burners will be glad to receive their special printed matter, which the company will send on request.

THE STANTON HEATER CO.

The Stanton Heater Co., Martins Ferry, Ohio, are the manufacturers of the Stanton Upright Steel Furnace, for hard and soft coal or wood. The illustration herewith shows interior of firepot, grate, fire-brick liners, hot blast tubes, casing and radiator.



STANTON UPRIGHT STEEL FURNACE.

Is made of locomotive fire box steel, 3-16 inches thick, the same material as used in the Stanton Seamless, which has withstood the most severe test for thirteen years. Every point is tightly riveted, making a smoke and gas-tight furnace. The head of radiating sheet or main drum is flanged and dished by hydraulic pressure, and securely riveted to radiating sheet. Bottom of main drum is left open, and furnace sets on a cast iron bottom, which forms bottom of ashpit, and to which is bolted the bottom casing ring.

GRATE.

Is of the shaking and dumping pattern, and firmly supported by lugs on grate rest. Grate can be shaken to remove ashes, and dumped to remove any clinkers that may form.

LINERS.

Regular fire brick are used for lining fire box, making a durable and inexpensive lining. Should a brick crack or burn out it can be replaced by owner without tearing down the furnace.

RADIATOR.

In order to make the furnace effective to the fullest extent and reduce the amount of fuel used, a radiator of American Bessemer steel is connected to radiating sheet or main drum at the smoke outlet. This radiator is provided with a damper, so products of combustion may pass directly to the chimney when the feed door is open, or down to bottom of radiator, and through tee to smoke pipe. All seams are riveted, and are smoke and gas-tight.

HOT BLAST.

A simple and effective hot blast is made by connecting hot blast tubes with openings in the grate rest. The hot blast air is taken through check door and ashpit to openings in grate rest, and thence to top of fire, where mixing with the smoke and gas, perfect combustion is formed.

FEED DOOR.

The feed door is large, 12 by 14 inches, which is a great convenience in putting in the grate, grate rest and liners, or replacing any part that may be needed, or in firing the furnace. The ashpit door is large, 10 by 12 inches, and will admit a large shovel to remove ashes.

THE PRESSED RADIATOR CO.

On October 4th, the Kinnear Pressed Radiator Co. took action at a regular meeting looking toward the change of their name to the Pressed Radiator Company.

This action was later ratified and the company is now operating under the new name.

The Kinnear Pressed Radiator Co. was incorporated on Feb. 1st, 1905, succeeding the Kinnear-Hood Steel Company which was organized in 1901 for the manufacture of Pressed Radiators.

The headquarters of the original firm were located in New York City until the incorporation under the name of the Kinnear Pressed Radiator Co., when they moved to Pittsburgh and a plant was located in West Pittsburgh.

Their present manufacturing plant is modern in every detail. It is equipped throughout with automatic machinery operated entirely by electricity. The building is 600 feet long and includes 54,000 feet of floor space. It is of steel and concrete construction, but one story in height, and much attention was devoted to the securing of the best possible light and ventilation.

The Pressed Radiator Co. advise us that their business is rapidly growing and that the outlook for 1907 is most promising.

The headquarters of the company are located in commodious offices in the Bailey-Farrell Building at Pittsburgh and they have established numerous branches in different cities as follows; New York, Flatiron Building; Chicago, First National Bank Building; St. Louis, S. H. Brooks & Co., 312 S. 8th Street; Kansas City, Hoist Building; Toronto, Ont., 302 Queen Street; London, England, 19-21 Tower Street, Upper St. Martin's Lane; Seattle, 408 Occidental Avenue; Indianapolis, State Life Building; Oakland, 922 Franklin Street; Detroit, Buhl Building; San Antonio, Moore Building; Minneapolis, 407 Boston Block; Milwaukee, 69 2nd. Street.

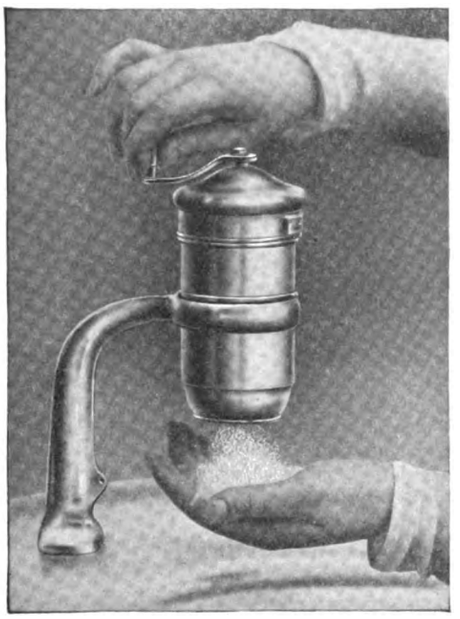
SOMETHING NEW IN STOVES.

R. H. Gray, of Columbia, Mo., has just been granted a patent on an improved carbureter for gasoline stoves, which appears to be a good thing, and he desires to have this invention manufactured and placed on the market. The mechanism appears to be quite simple, and is actuated by a quarter turn of one valve stem, whereby the gas in the carbureter at the time the burner flame is extinguished is entrapped and retained for the next fire, thus incidentally preventing the waste of the unused gas by escaping through the burner after the stove is shut down, as some other stoves do. The flame may be instantly and completely extinguished when desired; no waiting for the flame to flicker and die out as in other stoves.

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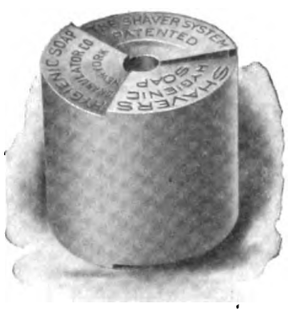
THE SHAVER SYSTEM OF SOAP ECONOMY.

The Hygienic Soap Granulator Co., 227-229 Fulton Street, New York, are the manufacturers of the Shaver System, a new method for the hygienic and economic use of toilet soap in the toilet rooms of department stores, clubs, hotels, railroads, public and private institutions, offices and private residences. The Shaver System comprises the Hygienic Soap Granulator and the peculiarly shaped cakes of soap for use in the device. As shown herewith, the Granulator is a handsome nickel-plated, cylinder-shaped receptacle, fixed upon a standard at the side of the wash basin. The cylindrical cake of soap is contained in this recep-



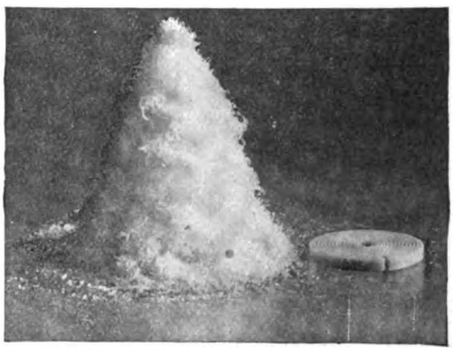
THE HYGIENIC SOAP GRANULATOR.

tacle, and the bottom of it rests upon an ingenious cutting mechanism, which is so operated that, by turning the handle at the top of the device, there pours out at the bottom, into the palm of the other hand, a plentiful supply of fine granulated soap. If you should look at these granulations under a microscope, you would see that they are of a peculiar form; that is, exquisitely fine, elongated, tubular flakes. The point is that these tiny tubes of soap are filled with air, and being light and flaky in character they permit the air and water to circulate freely through them, and thereby instantly form a delightful and cleansing lather. The Granulator is handsome in appearance, compact, and an ornament to any washstand. All that is necessary to obtain the soap is to give two or three turns of the handle. Hence, the hands never come in contact with the cake, and each user is provided with a dry, clean and fresh supply of fine granulated soap,



SHOWING SHAPE OF SOAP USED.

and the dirt and mussiness that are invariably to be found where the ordinary cake soap is used are entirely done away with. The company installs the Hygienic Soap Granulator under a nominal rental charge of $1.00 per year for each Granulator, which is practically to cover installation, maintenance, and wear and tear on the device. In cases, however, where the consumption of soap exceeds 20 pounds per year, this charge is remitted in soap. The installation of the Granulator is in itself a very simple operation. It is supplied with supports which fasten at the side of the wash-basin, or with brackets which render it easily attachable to the wall above or near the basin, to meet individual requirements. Where the company has a representative on the ground, it makes the installations. Otherwise the Granulator and soap are sent accompanied by simple instructions necessary to enable one to put it in position quickly and easily, so that there need be no hesitation about the difficulty of its installation. A



SOAP AFTER PASSING THROUGH GRANULATOR.

handsome booklet which graphically describes all the information needed regarding the installation of the Shaver System, finely illustrated, and showing its application to the toilet facilities of a number of large establishments, will be furnished upon request.

SPRAYING AND WHITEWASHING MACHINES.

The Dayton Supply Co., Dayton, Ohio, are the manufacturers of high-grade machines for Whitewashing, Cold Water Painting, Disinfecting, Spraying Trees and Flowers, etc., etc. We present a few illustrations which show the utility of several of them. Fig. 1 shows the Progress Spraying and Whitewashing Machine. It is practically a little water-works system on wheels, as it develops a pressure exceeding 80 pounds, and will raise the liquid more than 80 feet higher than its own level. One of the styles, The Progress, Jr., includes 12 gallon galvanized iron tank, mounted on 26-inch iron wheels, having 23-inch



FIG. 1.



FIG. 2.



FIG. 3.

width of tread; one No. 1 Climax Pump and one Automatic Agitator for keeping liquid stirred; 8 feet of ½ inch discharge hose, suction hose, eight feet of spray rod in three pieces, one strainer, one wrench, one stop cock, one misting nozzle, one general spraying nozzle, one whitewash nozzle, and one solid steam nozzle for fire extinguisher. The Climax Spray Pump is shown in Fig. 2. This pump has been on the market for twenty years, and is in use all over the world. The working parts of this pump are brass, the cylinder being of seamless brass tubing; other parts requiring strength are made of malleable iron. It is built for hard usage, and for all kinds of spraying services. The legs may be removed when it is desired to attach pump to a barrel. In Fig. 3 is shown the Simplicity Automatic Sprayer, all brass in construction, for all kinds of spraying purposes. It is adapted to be carried from the shoulder, or it may be set upon any surface as shown in the illustration. To operate the sprayer, put 3½ gallons of liquid in tank, pump up 50 lbs. air pressure, (about forty full strokes) and the outfit is ready for use. The pressure developed will enable the operator to apply the spray, automatically, for some time, by opening the stop cock. The tank can be recharged while the sprayer is working. The apparatus is provided with a uniquely contrived brass air pump, simple and easy to operate.

The valve is so arranged that the washers may be renewed without removing the pump from tank. By turning the handle so as to engage a claw device on it, the handle will serve as a convenient means for transporting the outfit. The equipment includes one 4-gallon all brass tank; one 1¼ inch by 18 inch brass air pump; one length of ½-inch discharge hose; one length of spray pipe; one shoulder strap for converting to knapsack; one stop cock; one misting nozzle; one general spraying nozzle; one solid stream nozzle for fire extinguisher. This sprayer is of brass throughout, and is highly polished.

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RECENT TRADE PUBLICATIONS.

FERNALD MFG. CO., INC., North East, Pa. Catalogue No. 3 for 1907, containing illustrations of their Quick-Shifts and Anti-Rattlers, Malleable Clip Ties, Ladd, Burton, New 1901, Wire Drive and Gem Anti-Rattlers, Fernald Double Trace Holders, Dash Rein Holders and Miller Wagon Jacks. A line of Third Seats is also included in the contents as well as Success and Triumph Bits, Whip Sockets, Buggy Boot Springs, Brake Springs, Tongue and Pole Springs, Axle Washers, Bridle Fronts, Team Fronts, Tail Ties, Elgin Wrenches, etc. A complete description is given of each article, and those interested in these goods should send for a copy of the catalogue.

DILLE & MCGUIRE MFG. CO., Richmond, Ind. 1907 catalogue of Lawn Mowers, with price list. In their announcement to the trade, the company state: "The Dille & McGuire Manufacturing Co. having been established in 1870, thirty-six years of experience, with a large and steadily increasing trade, is a sufficient guarantee that our goods are not only first-class, but that we are able to take care of those entrusting their orders to us. In presenting this, our thirty-sixth annual catalogue, containing illustrations of twelve styles of hand mowers and one pony mower, we feel sure every desire can be fully satisfied, and that you will be able to select such machines as will be quite suitable to your trade. Owing to the large and increasing demand for our high-grade mowers, we have again found it necessary to add new buildings, as well as improved special machinery, increasing our capacity, at the same time giving more warehouse and shipping facilities. By this means we will be better able than ever to take care of orders and make prompt delivery. Each and all of our mowers are constructed upon the best mechanical principles; they are simple and easy to understand; are durable, having many new and valuable features; are not liable to get out of order; are guaranteed to do the finest work and give entire satisfaction."

W. H. DAVENPORT FIRE ARMS CO., Norwich, Conn. Catalogue of the various styles of Single Breech Loading Shot Guns and Rifles manufactured by this company, which includes their '96 Model Plain Gun, Acme, Automatic Ejector, Davenport Crest, "Elita," Goose, Trap and Hammerless Guns; "Brownie" Rifle and component parts of same. A price list of parts is also given. A very interesting and instructive part of the catalogue is entitled "Hints for the Novice," which is bristling with information for the would-be sportsman, and all those who are lovers of hunting will do well to send for the catalogue, which will be gladly forwarded by request.

ROSTAND MFG. CO., Milford, Conn. Catalogue of Fire Place Fixtures. The patterns of this company represent new designs as well as many of the old Colonial lines, which they have reproduced. This line includes Brass Andirons, in a variety of very artistic designs, as well as Brass Fenders; Brass Fire Sets; also those of Polished Steel with Brass Handles; Black Andirons, Cast Brass Jamb Hooks, Door Knockers and German Fold Fenders. All goods are furnished in Polished Brass unless otherwise ordered, although the company are prepared to furnish any finish desired. List prices will be quoted on Polished Brass, and Old or Burnished Brass Finishes. Any old styles desired in Brass or Copper Metals will be gladly reproduced.

JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J., have recently published a pamphlet including in its contents an essay on "Air Compressor Lubrication." In a prefatory note, the company say: "For those who are interested in this important subject, in view of the rapidly increasing use of compressed air, and for those who have personally experienced the difficulties and dangers of operating compressors and desire to avoid further trouble, we have prepared the following essay in which are considered:—The causes of ignitions and explosions in discharge pipes and air receivers. The function and value of Dixon's Flake Graphite as an air-cylinder lubricant, from the theoretical as well as the practical standpoints. Methods of feeding flake graphite, and secondary advantages in graphite lubrication as suggested by the applications of compressed air for special purposes. We have also included a chapter on the practical benefits of graphite lubrication for rock drills because of their intimate association with many compressed air installations."

ROCKWELL ENGINEERING CO., 26 Cortlandt Street, New York. Catalogue F of Rockwell Fuel Oil Burning Appliances, including Low and High Pressure Oil Burners, Rockwell Fuel Oil Pumping System, Positive Pressure Blowers, Steel Fan Pressure Blowers, Fuel Oil Burner Plates, Oil Hose for unloading Tank Cars, Fire Tiles for Oil Burners, etc. This company are also manufacturers of Brazing Furnaces, Rivet Heating Furnaces, Pot Furnaces for lead and cylinder hardening and for melting soft metals, Flue Welding Furnaces, Metal Melting Furnaces, Annealing and Hardening Furnaces and Heating Machines.

LEATHER AND BRASS MFG. CO., Auburn, N. Y. Pamphlet devoted to Air Compressors for inflating pneumatic tires, heating soldering irons, air hoist and pneumatic tools, tempering and brazing, operating sand blast machinery, cleaning delicate machine work, dusty switch boards, etc. These Compressors are small and compact, very simple and durable. They are fitted with check valves of the company's own invention, which do not heat, water jackets being therefore unnecessary. They issue a special circular for each style, giving full description, which they will mail on request, as well as the pamphlet under consideration.

H. W. JOHNS-MANVILLE CO., 100 William Street, New York, have just issued a new booklet descriptive of their line of Asbestos Household Articles, and the use to which the same may be put. The contents include inexpensive articles of every-day use, which add much to the comforts and conveniences of the home, such as Table Covers and Luncheon Mats; Table Padding, Baking Sheets, Stove Mats, Griddles, Pie Plates, Omelet Pans and Toasters; Stove Lining and Polishers; Iron Holders, Flat-Iron Rests, Document Boxes, Insoles and the Manville Fire Extinguisher. This is a novel line of goods, and one which should appeal strongly to the trade. The catalogue may be had upon application.

EMPIRE RUBBER MFG. CO., 88-90 Reade Street, New York, have recently issued a Price List of the goods of their manufacture, which include Rubber and Cotton Fire, Mill and Garden Hose; Steam, Air-Brake, Brewers', Engine and Suction Hose; Rubber Belting, Packing, Valves, Gaskets and Jar Rings, Corrugated Matting, Pressed and Perforated Mats, Rubber and Enameled Carriage Cloth. The factory of this company is located at Trenton, N. J., and they have the best possible facilities for shipping by rail or water to all parts of the United States. In issuing this price list, they have confined it to as brief a description of their line as it was possible to make, giving only an outline of each department. Their factories have been recently enlarged, and are equipped with the latest improved machinery, and every facility for filling orders promptly.

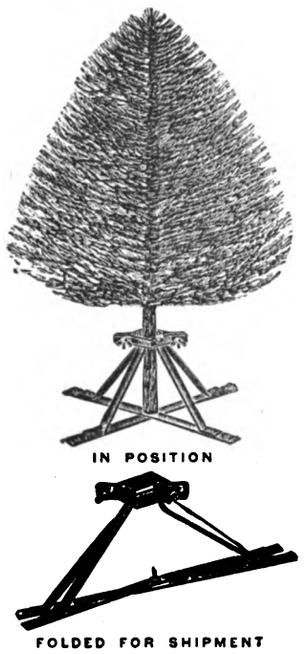
BRIDGEPORT EMERY WHEEL CO., Bridgeport, Conn., have distributed to the trade their catalogue of Emery Wheels and Grinding and Polishing Machinery, belt or motor driven, with direct or alternating-current motors. In a note of introduction the company say: "On the following pages are illustrations showing our line of emery wheels and grinding and polishing machinery. We desire to call attention to the various changes we have made in our former line of grinding machinery as well as to the new lines recently brought out. The machines are made with the latest improvements, the result of many years experience in the emery-wheel and grinding machine business. There is no class of machinery where the strength and weight are more important, and our machines are very heavy and rigid. Metal is arranged so as to reduce vibration to the lowest point. A light, cheap machine is a menace to the life of the workman, less work can be turned out with it and it is an expensive machine in the end. We can readily make the necessary changes to adapt our machines to the requirements of special manufacturing and are constantly adding new machines to our line. Each machine is carefully tested before leaving our works and accuracy is guaranteed. In addition to the machines shown, we are bringing out a line of edge and surface grinders which we are unable to show in this issue."

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NEW GOODS AND SPECIALTIES

LITTLE GEM CHRISTMAS TREE HOLDER.

The C. A. Peck Hardware Co., Berlin, Wis., manufacturers of metal specialties, have just placed on the market the Little Gem Christmas Tree Holder shown herewith in use and folded for shipment. This seasonable specialty is made entirely of wrought steel, is 16 inches in diameter, and 6 inches high. It is adjustable to a tree of one and one-half inches in diameter and larger,



IN POSITION

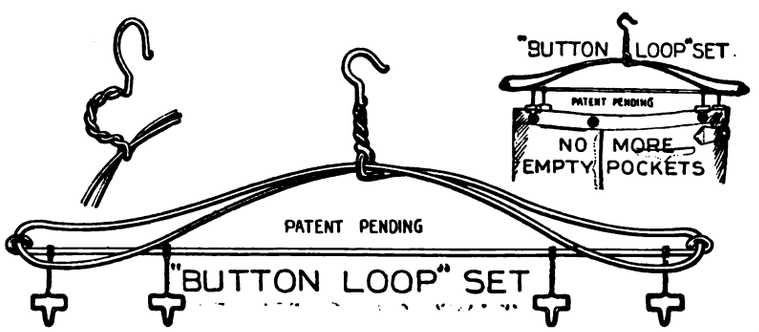
FOLDED FOR SHIPMENT

LITTLE GEM CHRISTMAS TREE HOLDER.

and it is declared will hold it firmly in place without danger of tipping. A screw which will be observed in the base at the center sets into the bottom of the tree, while thumb-screws are provided for fitting the adjustable collar above which it is supported by braces. The device has no loose parts and folds compactly for shipping, weighing twenty pounds to the dozen. It can be retailed at fifty cents. It will sell over any counter in the country "just before Christmas."

BUTTON LOOP SET.

Among the many novelties of utility manufactured by the C. K. Hutchins Co., Buffalo, N. Y., the Button Loop set is prominent. We give an illustration of it herewith. It consists of a



polished nickel rod of No. 9 wire, having a ring in the center to hang it by, and which is provided with four loops on which a pair of trousers may be hung by the suspender buttons, right side up, which makes it unnecessary to remove the contents of each pocket before using the device. The use of the Hanger is made obvious by our illustration, and shows what the company term it, the Button Loop Set, which comprises a shoulder-shape, offset coat hanger with trouser hanger attached, the latter of which is sold at a price that enables it to be retailed at 10 cents, and the complete set can be sold at 25 cents.

THE CRONK GARDEN MATTOCK.

The Cronk & Carrier Mfg. Co., Elmira, N. Y., are introducing to the Hardware trade the Garden Mattock of which we give an illustration herewith. In place of two separate blades riveted to the eye as formerly made, the present blade is made in a single piece, which is made as shown, in two sizes: No. 13, with 3 by



THE CRONK GARDEN MATTOCK.

1¼ inch blade, and No. 14 with 3½ by 1¾ inch blade. The size of the handle has also been increased over that of the old-style tool. The two sizes weigh from 30 to 33 pounds per dozen.

BUFFALO COMPRESSED AIR FORGE NO. 21-C.

The accompanying cut represents a forge operated by compressed air, designed for indoor use, which may readily be taken apart and reassembled if it is desired to ship it any distance. The weight of the forge allows it to be easily handled by one man and carried to any part of the shop. The forge is for use in rivet heating in structural steel work, boiler shops, or railroad shops where compressed air is available. The forge is entirely automatic and obviates the necessity of riveters waiting for rivets while some one turns the crank. Enough rivets can be supplied to keep two or three gangs of riveters at work.



NO. 21-C.



NO. 20-C.

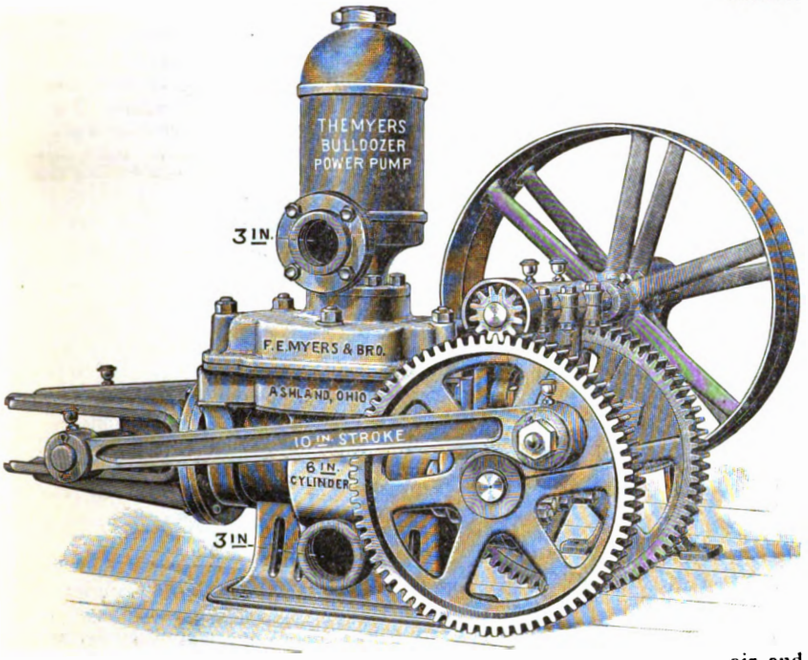
The mechanism for supplying the air to the fire consists of the fan wheel, which is safely inclosed within the cast iron fan casing so it cannot become injured. A small jet of compressed air impinges on the fan blades, causing them to revolve and draw in 40 times the volume of compressed air used through the inlet to the fan casing, forcing it all through the clinker-breaking ball tuyere, which is furnished with the forge. The forge is put on the market by the Buffalo Forge Company, Buffalo, N. Y. The company also makes another style of the same forge, No. 20-C, for outdoor use, which is of barrel construction, made of sheet steel with a dash to protect the fire from the wind. This forge

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has a bowl 6 in. deep and 18 in. in diameter. The ample fire-pan adapts the forge not only to rivet heating, but also to work of a much heavier nature, such as general repair work, and it will produce a welding heat on a 4-inch iron in less than ten minutes.

MYERS BULLDOZER POWER PUMP, FIG. 1196.

F. E. Myers & Bro., Ashland, Ohio, are placing upon the market their latest Pump creation, The Myers Bulldozer Power Pump, which is built with six-inch brass-lined cylinder, ten-inch stroke. It has a maximum capacity of 5,800 gallons per hour and is back geared 6 to 1. The pump is mounted on one base. The valve cap is held in position by ¾-inch stud bolts, and by removing these the valves can be reacehd for repairs. The pump throughout is considerably heavier in construction than



MYERS BULLDOZER POWER PUMP, FIG. 1196.

the balance of their Bulldozer line, this pump being especially designed for extremely heavy work. The power is transmitted to the piston by two sets of gears, one on either end of the main shaft, thus increasing the strength. The cylinder is formed by the main body of the pump, which is bored and lined with a heavy seamless drawn brass tube six inches in diameter with a 10-inch stroke. The valve seats are of the Grid pattern. The valves are hard rubber 4½ inches in diameter, fitted with coil spring which assists in closing, and also prevents slipping under heavy pressure. The gears are double, with 2½ inch face, with extra heavy teeth, back geared 6 to 1. The piston rod is brass covered and driven from both sides, which insures perfect alignment. The plunger is hemp packed. The guide for piston rod is mounted direct on cylinder head, has bored ways for cross head. The shafting is 1½ inches for belt pulley and 2 inches for gears. The pulleys are 24 inches in diameter, by 4 inch face. Suction and discharge tapped for 3-inch pipe. Speed not to exceed 40 strokes. Capacity at 40 strokes per minute 5,800 gallons per hour. Elevation against which this pump will operate is 150 feet perpendicular or equal pressure when properly piped and not restricted.

THE ICE QUEEN REFRIGERATOR.

The Mills-Elliott Mfg. Co., Port Huron, Mich., are the manufacturers of the Ice Queen Refrigerator which they introduced to the trade in obedience to the demand for a refrigerator that is constructed according to the best known scientific and mechanical principles of refrigerator construction.

Their idea in making the body round was to make room for more provision capacity, economize space in the home usually wasted by refrigerators of other makes, and also have an article that could be placed in the dining room and be in harmony with the surroundings. The Ice Queen has no corners or crevices to harbor germs, and in eliminating square corners, a great saving of ice is effected, as there is no unnecessary cooling of vacant space, and the absence of corners allows of it being easily cleaned. The base of provision chamber is made level or flush with door, making it much easier to clean than one with depression. The shelves which revolve on four roller bearings, are very substantial, unimpeded by posts or obstructions, and made in such a manner as not to obstruct the circulation. They are a great convenience, enabling one to remove any article without disturbing or upsetting anything. The interior of provision chamber is in white enameled metal. The cold air passes through an aperture in the bottom of the ice chamber into the provision compartment, and is drawn back behind the walls into the ice chamber, and over the ice whereby all odors given off by provisions are condensed, allowing all impurities to pass off with melted ice. In regard to outer construction, it is built of thoroughly seasoned selected hardwood, finished in high-polish golden oak, fitted with brass locks and hinges,, and mounted on self-retaining casters. The waste pipe is close to the front, removable, therefore readily cleaned. The drip cup is arranged to form a trap to keep warm



THE ICE QUEEN REFRIGERATOR.

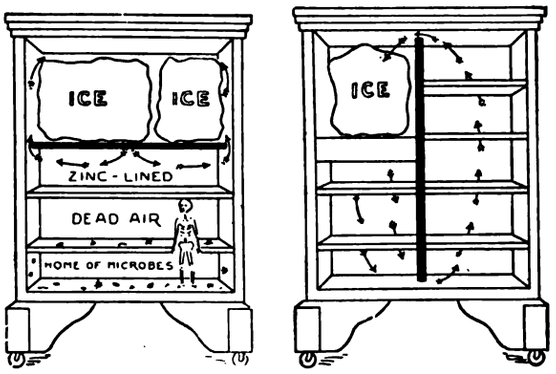
air and odors from entering. All odors and gases being drawn up over the ice and condensed, allowing all impurities to pass off with the melted ice, the pure dry air returns to the provision chamber, providing hygienic conditions for the preservation of food. The front base is hinged at the top, so that it can be raised if a drip pan is desired, hiding same from view after dropping base. The bottom of ice chamber is tested to stand a pressure of 600 pounds, making it impossible to break down by throwing in heavy cakes of ice; it is also made to slant towards drip pipe, thereby discharging the melted ic and impurities quickly. They use their patent metal ice rack, which they claim to be the cleanest and most durable made.

NEW HERRICK REFRIGERATOR.

The Herrick Refrigerator and Cold Storage Co., Waterloo, Iowa, are the manufacturers of a full line of refrigerators, to which they have added for this season so many valuable improvements as to make them worthy of the name of the "New Herrick," which is noted in their new catalogue. By means of their perfected system made up of open center draft pans, air ducts, and other scientific construction, they gain a point which is indeed one of the most important features of the refrigerator. They mean by this the circulation. Without circulation the interior of the refrigerator would be damp and mouldy, and the articles would spoil. Their system is constructed on thoroughly scientific principles. The walls are always dry, sweet and clean, and after several years' use there is absolutely no mould to be found and no foul smell so common in refrigerators where this circulation is sluggish. The importance of a sanitary receptacle for the storage of perishable goods is recognized by all, since it has been found that much sickness is traced directly to unsanitary conditions in connection with the foods, etc., taken into the system. The circulation of their refrigerator is a strong, cold, dry air current which is forced through every square inch of the refrigerator so as to leave no dead air in any part. The construction is such that the air is forced through all the compartments, removing all odors and gases arising from the articles stored, and delivering them through a process of nature entirely outside of the refrigerator. The walls are always dry,

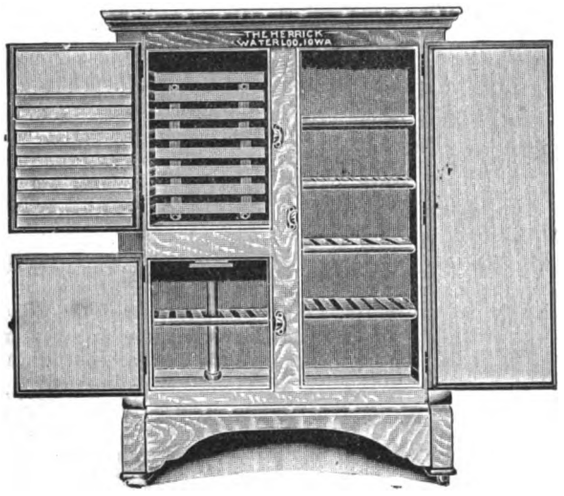
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sweet and clean, which condition is understood to be absolutely necessary when spruce lining is used. Owing to this perfect circulation, butter, cream, milk, meats, berries, fruits, etc., may be stored at the same time without danger of taint and contamination to the most susceptible. One very important feature which should command the thorough inspection of the user is the insulation, as it is a feature nearly always overlooked, but is without doubt one of the essential points which are required



SHOWING COURSE OF CIRCULATION.

to make a satisfactory refrigerator. In this respect, the company realize the benefits derived from building every refrigerator honestly, and being very particular about the packing of the insulation. The basis of the insulation is a heavy packing of mineral wool, one of the best non-conductors known. They use a very high grade of this mineral wool, and it is so packed in the walls that there is no chance for sagging as it is held



NEW HERRICK REFRIGERATOR.

firmly in place. This heavy insulation makes the refrigerator very economical in the consumption of ice, and is indeed a great factor in reducing the cost of operation. The durability of their refrigerator is very important; the company claim that in the many thousands manufactured by them no dissatisfaction is found in this respect. There is no waste room or dark, inaccessible, unsanitary corners; from the smallest refrigerator to the largest, every square inch of the storage compartments as well as the ice chamber is easily accessible. The cases of all refrigerators with the exception of the two smallest sizes, are constructed of solid oak, making them durable as well as finely finished. The doors are made overlapping, so they are practically airtight. The trimmings are of the latest improved patterns, and a new design used by them exclusively. The fastenings, hinges, etc. are all nickel-plated, and are so constructed that they close the doors tightly. All refrigerators are mounted on casters, and even the largest refrigerators can be moved with ease. Their latest improved trap is one of the most convenient in use. This trap carries off the water from the ice-pan at the same time excluding any warm air which might work through from the outside. The pipe is made up of heavy galvanized iron, and the bell and trap are heavy gray iron castings galvanized. In their glass-lined refrigerators, the drain tube is nickel-plated. Their trap can be cleaned and replaced in less than one minute, so that it is very convenient as well as durable. The pans used in their refrigerators are constructed of heavy galvanized iron and are seamless so there is no possibility of leaks.

WETHERILL'S CARRIAGE HEATER.

M. Wetherill, Syracuse, N. Y., is placing before the Hardware trade his seasonable models of Carriage Heaters shown in the accompanying illustrations. Model One, shown in Fig. 1, is made of galvanized metal furnished with cast-iron ends. It is 14 inches long, and has a drawer made of galvanized

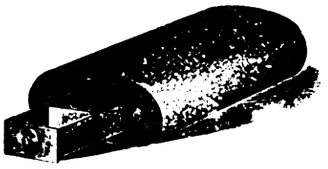


FIG. 1—MODEL ONE.

metal, which protects it from rusting. It is made in three styles: one, plain with japanned ends, without covering; one of same design, but is carpet-covered, and the other same as the last carpet-covered and nickel-plated ends. Model Three, see Fig. 2, is made from galvanized steel throughout, with double walls,

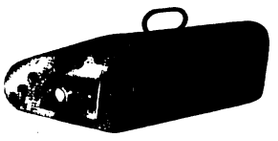
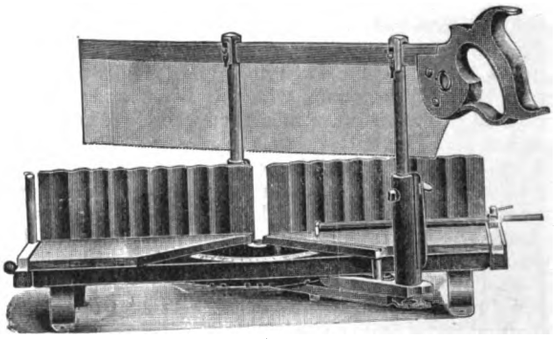


FIG. 2—MODEL TWO.

and heavily nickel-plated cast iron ends. The drawer of galvanized steel has sheet brass end, and is quite attractive in appearance, being carpet-covered, handsome and strong. The heaters are heated by a briquette of heater coal, which is furnished by the manufacturer at a nominal price, put up in cases of 12 dozen.

GOODELL "STEEL" MITRE BOX.

The Goodell Mfg. Co., Greenfield, Mass., are the manufacturers of the "Steel" Mitre Box illustrated in the accompanying cut, which they firmly believe will be found in quality entirely in a class by itself. In the first place, the box is made of Bessemer Steel, thus doing away with all liability of breakage, and making it much stronger and firmer than any box previously put



GOODELL "STEEL" MITRE BOX.

on the market. The backs are made of cold rolled steel, corrugated to ¼ inch in depth and ½ inch in width, allowing perfect clearance for saw-dust. Besides the angles used on regular boxes, by simply turning the lever, it can be instantly set and locked at any desired angle. It is graduated, by means of which much time is saved in making changes, especially if two opposite cuts are wanted at exactly the same angle. It has automatic stops to hold up the saw, allowing the operator to use both hands in placing the work. These are not complicated in using, but simple and instant acting, the saw being released by simply pressing down on it. The guides are made long, thus holding the saw very steadily when raised to the highest capacity. These boxes give 10½ inches width at right angles and 7¼ inches at mitre, taking much wider work than most other makes. All sizes can be furnished with extra angle attachment to increase angle above 45 degrees, and there goes with this a gauge for sawing duplicates of any length up to 20 inches. These are interchangeable, and being placed on the ends, can be put on old or new boxes at any time and are sold separately when desired.

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DOUGLAS PUMPS.

W. & B. Douglas, Middletown, Conn., are one of the oldest pump manufacturers of the United States, having been established ever since 1832. They have recently issued a catalogue showing the great variety of pumps that may be handled by the Hardware trade proper, from which we make the following selections:



FIG. 264.

CISTERN PUMPS.

Fig. 264 is the up-to-date edition of the original Douglas Revolving Stand Cistern Pump, known the world over. It is extensively used for cisterns or wells 25 feet deep or less. To avoid freezing, the brake should be raised to its extreme height, thus tripping the valves.



FIG. 120.



FIG. 205.

PITCHER PUMPS.

Their line of Pitcher Pumps has the same careful attention that all Douglas products receive. Most of them weigh a little more than those of their competitors. Note that the rod is of special forging. Fig 120 is an open spout and open top, while Fig. 205 is a round spout and open top.



FIG. 211.



FIG. 494.



FIG. 495.

ANTI-FREEZING LIFT PUMPS.

Furnished with bolted or screw working-cylinder, as ordered. Fig. 211 is heavy enough to readily operate a 3-inch cylinder on lifts of 50 feet.

ANTI-FREEZING PIPE PUMPS.

The lower cylinder and plunger are just the same as in their other set-length pumps. The upper section will stand a lot of hard work. These are also furnished with a 3-inch screwed working-cylinder unless otherwise ordered. Fig. 494 is a lift pump and Fig. 495 is a force pump.



FIG. 498.



FIG. 209.

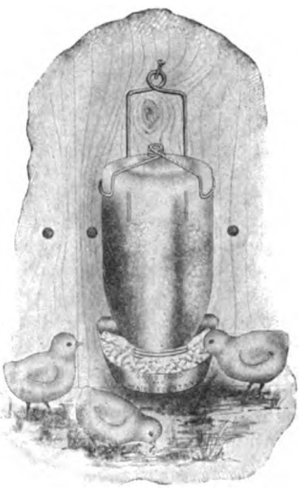
HOUSE FORCE PUMPS.

Fig. 498 has a drawn brass tube cylinder and can be changed to either right or left hand by loosening two cap screws. This pump can be furnished with either one of four kinds of discharge fittings, viz.: As shown in cut; with pipe flange instead of spout; with cock spout; with air barrel and cock. Fig. 209, Pendulum Pump, will stand the most work and is recommended where spraying of lawns, etc., is contemplated.

These are the styles that can be handled successfully and at a profit by the Hardware trade, and everything different from these designs will be shown in the catalogue which they have recently published, which is a very complete one, with similar size cuts as shown in this article. W. & B. Douglas have been in business longer than any other pump manufacturers in the world. The management is in the hands of the Douglas family, and intend that none shall excel them in quality of goods and square dealing.

THE DAVIS FOOD AND WATER FOUNTAIN.

Among the poultry specialties manufactured by the Keyes-Davis Co., Ltd., Battle Creek, Mich., one of the most popular is the Food and Water Fountain, which is meeting with a rapid and continuous sale, and which is shown in the illustration herewith. It is claimed to be the only Fountain which can be satisfactorily used for either water or grit, oyster shells, etc. It can be used



THE DAVIS FOOD AND WATER FOUNTAIN.

with any size bottle or with pint, quart or two quart glass jars, a large bottle being considered best for water and a pint jar for feeding grit, shells, etc. When it is considered how essential to poultry raising a pure water supply is, these fountains become practically indispensable. Open dishes soon become fouled, rendering the water unfit to drink, and inviting disease, frequently furnishing a place where the young chicks get drowned. The

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Davis Fountains keep the water cool and pure, and are easily and quickly emptied, cleaned and filled. The Fountain is not necessarily taken apart for filling. By merely slipping the bottle to one side of the cup it can be filled, replaced and inverted.

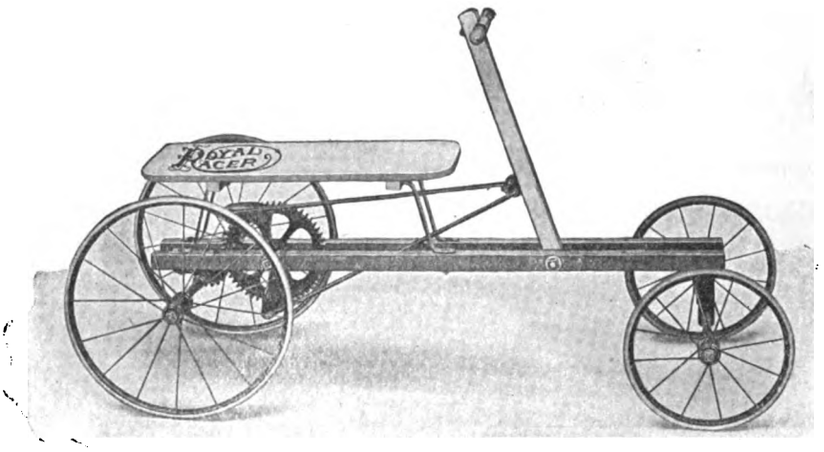


THE DAVIS FOOD AND WATER FOUNTAIN.

Water freezing in an inverted bottle will not break it, because there is ample room for expansion both up and down. The Fountain is made to be sold at a moderate price. Weight about eight pounds per dozen. Bottles or cans are not included with Fountains.

THE ROYAL RACER.

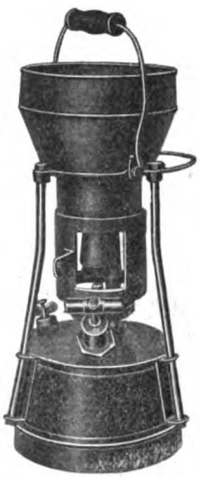
The H. N. Thayer Co., Erie, Pa., are the manufacturers of the Royal Racer, an ideal machine of the kind which is graphically illustrated by the accompanying cut. The Royal Racer is claimed to be a perfect speed car, having no dead center to contend with. The length of stroke can be controlled by the operator. Geared on an entirely new principle that with one fourth the ordinary effort of any hand car on the market, its mechanical construction may be relied upon to furnish the greatest speed. It is built in three sizes: Nos. 1, 2 and 3, with frame 30, 36 and 54 inches, the latter of which is a tandem. Wheels are of 10 and 14 inch diameter, with rubber tires of 1-2 inch. The Royal Racer is an admirable article for exercise, and the boy using one can make it a pleasure and healthful recreation without being compelled to waste his energy on any cumbersome and badly designed machine.



THE ROYAL RACER.

THE BARTHEL KEROSENE FURNACE.

The Barthel Blow Lamp Co., 294 Washington Street, Boston, Mass., are the manufacturers of the Barthel Kerosene Furnace shown in the accompanying illustration. The Furnace is made in two patterns. The one shown in cut is Style A, and is equipped with a removable hood, and is the style usually employed by plumbers. The hood is of standard size, and will admit a melting pot. In Style B, the Furnace is equipped with removable hood, lined with asbestos, and is designed for the use of roofers, tinsmiths and others who use soldering tools. Among the advantages claimed for this Furnace are: Superior construction in every part, particularly pump, burner and container. Perfect combustion of oil and a greater heat than can be produced by any apparatus of its size in the world. Absolute safety at all times and under all conditions. Simplicity, reliability and durability. That it can be taken apart and cleaned in a few minutes. No coil. It is claimed that every part of the Barthel Kerosene Furnace is constructed of first-class material. Nothing is slighted in the minutest particular. The fittings are all brazed into the container. The flame tube is of gun metal and is brazed to the vaporizer. The pump is of brass, and with its automatic valve, is specially constructed for the furnace.



THE BARTHEL KEROSENE FURNACE.

FOURTEENTH ANNUAL SIX-DAY BICYCLE RACE.

Sixteen teams will line up for the long grind, and motorcycle match races will be run daily.

These sixteen teams, representing the pick of the long-distance riders in the world, are those finally and officially selected to compete in this year's bicycle race, to be held in Madison Square Garden amphitheatre, New York, during the week December 10-15 inclusive.

Emile and Leon Georget (France).
Petit Breton (France), Carlo Vanomi (Italy).
Walter Rutt (Germany), Floyd McFarland (San Jose, Cal.).
Arthur Vanderstuyft (Belgium), Johan Stol (Holland).
Ernest A. Pye, A. J. Clark (Australia).
C. L. Hollister, W. E. Samuelson (Salt Lake City).
N. C. Hopper (Minneapolis), Hardy K. Downing (San Jose).
E. F. Root (New York), Joe Fogler (Brooklyn).
A. W. MacDonald, J. B. Coffee (Boston).
J. Frank Galvin (New Milford), George Wiley (Syracuse).
John and Menus Bedell (Lynbrook, L. I.).
Floyd Krebs, Edward Rupprecht (Newark, N. J.).
R. J. Walthour (Atlanta), Hugh MacLean (Chelsea, Mass.).
Matt Downey, J. F. Moran (Boston).
Louis Mettling, Patrick Logan (Boston).
Urban MacDonald (New York City), Charles Schlee (Newark, N. J.).

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OUR CANADIAN LETTER

TORONTO, December 5, 1906.

CANADA'S NEW TARIFF.

On November 29 Finance Minister Fielding made his annual budget speech in the Dominion Parliament and announced the changes in the new tariff which went into force immediately and will probably stand unchanged to any degree for at least four or five years as both political parties in Canada are now committed to the high tariff idea.

The new tariff is, roughly speaking, the old tariff in new clothes. Changes are few, particularly in Hardware articles. Agricultural machinery has been reduced from 20 to 17½ per cent., axes, scythes and sickles from 25 to 22½; shovels and spades from 35 to 32 1-2; gasoline from 2 1-2 to free, and manufactures of lead from 35 to 30 per cent. Baths, bath tubs and silverware have been increased from 20 to 35 per cent., and glue from 25 to 27 1-2 per cent. The general opposition to the proposed tin plate duty asked for by J. Wesley Allison, a company promoter, killed the proposal and tin plate remains free. The higher duty asked for on American stoves coming into the Canadian Northwest was also refused and the old conditions rule.

The British preference of 33 1-3 per cent. remains practically unchanged with the exception of an increased preference on metals and the German surtax continues. The new tariff is arranged in three columns, the general tariff, the British preference and an intermediate schedule. The latter column does not yet apply to any country, but is a standing offer to any country willing to enter into a reciprocity arrangement.

The new dumping clause provides that the dumping, or special duty, shall be the difference between the selling price to the importer in Canada of an article of a class or kind made in Canada, and the fair market value of such articles sold for home consumption in the country of export, but not to exceed 15 of such fair market value for home consumption in the country of export.

The iron and steel bounties have been continued for another four years on a sliding scale and each Canadian industry will be subsidized to the extent of millions of dollars during that time. This move has again revived the rumor that the United States Steel Company would establish a plant near Sandwich on the Detroit River.

Nothing has been done regarding the anti-combine clause under which Hardware manufacturers, plumbing supply men and others were prosecuted last winter. This is a disappointment as the existing law is very indefinite and places many hardships on business men's associations.

PREPARING FOR RETAIL HARDWARE CONVENTIONS.

The Executive Committee of the Retail Hardware Associations in Western Canada and Ontario will hold meetings during Christmas week to prepare programs for the coming conventions in Winnipeg next February and Toronto next March. There are many important matters to come up for discussion and action. In Western Canada the chief problem recently has been the proposal for all association members to refuse credit to anyone from November 1 to April 1. While united action was not taken this year many merchants are doing this on their own account. In Ontario the most important work is the endeavor to establish a mutual fire insurance company. The members have not responded in sufficient numbers as yet to make the proposal likely of immediate adoption.

Merchants have been too busy lately to give much attention to association matters. The year's business has reached a record total but the absence of snow so far has held back holiday trade in the country districts considerably. Jobbers stocks are very low in some lines and the advanced prices on many lines have encouraged buying.

HARDWARE TRADE HAPPENINGS.

Richardson & Sneyd, manufacturers' agents, Toronto, have been appointed Canadian agents for Wheatley Bros., cutlery manufacturers, Sheffield, England.

W. M. Gordon, of Watt & Gordon, Hardware dealers, Winnipeg, is a candidate for alderman in that city.

The Marshall-Wells Company's new warehouse at Winnipeg and J. H. Ashdown's additions to his wholesale warehouse are both nearly completed.

New Hardware businesses have been established in Canada recently as follows:,H. B. Hughes, at Lavoy, Alberta; L. Mahen, at Penetang, Ont.; Thomas Wallace, at Lamont, Alberta; Thomas Black, at Orillia, Ont.; and M. A. Rodman on Dundas street, Toronto.

Amoit, Lecours & Lariviere, who have the finest retail Hardware premises in Montreal, are enlarging and will have 23,350 feet of floor space when completed.

E. C. Atkins & Co., Indianapolis, have moved their Canadian saw sample room in Toronto to better quarters at 77 Adelaide Street east. C. D. Ten Eyck is the company's pushing representative in Canada.

Business transfers amongst Canadian Hardwaremen recently include: T. H. Elliott, Bayfield, sold to J. H. Worsell & Co., Goderich, Ont., who will run the Elliott business as a branch store. M. Fraser has bought the business of J. J. Storey, Wawanesa, Man. The Imperial Elevator Company have taken over C. A. McDonald & Company's store at Mortlach, Sask. W. H. Pain, Milestone, Sask., has sold his business to the Evans Hardware Company. H. Hiscox has purchased Heath & Howard's store at Vermillion, Alta. W. A. Sturdy, Revelstoke, B. C., has taken over the Hartney, Man., Hardware Company's business. Whitton & Drummon, Toronto, are going out of the Hardware business in favor of the dairy supply business. Nichols & Reuouf, Victoria, B. C., have sold their business to Mr. Griffin of Atkins & Griffin, Shoal Lake, Man., and Mr. Griffin has taken in a partner and will make the store one of the finest retail stores on the Pacific Coast. The St. Lawrence Hardware Co., Montreal has assigned and D. McKenzie & Son, Strathmore, Sask., have sold out.

The Williams Gauge Company, Pittsburgh, are establishing a factory at Montreal and have opened up a branch office at Toronto.

The Booth Copper Co., Toronto, are to erect a $5,000 factory building.

J. E. Paine, managing director of George Wostenholm & Son, cutlery manufacturers, Sheffield, has been making a tour of Canada.

J. W. Allen, Hardware merchant, Newmarket, has been enlarging his store.

E. M. Fulton, president of the Consumers' Cordage Company, Montreal, died in New York last month and E. A. Walker & Son, Grenfell, Sask., died suddenly of heart failure in November.

Frank R. Oliver, Saskatoon, Sask., has sold his Hardware business to accept a responsible position as manager of a manufacturing concern at Smith's Falls, Ont.

J. E. McRobie, Winnipeg, secretary of the Western Canada Retail Hardware Association, has been elected president of the Northwest Commercial Travelers' Association.

Rice Lewis & Son, Toronto, have purchased a site for a new metal warehouse and will enlarge their wholesale Hardware department.

W. J. Butt, formerly of Lennox & Butt, retail Hardware dealers, Winnipeg, has withdrawn and become a manufacturers' agent, representing the Bridgeport, Conn., Hardware Co.

Stewart & Wood's paint warehouses in Toronto were damaged by fire and much stock destroyed on November 28.

W. F. Fairman, president of the Dominion Wire Manufacturing Company, Montreal, has retired and W. H. Farrel, formerly superintendent of the American Steel Manufacturing Company's works at Donora, Penn., has succeeded to the position.

The Hardware Specialties Manufacturing Company, Chambly Canton, Que., have gone out of business and sold their plant.

The Lufkin Rule Co., Saginaw, Mich., are erecting a Canadian factory at Windsor, Ont.

The Consolidated Hardware Company, Hamilton, Ont., is a new concern incorporated to manufacture nails, tacks and Hardware specialties.

John J. Foote has resigned as manager of the St. John, N. B., branch of the McClev Manufacturing Company, London, and has taken a position in the head office. His place has been filled by M. F. Irwin, formerly general sales manager of the company.

Wm. Wyatt, for 37 years a stove and tinware merchant, at London, Ont., has removed to Western Canada where he expects to locate permanently.

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REVIEW OF THE MARKETS.

WIRE NAILS: The American Steel and Wire Company announced on December 4 an advance of $2 per ton in the base prices of Wire Nails. The trade was taken somewhat by surprise at this advance, although the advanced prices for raw material justified a heavier advance on November 10th than was ordered at that time. The orders based on the advance on that date flooded the company, as the trade took its moderation as a warning of what might happen. Early Spring deliveries are now in process of being provided for, and at prices considered moderate for the condition of the market. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to Jobbers.....$2.00
Carload lots to Retailers..... 2.05

New York.—The advance announced by the American Steel and Wire Co. on December 4 very naturally resulted in an advance by the local jobbers to a corresponding extent. The good weather conditions favorably affecting outdoor work keep up the demand later than usual this season. New York quotations are now made on this new basis. To retailers carloads on dock, $2.19; less than carloads on dock, $2.33; small lots at store, $2.30.

CUT NAILS: In accordance with the understanding previously agreed upon that the price of Cut Nails should, on an advance being made on Wire Nails, at once be increased in a corresponding ratio, quotations were changed as follows, f.o.b. Pittsburgh:

Carload lots to Jobbers.....$2.05
Less than carloads to Jobbers..... 2.10
Less than carloads to Retailers..... 2.20

Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 10 cents advance on Steel Cut Nails.

New York.—Cut Nails cannot be obtained in the local market in anything like the average assortment, many sizes being still quite scarce. The advance in price at mill affects local prices, and small lots at store are now on a basis of $2.30.

BARB WIRE: The advance of $2 per ton announced on December 4 by the American Steel and Wire Company applies on Barb Wire as well. Demand is light as is usual at this time of season. Quotations are as follows:

	Painted.	Galvanized.
Jobbers, carload lots	$2.15	$2.45
Retailers, carload lots	2.20	2.50
Retailers, less than carload lots	2.30	2.60

SMOOTH FENCE WIRE: The advance of $2 per ton made in the price of wire and wire products by the American Steel and Wire Company on December 4 included Smooth Fence Wire. Specifications to supply the demands of fence manufacturers are received by the mills in large volume daily, making the mills still behind the orders, although not so much as formerly. Quotations are as follows, f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Jobbers, carloads $1.85
Retailers, carloads 1.90

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

ROPE: The following prices may be said to represent the market:

	Cents per Pound.
Pure Manila, 7-16 and larger	12¾ to 13½
B Quality Manila	11½ to 12
Pure Sisal, 7-16 and larger	9¼
No. 2 Sisal, 7-16 and larger	8 to 8¼
No. 1 Jute, ¼ and larger	8¼ to 8½
No. 2 Jute, ¼ and larger	7¾ to 8

LINSEED OIL: The following advanced quotations are announced November 16 on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....43 cents per gallon.
In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.
Calcutta Oil.....70 cents per gallon.

THE CLEVELAND TRADE.

The sale of goods by jobbers for future shipment is extremely large, and will make the business for the first half of the year of 1907 of large volume. Most of these goods have been contracted for, from manufacturers in the regular way, but are for unusually large amounts. Most of these contracts are accompanied by specifications and date of shipment. If manufacturers have over-sold and will be unable to furnish the goods the result will be serious. Some of the manufacturers have taken contracts not to exceed certain amounts; these amounts are excessive and much larger than either party expected would be furnished on such contracts, but the change in price has been so radical they are more than likely to be called for. Now if such manufacturers have failed to contract for material to furish the entire amount of these contracts they are unfortunately situated, and there will be a strong temptation for them to ship goods on later orders at better prices. Retailers should make their orders this season for early shipment to avoid disappointment, as later shipments may fail to come in time, or fail to come altogether. Goods that have been contracted for before December are a profitable investment if they are furnished in the first half of the year, for if they have not already advanced, they are sure to do so. Manufacturers have been extremely slow in advancing prices, some of them have shaded their own profits, in trying to avoid it, until they were reluctantly compelled to act, and then have as a rule been too conservative. In many cases it has taken several advances to save them from actual loss. Most of the goods in the Hardware line are lower in price than they will remain, if no further advance takes place in raw material. It is safe yet to carry full stock, and very important that goods be secured early.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURGH TRADE.

The closing month of 1906 finds business moving at the top of the wave with every indication of continuing to move at the same rate for months to come. Quite a flurry has been raised over the supply of wire cloth and netting for the coming season. As matters stand to-day many jobbers cannot count on receiving over their usual supply, as makers refuse to accept orders for anything beyond their production up to February 1st, 1907. These goods have been sold without profit for several years and it may be that this will result in something better, both for the makers and merchants. We do not think the average retailer realizes the difficulty jobbers have had for a year past in keeping up their stocks. It requires both bullying and begging to get goods from manufacturers even after months of waiting. Holiday Hardware is in good demand, especially in cutlery. Builders' Hardware continues to move freely at the advanced prices.

LOGAN-GREGG HARDWARE CO.

THE ST. PAUL TRADE.

Surely the entire country is prosperous and we are reaping our share. In talking with many manufacturers, we come to but one conclusion and that is that the demand far exceeds the supply and the result is higher prices. This is logical and surely right, and even without considering the supply and demand situation, it is a fact that raw material of all kinds and labor is much higher and advancing, which are good reasons for advances. With so much business in sight, goods of some kinds are worth a premium and we feel that for the first six months of next year there will be a great shortage. So the merchant who gets his goods in early will be the one best supplied. Take the American Sheet & Tin Plate Co. They are three months behind on all their products and it is so with other articles, until we cannot but feel that the early buyer will have an advantage over the other who will not buy until his need is for immediate shipment.

HACKETT, WALTHER, GATES HARDWARE CO.

THE MINNEAPOLIS TRADE.

Local trade in all lines is good. This is true of jobbers and retailers. There is some trouble in the country on account of the fact that the railway companies could not handle the crops and at many points grain elevators are overflowing and thousands of bushels of grain are dumped on canvass "paulims," ex-

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — NICHOLSON FILE CO., - Providence, R. I.

posed to the weather and consequently suffering more or less damage, because the farmers after threshing have no store houses to take care of the grain, and they haul it to town and the elevators are obliged to take care of it as best they can. This makes a great loss, which all comes on the farmer. The grain movement has been a little better the past week, but is in decidedly bad shape and likely to continue so for an indefinite period. No doubt taking all things into consideration, the wheat crop was over-estimated. Bad weather through threshing and conditions mentioned above will make quite a material shrinkage in volume of crops. The greater part of the crops are still in the hands of the farmer. There seems to be little trouble with collections this past month locally. In spite of general advance in the market, goods are being sold on very much closer margin and in fact generally speaking without any profit whatever being added to present costs. W. K. MORISON & Co.

THE SAN FRANCISCO TRADE.

A resume in a local paper of November's general trade came under notice this last week of the month. While it extolled the coast's exceedingly active continuance of general trade, it contained an extended paragraph relating to the State's business activity and busy times prevailing in this city, to wit: In the Hardware and household goods lines the demand is unprecedented for the season of the year. Southern California is forging ahead at a rapid rate and their active season is just beginning. Central California has been waiting overlong for the rainy season that broke in upon us this last November week with a three days' downpour and a whistling wind storm that tore its way through San Francisco at a gait of from twenty-four to forty-six miles per hour, but the clear weather preceding the week was favorable to trade. Northern California is enjoying an increased business in all lines. Mining, lumbering and farming have experienced a most prosperous season and at the present time there are no signs of abatement.

The general trade of San Francisco was never so heavy as at the present time. The bank clearings of the week amounted to $59,134,848.45 and an increase of $14,159,943 as compared with the clearings of the corresponding week last year. These clearings were the largest in the history of the city for a like period. As compared with the business of other cities of the United States, San Francisco now ranks sixth. For some years she has ranked seventh in commercial importance, but now she has exchanged places with the great iron center, Pittsburgh.

The Hardware trade of San Francisco continues superlatively good, the only difficulty experienced being in obtaining goods. The jobbers are having an enormous trade both locally and in the country and the retailers continue busy. There is some complaint in retail circles that more business could be done, that there is a slight falling off in the demand as compared with a few months ago. This is a perfectly natural condition of affairs. While we do not believe there is any falling off in the general volume of business, the fact that there has been such a large number of new Hardware stores established would necessarily cause a division of trade to such an extent that those who enjoyed the open field a few months ago are now beginning to feel the effects of greater competition. The up-to-date Hardware dealer makes as much preparation for the selling of holiday goods as other merchants these days. Years ago the dullest period of the season for the Hardwareman was Christmas time, now it is one of the busiest. The merchant should lay in some attractive novelties. The cutlery stock should be tastily displayed. Carving sets and plated-ware are always salable Christmas time, if the goods are shown attractively and advertised unstintedly. The Hardwareman must not expect to have a demand for holiday goods unless he places them in display and letting the people know through the medium of printers ink that he has them. Many of the stores are selling children's vehicles; there is good profit in the line and the Hardware store is a good place of distribution. Sporting goods is another line that should be pushed forward during the holidays, as every boy in the land wants a gun for Christmas and guns from a pop-gun to a rifle should be kept in order to satisfy all demands. There are hundreds of novelties that the Hardware store can sell at this time and make a good profit. In normal times in San Francisco, not now, this is known as the dull period in standard Hardware sales, but for all hereafter there should never be trade dullness at Christmas time, as there is no business that can meet this seasonable trade better than the Hardware.

Traveling Hardwaremen from the territory north of San Francisco returned a few days ago with these news items:

Tyler & Prior, of Harrisburg, Ore., have dissolved their Hardware business. A. J. Hill has purchased W. L. Tyler's interest. Thompson & Thompson are the successors to Newland Bros., Hardware and implements, Harrington, Wash. The Hunt Hardware Company of Colville, Wash., has been incorporated. H. Pitcher has started in the Hardware trade at Meridian, Idaho. Stothard, West & Halverson have bought out the Minidoka Hardware Co.'s store at Twin Falls, Ida. N. D. McCutcheon & Co., Hardware merchants at Idaho Falls, Idaho, have incorporated. J. E. Neherbas is opening in the Hardware business at West Seattle, Wash. Y. G. Rehberg has bought H. A. Morgan's Hardware store at Genesee, Idaho. E. B. Tucker & Sons have bought out the Jefferson Hardware Company of Jefferson, Ore. W. A. Dougherty has just opened a Hardware store at Tenino, Wash. INDUSTRIAL PRESS ASSOCIATION.

IMPROVED CARPENTERS' TOOLS

STANLEY RULE & LEVEL CO

A TOOL THAT'S STAMPED STANLEY IS THE BEST OF ITS KIND

SOLD BY ALL HARDWARE DEALERS

NEW BRITAIN, CONN., U.S.A.

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HOW TO SELL A WOMAN A FOOD CHOPPER.

These days of butchering and fresh meats are the time paramount to interest her. Do not take offense if she turns in disgust from the tiny affair as rather a legitimate part of a doll's culinary outfit, but give proof of the rapidity of work, together with advantage gained by the little room in which it can be tucked away when not in use.

Convince her that it is more than a speedy substitute for the chopping bowl in converting the waste bits of meat into delicious fillings for sandwiches; that the work is not only quickly but evenly done. Onions and horse radish, tear producers by the old process, are rapidly and painlessly disposed of. By using the finest attachment spices may be bought in bulk and ground at home, thus leaving no chance for adulteration. Nuts can be ground into nut butter, a most delicious and wholesome filling for sandwiches, or chopped fine or coarse as desired, and added to cake, frosting or candy.

New kitchen devices cover so wide a range of work. The owner of a food chopper uses it almost daily the year 'round, and is continually coming upon new ways for its use.

SPOKANE, WASH., BREVITIES.

Measures regulating peddlers and itinerant dealers and various other matters for which legislation is sought from the incoming legislatures of Washington, Idaho and Oregon, will be discussed at the second annual convention of the Inland Empire Implement and Hardware Dealers' Association in the Spokane Hotel, January 16 and 17. E. C. Lucas of Davenport, Wash., president of the association, will preside, being supported by R. L. Spiker of Lewiston, Ida., and W. H. Urbahn of Spokane, vice-president; J. A. Fridaker and E. W. Evenson of Spokane, treasurer and secretary. The full program has not been completed. However, there will be drives, a theatre party and a reception and banquet.

The Knudson-Winston Hardware Company will occupy its new quarters at Sprague Avenue and Pittsburgh Street early in January. The building is of brick and is 50x90 feet. The building will be lighted with both gas and electricity, and will have modern plumbing. The basement will be lighted with prismatic sidewalk lights, and will have a sidewalk elevator. This concern was the Knudson-Jacobs Company until W. M. V. Winans bought Mr. Jacobs' interest at the first of this year.

A. H. Anderson & Co., are planning to build a actory for threshing machines at Moscow, Ida., in the near future. The machine to be made is a combination harvester and thresher, operated by four horses. It is an invention of Mr. Anderson. Jerry Day, a Moscow mining man, is furnishing the financial backing. The promoters have asked for a bonus of $10,000 and the erection of the factory in Moscow depends largely upon the decision of the city in regard to this request. If the bonus is not secured, the factory will be built elsewhere in the Inland Empire.

The Davis Hardware Co., has succeeded the Stamwood Hardware Co., at Stamwood.

Ben Gruhs, of Spokane, contemplates putting a large Hardware store at Russell, Ida.

The Western Mercantile Co. has purchased the stock of Hardware and implements of L. C. Fischer & Co., at Sprague.

C. A. Andrews of St. Louis and D. Lenfesty of Spokane have purchased the Hardware business of Fargo & Co., at Walla Walla.

D. H. Harper, of Prosser, is planning to open a store at Auburn, where he will carry a large line of farm implements as well as Hardware and furniture.

D. H. Harper has transferred his Hardware and furniture business at Prosser to his sons and a corporation has been formed to be known as the Harper Hardware and Furniture Co. It is capitalized at $10,000.

The Hardware firm of Cox & Barnett, Walla Walla, will soon be succeeded by a corporation composed of local business men and Walla Walla farmers, with a capital of $100,000. The company will be composed of the following: David Cox, W. S. Barnett, John Foley, John I. Yeond and Bruce Farrell.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED NOVEMBER 26, 1906.

415,693. LANTERN. A. L. Baron, Tiffin, Ohio.
415,711. BOLT LOCK. E. D. Galbreath, W. Dunkle and S. Chapman, Linden, Ind.
415,729. HAY FORK. L. Y. Myers, Canton, Ohio.
415,828. WASHING MACHINE. W. Whitcomb, Gardner, Mass.
415,865. WASHING MACHINE. S. Hake, Fort Atkinson, Wis.
415,903. CARPET SWEEPER. W. J. Drew, Grand Rapids, Mich.
415,988. EXTENSION BIT. W. S. Whiting, Waterbury, Conn.

PATENTS ISSUED NOVEMBER 27, 1906.

836,663. GAS SOLDERING IRON. H. Berg, Orange, N. J.
836,711. COMBINATION TOOL. S. Rothschild, Little Falls, N. Y.
836,810. WINDOW FASTENER. E. F. Kapus, St. Joseph, Mo.
836,824. ROCK DRILL BIT. J. B. Pace, New York, N. Y.
836,983. COOKING UTENSIL. F. Millwee, Marlow, Ind. Ter.
837,011. LOCK AND LATCH MECHANISM. H. G. Voight, New Britain, Conn.
837,204. WINDOW SCREEN. M. M. Eidsmore, Blanchardville, Wis.
837,254. WRENCH. M. Wenger, New Holland, Pa.

PATENTS EXPIRED DECEMBER 3, 1906.

416,154. NUT WRENCH. P. Cosette, Crystal Falls, Mich.
416,163. MOP. H. G. Hanson, Trevor, Wis.
416,175. COMBINATION STEP LADDER. G. A. Miller, Butler, Pa.
416,181. LOCK. A. O'Keefe, New York, N. Y.
416,208. BOX OPENING TOOL. E. W. Bullard, Barre, and C. E. Bullard, Worcester, Mass.
416,268. PERMUTATION PADLOCK. J. Kubler, Hot Springs, Ark.
416,281. SAW. A. Weymar, Brooklyn, N. Y.
416,309. LATCH. E. S. Winchester, Dorchester, Mass.
416,310. KNOB ATTACHMENT. E. S. Winchester, Dorchester, Mass.
416,311. KNOB ATTACHMENT. E. S. Winchester, Dorchester, Mass.
416,312. LATCH. E. S. Winchester, Boston, Mass.

PATENTS ISSUED DECEMBER 4, 1906.

837,272. WRENCH. W. A. Allen, Lecanto, Fla.
837,291. RATCHET WRENCH. C. L. Elliott, Keene, Ohio.
837,298. LATCH. J. E. Gloekler, Pittsburgh, Pa.
837,322. TAPER SHANK FOR DRILLS AND LIKE TOOLS. A. A. Miller, Franklin, Pa.
837,350. WINDOW SCREEN. T. S. Smith, Watervliet, N. Y.
837,352. WAGON JACK. G. L. Snediker, Woodstown, N. J.
837,360. LOCK AND LATCH MECHANISM. H. G. Voight, New Britain, Conn.
837,432. EGG BEATER. N. Stromer, Gillett, Wis.
837,439. SAW. T. L. Wallace, Indianapolis, Ind.

AMERICAN RING CO., Waterbury, Conn., have recently issued a catalogue of Bath Room Fixtures, which include a line of Soap Dishes, Comb and Brush Trays, Tooth Brush, Sponge, Whisk Broom and Tumbler Holders, Towel Bars, Pins, Bar Posts and Rings, Toilet Paper Boxes and Rollers, Robe Hooks, Shower Rings, Bath Sprays and Match Holders, as well as a line of Cabinet Handles, Ring Pulls, Match Boxes, Screen Handles, Wall and Cup Hooks, Corner Plates, etc. This company are also large manufacturers of Drawer Pulls, Escutcheons and other Furniture Trimmings, Sleigh Bells, Gilt Upholstery Nails and Brass Trimmings for brass and iron bedsteads. Seperate catalogues will be sent on application.

WM. ELLIOT & CO., RAZORS

are made of the finest grade English steel, highly and correctly tempered, hollow ground and concaved, and finished by the most efficient German cutlers



"Elliot" razors are universally considered to be the best razors manufactured and sell strictly upon their merits. *Write for our new catalog. The most comprehensive exclusive razor catalog published.*

ADOLPH STRAUSS & CO.,

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STAR SAFETIES

For The Holidays!



For more than a quarter century the Star Safety Razor has been **THE FAVORITE** Holiday Money-Getter among Hardwaremen. It is still *The* Favorite because it has improved with age—can always be depended upon no matter what sort of whiskers it's up against.

We Have The Largest Assortment of Star Safeties For Holiday Trade---Large Enough

to suit any taste—even the most fastidious—and within the reach of the most modest purse.

Remember "The Star" outshines any other Safety because of its old-time honesty in quality of steel, superior workmanship and finish. As a seller it is above reproach.

Millions of pleased customers are the best guarantee of its perfection.





DON'T

neglect to write to-day for Xmas Prices.

Kampfe Brothers

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POPULAR TALKS ON LAW

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CONTRACTS.

NO. 9—CONTRACTS OF INSANE PERSONS AND DRUNKARDS.

Our readers who have followed this series of talks will have learned the rule as to the contracts of persons not yet of legal age, to the effect that generally speaking an infant's contracts are voidable by him, with the one great exception that where under certain circumstances he makes a contract for the necessaries of life it is good.

The law with reference to the contracts of insane persons and drunkards is based upon the same theory as is that of the law with reference to the contracts of infants—namely, that the law ought to protect the weak or such as have not sufficient mind, against the strong or the mentally sound. Insanity, generally speaking, is a weakness or derangement of mind. It is such a state of mind that the person afflicted cannot think rationally, is incapable of protecting himself or his property, and cannot foresee the results of his acts. In this sense an idiot is an insane person.

In order for one to make a valid contract he must understand its terms and give his assent to them. An insane person, generally speaking, is incapable of understanding and of giving rational assent. It would, therefore, be the height of injustice to hold a person to a contract made during his insanity.

There are cases, however, where persons are insane on some one subject, and perfectly sane on others. Such persons are called monomaniacs. Or, they may be insane upon all subjects but one. If this condition can be clearly proven the law will hold the person to his contracts made in relation to matters concerning which he is entirely sane. There are persons who, while nominally insane, are sane at intervals. If a contract can be proven to have been made during an interval of sanity it will stand. It is even held that where one has general capacity he will be held incapable if, when he made the contract, he labored under a delusion as to the particular matter which enthralled his judgment and will.

We have learned that infants are bound by contracts for the necessaries of life where these are not furnished them by parents or guardians or otherwise. The same rule holds with reference to insane persons and idiots. In the case of infancy the necessaries must be such as concern his person, as, for instance, medicine, food, clothing. In the case of the insane, however, the contract may be such as concerns his estate or property as well as his person, the contract holding if it is shown to be necessary for the preservation of the estate.

Generally speaking, an insane person's contracts are not void, but, as in the case of infancy, such contracts are voidable, that is, he may carry them out or not as he chooses. However, such contracts are binding upon him if, after his reason has returned, he affirms them, or if during his insanity his guardian or those having legal authority over him ratify them. If the person after becoming sane, or if his guardian, before he becomes sane, disaffirms a contract, and refuses to abide by it, he must return whatever he has received on the contract provided he can do so. He cannot disaffirm the contract and keep the proceeds. He may disaffirm the contract without returning anything if what he has received is lost or has in any way passed out of his control.

The following exception to some of the rules stated must be noted: When a guardian or a committee has been appointed by a court over a person adjudged to be insane his contracts from that time on are void, excepting where they are for the necessaries of life, and then he is bound, not on the contract, but for the reasonable value of what he has purchased. It should be said, too, that where one has been adjudged insane his contracts, even though made at lucid intervals, or while such judgment is in force, have no binding effect.

Where it is a question whether or not a person was insane, the jury will be instructed to look into the nature of the contract and the influences that led to the making of the contract. They will be asked to consider whether it was fair or just; whether the consideration was adequate; whether the other party knew of the mental derangement; whether the other party sought an advantage in consequence of such knowledge; whether there was any undue influence used or fraud; whether the supposed insane person had advice—what was its nature and who gave it to him. These questions being answered the jury will be asked to declare whether or not the contract was the offspring of a sane mind. The sane party to a contract will be held whether he knew of the insanity of the other person or not, if the insane person, or his representatives, so elect.

Drunkenness is a species of insanity, and while it is not a good defense to a criminal charge, it may be pleaded as a defense in a suit on a contract made when the person sued on the contract was drunk at the time he made the contract. It follows, therefore, that a contract made by a person when drunk, if it can be proved that at the time he was bereft of reason, is voidable; it makes no difference whether the drunkenness was voluntary or involuntary.

The same rule holds good with reference to the matter of the necessaries of life as in the case of insane persons, a drunkard being held liable to pay for the reasonable value of the necessaries of life used by him when drunk. He may, when sober, return such as he has not consumed and disaffirm the contract to that extent. If he keeps what he purchased during his drunkenness an unreasonable time after he becomes sober he will be held to have ratified the contract. The contract of an habitual drunkard is good if made in a sober interval. Mere drunkenness will not impair a contract. To have the effect of impairing a contract it must be proven that the party was non compos mentis at the time. Insanity brought on by long-continued drunkenness does not differ in legal effect from any other sort of insanity.

(To be continued.)

AN OPEN SHOP.

"Somebody left the faucet of the vinegar barrel open last night, said the grocer's clerk, and there ain't a drop left."

"H'm! That's too bad. Tell the bookkeeper to enter in under the head of running expenses."

TOUGH!

Not long ago, at a dinner, there was a Biblical argument. When the argument was over a young lady said.

"I enjoyed that discussion splendidly. But, you know, I always thought that Sodom and Gomorrah were man and wife."

Another young lady commented:

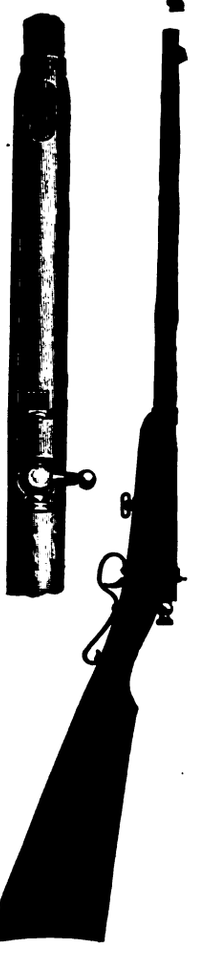
"Oh, well, I suppose they ought to have been if they were not."

Absolute Accuracy

beautiful finish and strength of shooting is shown in the

FAMOUS

Hamilton Riflos



MODEL No. 23

Retail Price $3.00

Full length 35 in. Barrel and action 21¼ in. long, Take-down, Bolt-action Model. Stock Genuine Walnut. Barrel finely tapered and beautifully finished in blue-black gun finish. Automatic action in loading and ejecting exploded shell.

MODEL No. 19

Retail Price $2.00

Like No. 23, combines simplicity, beauty of finish, strength and shooting power. Simple loading process; improved extractor, rapid and perfect in action, convenient "take-down" features.

MODEL No. 15

Price $1.50

is made like No. 19, except the barrel is 4 in. shorter.

This superb line of 22 calibre Rifles, ideal for target practice or hunting small game, was never offered at the prices we quote.

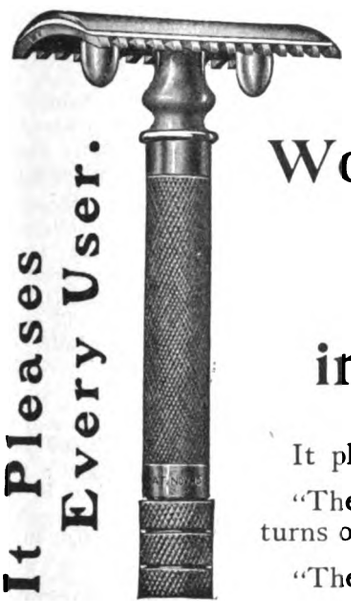
Hamilton Rifle Co.

PLYMOUTH, MICH., U. S. A.

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Gillette Safety Razor

NO STROPPING NO HONING



The Most Wonderful Selling Razor in the World



It pleases every customer, who in turn brings a new customer.

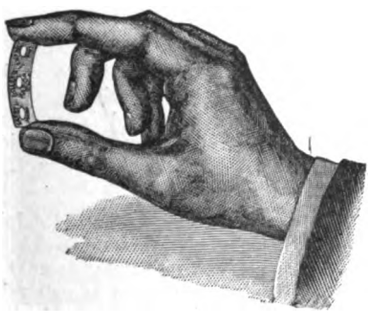
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

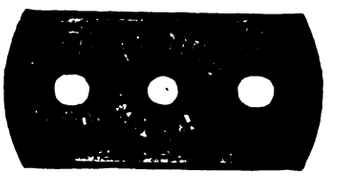
12 BLADES, 24 SHARP EDGES,

Every blade will give from 20 to 40 close, smooth, comfortable shaves.

Triple silver-plated set with 12 blades $5.00.
Quadruple gold-plated set with 12 blades $10.00.
Quadruple gold-plated set with 12 blades and monogram $12.00.
Standard combination set with shaving brush and soap in triple silver-plated holders $7,50.
Other combination sets in silver and gold, up to $50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.



Sold by Leading Drug, Cutlery and Hardware Dealers.

We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.



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HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Lowell, Mass.—E. A. Cheney & Son and John A. Thompson & Co., local Hardware concerns, have consolidated, having formed a new corporation to handle Hardware, mill supplies, etc. The new firm name will be Cheney & Thompson Co. F. W. Cheney and John A. Thompson are old partners, having been in business from 1889 to 1900 under the firm name of F. W. Cheney & Co. They are now located at 547 Middlesex Street.

Milwaukee, Wis.—The Falkenhainer-Kenkel Hardware Company has been incorporated with a capital of $10,000; incorporators, Julius E. Kenkel, August H. Falkenhainer and George Falkenhainer.

New York, N. Y.—Benjamin Gillespie Company has been incorporated to deal in Hardware; capital, $10,000. Directors—Sarah Craig, Rensselaer Falls, and L. F. Dodd and George Rosendale, New York.

Omaha, Neb.—The New Paddock-Hawley Company, which will also maintain an office at St. Louis, has been organized under the laws of Nebraska, and its charter enables it to issue $700,000 of stock. D. A. Daniels, Jr., and J. E. Baum are the officers of the firm, which will also manufacture Hardware and iron implements.

Passaic, N. J.—Forsyth Hardware Co., No. 356 Passaic Street, has been incorporated to deal in Hardware, tools, milling supplies, house furnishing goods, etc.; capital, $7,000. Incorporators: Richard Binger, No. 184 Main Avenue; Joseph P. Mueller, No. 171 Sherman Street; Donald Lefferts, No. 61 Bloomfield Avenue, all of Passaic, N. J.

St. Louis, Mo.—Stock-Daniel Hardware Company has been incorporated; capital, $24,000, all paid. Incorporators—Bernard Stock, Joseph F. Stock, John B. Daniel and William J. Calhoun.

Trenton, N. J.—Corbett-Taylor Co., No. 143 North Warren Street, has been incorporated to deal in Hardware, contractors' supplies, etc.; capital, $100,000. Leslie C. Pierson, No. 493 West State Street; Ellsworth A. Corbett, No. 497 West State Street, both of Trenton, N. J.; James Taylor, No. 1021 Spruce Street, Camden, N. J.

Windfall, Ind.—K. O. Chandler is establishing a Hardware business at Windfall.

Changes and Improvements.

Armada, Mich.—H. M. Scott, of Marine City, is successor to E. P. Cordworth in the Hardware business here, having bought the stock of Mr. Cordworth. He has taken possession.

Beaver, Pa.—T. A. Clifton, of Beaver, and Mr. Oscar Robertson, of the South Side, have purchased the entire stock of Hardware, consisting of stoves, house furnishings, farming implements and fixtures, of the Beaver Hardware Company, of which T. L. Minesinger and S. J. Fair are the proprietors.

Black Creek, Wis.—Mr. Goodrich has sold his interest in the Hardware store to his partner, Mr. Wood.

Cameron, W. Va.—J. D. Owens has sold his interest in the store of the J. D. Owens Hardware Company to his partners, H. W. and H. S. Sinsel. The style of the new firm will be the Sinsel Hardware Company. H. W. Sinsel has been manager of the store since it was opened here.

Chattanooga, Tenn.—The Magill Hardware Company has increased its capital stock, doubling that under which the corporation has heretofore done business. An amendment to the charter has been filed for this purpose. The capital stock was authorized by the amendment to be increased from $22,500 to $45,000. Incorporators of the company are W. L. Magill, J. B. Milligan, C. H. Magill, C. L. Ford and H. G. McGhee.

Cooksville, Ill.—H. W. Crumbaker has traded all his real estate and Hardware and implements, etc., to a party in Kankakee.

Danville, Iowa.—E. S. Bonnell, a Hardwareman of Wellman, Iowa, has bought an interest in the local Hardware store owned by William Shepherd and will move his family here the last of the year.

Elba, N. Y.—H. F. Peck & Son, of Rochester, have taken possession of the Hardware store which they recently purchased of G. W. Munce.

Ellisburg, N. Y.—T. W. Matteson has sold his place in this village to A. E. Lee and has bought a business block in Pulaski and will move there soon. Mr. Matteson and son, Lynn, will conduct a Hardware and plumbing establishment in that village.

Fulton, Va.—E. M. Bell, a well-known merchant of Fulton, has bought out the stock of the Hardware firm of W. P. Turner & Co., and has taken charge of the property. Mr. Bell will move his stock of goods to the store occupied by W. P. Turner & Co.

Galesburg, Mich.—A business transfer took place recently by which A. B. Cadwallader, now of Hickory Corners, will assume the Hardware business at present conducted by W. A. Elsey.

Havana, Ill.—H. C. Harpham has sold his interest in the Harpham Hardware store to George Sloan.

Hull, Ill.—L. H. Kenady & Son, who have been in the Hardware business, have closed out and gone out of the business. It is expected a new firm will open up.

Kenton, Ohio.—P. V. Wagner, the elder member of the well known Wagner Hardware firm, has retired from the business, selling his interest to W. D. and C. H. Wagner.

Morgantown, W. Va.—The Secretary of State has issued a permit to the H. C. Baker Hardware Company allowing them to increase their capital stock from $25,000 to $50,000.

Oriskany Falls, N. Y.—C. M. French, who a short time ago bought out the Henty Hardware store, has disposed of the same to F. B. Benjamin of Sherman, N. Y., who has already taken possession.

Sprague, Wash.—The Western Mercantile Company has taken over the L. C. Fisher & Co. Hardware and implement stock. The deal involves a consideration of more than $35,000.

San Diego, Cal.—Papers have been filed by which the business of Samuel Gordon Ingle has been closed out as a private concern and will be divided and incorporated as two concerns. The main business is incorporated under the firm name of Samuel Gordon Ingle Company, with a capital stock of $150,000. The directors of the company and the amount of stock subscribed by each is as follows: Samuel Gordon Ingle, $90,000; Roscoe E. Hazard, $5,000; Elwyn B. Gould, Jr., $5,000; Herbert D. Field, $5,000; Herbert W. Sherman, $5,000.

South Bend, Ind.—G. E. Meyer & Son, a well known and long established Hardware firm doing business at 117 North Michigan Street, have leased the three-story brick building, located at 115 and 117 West Jefferson Street and will occupy the place with a complete Hardware stock as soon as the remodeling is finished, which will begin at once.

Table Rock, Neb.—The Nemechek Bros.' stock of Hardware has been traded to Arthur Robertson of Newman's Grove in exchange for a section of land in Antelope County, Nebraska. The trade includes the store building of the Nemechek Bros.

Traverse City, Mich.—The S. F. Saxton Hardware Company has disposed of its business on East Front Street to J. A. and Herbert Montague. There will be no change in the store this Winter, the two members of the firm running both the Saxton store and the Hardware store of J. A. Montague. About March 1 it is expected that a new two-story brick building will be commenced on the Saxton site, 27 by 162 feet.

Valley, Neb.—Charles Parsons, who has been running a Hardware store the past two years, has sold his stock to L. P. Byars.

Victoria, B. C.—A few days ago the old-established Hardware business of Nicholls & Kenouf changed hands, the purchasers being new arrivals from the Northwest.

Walla Walla, Wash.—The Hardware firm of Cox & Barnett, now doing business at the corner of First and Alder Streets, will soon be succeeded by a corporation composed of local business men and Walla Walla Valley farmers, with a capital of $100,000. The company will soon file articles of incorporation, and is composed of the following well-known men: David Cox, W. S. Barnett, John Foley, John I. Yeetd and Bruce Ferrell.

Washington, D. C.—Albert L. Johnson, who has been connected with Morsell's Hardware store for the past twenty years, and for the last five years as general manager, has bought the business and will hereafter run it as his own. It was announced the business would be conducted along the old lines with as little change as possible.

Williamsport, Ind.—E. D. Scott has traded his stock of Hardware for a farm in Michigan, near Sturgis.

Youngstown, Ohio.—The Stambaugh-Thompson Company has acquired the business of the Morris Hardware Company. It has been learned from a reliable source that the Stambaugh-Thompson company secured the Morris concern for $341,000.

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YOU CAN FOOL

Some painters all of the time, and some painters some of the time but—you can't fool all painters all the time on Turpentine. Nor can you fool Father Time. He'll expose you quicker than a wink.

Adulterated Turpentine mixed with Paint will make it "powder" and blow away. The paint won't last, nor protect, nor wear. 90% of so-called "Turpentine" is adulterated with petroleum—benzine—naphtha or gasoline.

You can't afford to sell it, Mr. Dealer, but it'll pay you twice over to stock up and sell "Allpine" Painter's Turpentine, because

*

It is guaranteed to be free from adulterants and is an "unsaturated" compound—will change from a thin to a thicker liquid, and finally to a smooth, resinous, glassy substance. It will produce the finest and most lasting work. If it's profits you're after, sell

"Allpine" Painter's Turpentine

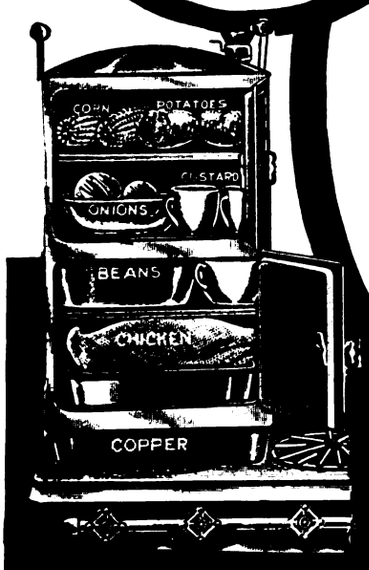
GEORGETOWN CHEMICAL WORKS

The Charles E. Sholes Co., Sole Agents, 164 Front St, N. Y.

The

Ideal Steam Cooker

and Baker Combination



"All Around Excellonco"

Is the consensus of opinion among thrifty housewives of the Ideal Steam Cooker—either square or round—because it cooks the whole meal for the whole family without watching, worrying or waste of time.

You would not want a better Cooker to sell.

Ten Million Women

read our advertisements in all the popular magazines, and every inquiry or order we turn over to the dealer.

Get our 48-page Book and Testimonials.

Our prices and discounts will surprise you

The **TOLEDO COOKER CO.**

1336 W. Bancroft St., Toledo, O.

HARDWARE

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HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Alexis, Ill.—Alexis Hardware & Implement Company has been incorporated for the purpose of manufacturing; capital, $2,500 Incorporators: G. B. Odell, Harry P. McMullin and Alfred W. Blythe.

Bay City, Mich.—The Michigan Tool & Novelty Works has filed articles of association, naming the capital stock at $2,000. The office shall be in Bay City and the stockholders are F. L. Schrefferman, F. J. Powell, E. C. Biggam, C. Moses, William Catlin, F. W. Youngs, H. O'Dell, Pat McLean, A. B. Flagg, Charles Mitchell, F. W. Youngs, trustee.

Boston, Mass.—Boston Brass Andiron Company has been incorporated with a capital of $25,000; Charles A. Pearce, Frank W. Douglass, Solon W. Bingham.

Buffalo, N. Y.—Model Brass Foundry has been incorporated to manufacture castings, tools, etc.; capital, $5,000. Incorporators: Pauline Popp, No. 277 Moeller Avenue; John Popp, No. 273 Strauss Street; Philip Epp, No. 24 Goodyear Avenue, all of Buffalo, N. Y.

Camden, N. J.—The Conover Machine Co. has been incorporated; objects, to manufacture and deal in all kinds of agricultural machinery; capital, $500,000. Incorporators, William G. Conover, William P. Conover, Jr., John A. MacPeak.

Columbus, Ohio.—The Columbus Plow Company has begun operations at its new plant on Davis Avenue and the railroad tracks, and a large force of men is employed. The capacity of the plant will be 1,000 plows and 2,000 harrows a year.

Fort Worth, Tex.—A new manufacturing enterprise is being installed in North Fort Worth. The articles to be manufactured are the newly patented one-minute dish-washing machines. C. W. Darnell & Son are the proprietors of the new enterprise. Several skilled workmen will be required to start the work, and it is expected that as soon as the work is started the force will be greatly increased. The machinery is now being installed and the work of manufacturing the machines will be in progress within a few days.

Galesburg, Ill.—Wetmore Manufacturing Co. has been incorporated; capital, $2,500; manufacturing tools, machinery. Incorporators—G. A. Smith, Theodore L. Wetmore, G. A. Smith.

Greenfield, Mass.—The A. J. Smart Manufacturing Co. has been incorporated in Massachusetts to manufacture taps and dies. The officers are: President and treasurer, A. J. Smart; vice-president, R. S. Bascom, and secretary, R. H. Smart. The company proposes to build a factory in the vicinity of Greenfield within a year or so, and will prepare to make tools and special machinery for the manufacture of taps and dies.

Lisbon, Ohio.—A company capitalized at $100,000, with an enameling plant at Lisbon, Ohio, has been formed by F. M. Brown and W. H. Cochrane of the Bindley Hardware Company. The new plant will employ 500 persons.

Lamont, Ill.—American Aluminum Manufacturing Company has been incorporated with a capital of $5,000. Incorporators—George S. Walker, William Dougall and J. L. Gallagher.

Lowell, Mass.—Victor Mangle Company has been incorporated with a capital of $20,000. John S. Langworthy, Herbert O. Allen, Frank K. Stearns.

Millington, N. J.—Duane H. Nash has incorporated to manufacture farming implements, mill supplies, etc.; capital, $100,000. Incorporators: Alfred T. Nash, D. Howard Nash, Anna Nash Teff.

New York, N. Y.—Electric Floor Surfacer Co. of New York has been incorporated to manufacture machinery for polishing floors, etc.; capital, $10,000. Incorporators: G. F. Hall, Providence, R. I.; E. F. Mardock, East Orange, N. J.; H. L. Mardock, New York City.

New York, N. Y.—The Consolidated Handle Company has been incorporated to manufacture hickory and iron handles and woodmen's and mechanics' tools. Directors—Edward E. Robbins, Greensborough, Pa.; William J. Balmer and Michael Balmer of Manor, Pa.; Michael R. Grace of Memphis, Tenn.; William A. Chapman of New York, and Harry W. Davis of Wilmington.

Perth Amboy, N. J.—National Nail Driving Machine Co., No. 136 Smith Street, has been incorporated to manufacture nail driving machines; capital, $50,000. Incorporators: Frederick Yepsen, George W. Yepsen, John A. Milliken, Perth Amboy, N. J.

Reading, Pa.—C. G. Derr will apply for a charter for the incorporation of the American Die & Tool Company, which proposes to operate under the laws of Pennsylvania in the future. The firm conducts a large plant at Second and Buttonwood Streets, which is devoted to the manufacture of dies and tools, grinding machines, brass hand pumps and whistles, lawn mowers, etc. The capital stock will be $60,000. The incorporators are J. H. Sternbergh, Herbert M. Sternbergh, Edwin S. Smith and C. S. Dundore.

South Marion, Ind.—The Hoosier Store Company have started a small force of men to work for the first time. The company expects by the first of December to have the whole plant in operation.

Syracuse, N. Y.—Essex Law Machine Tool Company has been incorporated: capital, $50,000. Directors—J. L. Law, Jr., W. T. Gray and J. A. Anderson, Syracuse.

Changes and Improvements.

Augusta, Me.—George E. Gay, manufacturer of Gay's ratchet screw drivers, owing to the increased demand for his products, has materially enlarged his plant.

Bristol, Conn.—The Wallace Barnes Co., manufacturers of small springs of all descriptions, have nearly completed their new factory building, which will give 24,000 square feet of additional floor space. New machinery, together with the rearrangement of that already in operation, will enable the company to take on heavier work. Its automobile department will be doubled.

Cincinnati, Ohio.—The Stewart Iron Works Co., owing to the large increase in the demand for its iron fencing, is building an addition to its plant, 100 by 100 feet, two stories high, brick, which will enable the company to employ from 75 to 100 additional men. The building is expected to be completed by February 1 next.

Dayton, Ohio.—The Burkhardt Manufacturing Company of Springfield, organized about six months ago for the purpose of manufacturing a meat-slicing machine, has sold out its business to I. J. Cushing of Dayton, manager of the Boston Scale Company, and the business will be transferred to Anderson, Ind., to which place the machinery is now being shipped.

Dixon, Ill.—The Clipper Lawn Mower Co., manufacturers of hand and pony mowers and modern gasoline engines from two to eight horsepower, has recently completed a new plant, 40 by 150 feet, two stories high, with a finished basement. A warehouse is also to be erected, 30 by 95 feet, and the site, which is 700 feet long and 60 feet wide, provides ample room for future extensions.

East Douglas, Mass.—Ethan Rogers, general superintendent of the American Axe & Tool Co., has called for plans for a shop to replace the burned buildings. Supt. William J. Griffin states: "The total loss to the East Douglas plant in the fire of October 17, as figured by the directors of the company approximates $41,000. The amount paid by the insurance companies was about two-thirds of the loss."

Epping, N. H.—James W. Shepard of Strafford has leased the Moses G. Nichols plant and will engage in the manufacture of axe and hammer handles.

Franklin, Pa.—The Colburn Machine Tool Co. has built an addition to its plant, 30 by 60 feet, which will be used as a pattern shop, the building formerly used for this purpose now being operated as a machine shop.

Hoopeston, Ill.—The Hoopeston Horse Nail Co. will enlarge the plant to fill contracts now on their books. Special machinery is being built by the Henry Perkins Co., of Bridgewater, Mass. This equipment will be ready about January 1. It will also be necessary to increase the power plant, as well as to add to the machine and tool department.

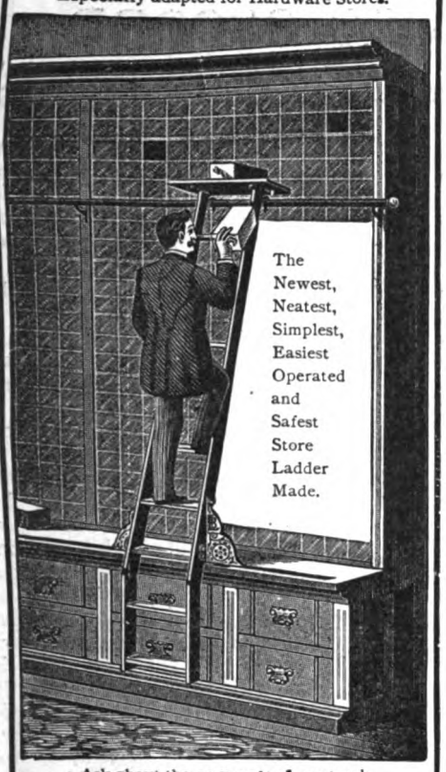
Ingersoll, Ont.—The purchase by the John Morrow Machine Screw Co., Limited, of the plant of the Standard Bolt & Screw Co. of Toronto is looked upon as of considerable importance to this town. The new plant, which was valued at about $28,000, will be used to supplement the plant here. It will necessitate the employment of much more labor.

Keyport, N. J.—Sherman & Co. of New York, makers of the Sterling razors, have purchased the large cutlery manufacturing plant, formerly owned and operated by the American Cutlery Co., and occupying an entire block. The equipment represents an investment of $90,000.

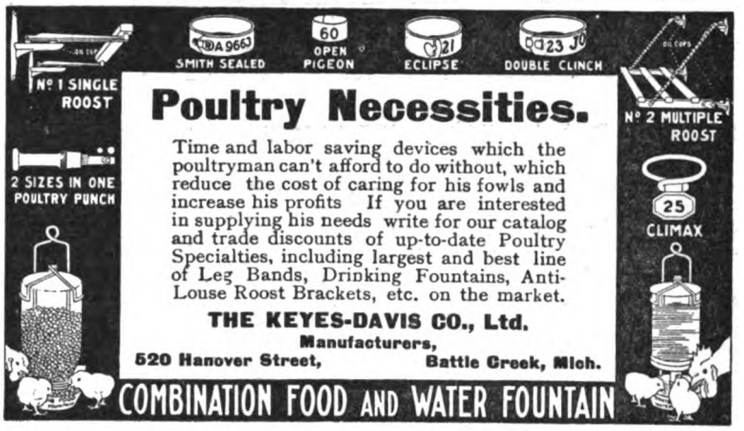
Muncie, Ind.—Kitselman Brothers, manufacturers of woven wire fence, ornamental fence and gates and plain and coiled spring wire, have in course of erection two separate additions. One of them is 50 by 75 feet and the other 100 feet square. Both of them will be of steel construction throughout and the machinery installed will be of the company's own manufacture. Electric motors will be used for power.

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The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.





DOES DOUBLE DUTY

"ATLANTIC" GALVANIZED STRIPED WARE



Has the knack of winning customers and keeping them, because it's made from smooth galvanized sheets; heavily wired around top; double re-enforced; has double-seamed raised bottom and wide seams—in a word: It's built to do double duty in hardest usage.

"ATLANTIC"

Galvanized Iron and Tin Ware for household and dairy use is high grade. Sells at profitable prices.



The "Atlantic" Line should be on Your List for 1907.

ATLANTIC STAMPING CO.
185 AMES ST. - - ROCHESTER, N. Y.

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BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Boulder, Colo.—The F. E. Wilson Hardware Co. have incorporated with a capital stock of $20,000 to conduct a retail business in sporting and athletic goods and Hardware.

Charlotte, N. C.—The Relay Mfg. Co. has been incorporated with $125,000 capital, to manufacture bicycles, parts and accessories. The company will begin business with $4,000. The incorporators are G. V. Keller, M. F. Trotter and Morris E. Trotter, all of Charlotte.

Cleveland, Ohio.—The Hydraulic Pressed Steel Co. is the style of a new concern which has commenced business in Cleveland, Ohio, and which is making a bid for the trade in bicycle sprockets. Its general manager, James H. Foster, was formerly identified with Parish & Bingham.

Denver, Colo.—The Denver Bicycle Cement Co. has been incorporated with $5,000 capital. Harry E. Gougar, George F. Fridwell and J. F. Jones are the corporators.

Durham, Ont.—Oscar S. Hunter is to establish a Hardware and sporting goods store.

Hamlin, Tex.—The Riter Hardware Co. have incorporated with a capital of $10,000. They will carry on a retail business in sporting goods.

Jersey City, N. J.—Jersey City Sporting Goods Co. has been incorporated to manufacture and deal in sporting goods, etc.; capital, $10,000. Incorporators: Evert Van Slyke and Elizabeth J. Van Slyke, 253d Street, Riverside-on-the-Hudson, N. Y.; John O. Van Slyke, Jersey City, N. J.

Keene, N. H.—A. W. Dickerman of Gloucester, Mass., is to open a sporting goods store in Petts' block on Church Street.

Midale, Sask.—J. F. Wright has opened a Hardware store at Midale, Sask., and G. R. Fogg, another at Togo, Sask. Both will carry a line of sporting goods suitable for sale in the new settlements of the Canadian Northwest.

Montreal, Can.—The Gillette Sales Company have their new Canadian razor factory in full operation, with A. A. Bittnes as manager.

Patchogue, N. Y.—O. B. Slatterly has opened a repair shop on Roe Court.

Richmond, Va.—Wilmer M. Batten, formerly of Millville, N. J. has opened a store on Broad Street.

St. Louis, Mo.—Articles of incorporation have been filed by the Hurck Cycle Co., who will hereafter be known as the Hurck Motor & Cycle Co. The capital is $5,000.

Vancouver, B. C.—Thomas Dunn, the pioneer Hardware merchant, is to establish the first Hardware store at Prince Rupert, the Pacific terminal of the Grand Trunk Pacific, the new transcontinental railway.

Welland, Ont.—A new Hardware and sporting goods store is to be opened by T. Kitely.

Bentley, Iowa.—P. H. Heft is the successor to Heft & Timberman, who handles sporting goods.

Changes and Improvements.

Angola, N. Y.—The Emblem Mfg. Co. for the first time will include motor cycles in their 1907 lines. The Emblem machine will employ the Thor 2¼ horsepower motor and other Thor components.

Boston, Mass.—Owing to a change in the policy of the Pope Mfg. Company, which has decided to give up their Boston branch, its bicycle interests in the future will be taken care of by Alonzo D. Peck, so long connected with this concern, at its old stand, No. 223 Columbus Avenue, Pope Building, in part of the store occupied by the Dodge Motor Vehicle Company, who will handle the full Pope line of automobiles.

Chicago, Ill.—The Fischer Rod Mfg. Co., 50 North Canal Street, have purchased several lots in South Elgin, Ill., and will erect a large factory for the manufacture of their New Century telescopic steel fishing rods. With the improved facilities afforded in the new quarters, the output will be greatly increased.

Chicago, Ill.—The Pope Mfg. Co. has leased quarters at the corner of Clark and Monroe Streets—in the heart of the downtown business district—and opened a sales office at that address on December 1st.

Chicopee Falls, Mass.—At the annual meeting John C. Cole, for many years superintendent of the Fisk Rubber Co., was elected to an additional vice-presidency that was created. All other officials were re-elected.

Dickens, Iowa.—J. T. Cronk has succeeded to the Hardware and sporting goods business of William McCurdy.

Faribault, Minn.—Walter Scott has purchased half interest in Faribault Cycle Co., Mr. Thomas retiring; new style, Auto Supply Co.

Glencoe, Ont.—John Henry & Son have purchased the Hardware store of D. McLachlan. They will have a sporting goods department.

Girard, Kan.—D. I. Spence has sold his business there to E. C. Hiett, and has opened up another business, which includes sporting goods, in Frontenac, Kan.

Hamilton, Ont.—Boulter & Gilmour have sold their Hardware store to Stanley Mills & Co., who do a good trade in sporting goods.

Hartford, Conn.—The Anglers Company, who have heretofore confined their operations to the manufacture of fishing tackle, have leased a large store at 725 Main Street and after making extensive alterations, are conducting a wholesale and retail sporting goods and photographic supply house. At the head of the concern, which is known as The Sportsman's Shop, is W. R. Newsome, who has been president of the Anglers Company since its organization.

Howe, Neb.—C. A. Keel has succeeded to the business of W. H. Lohr. He carries a representative line of sporting goods.

Kimball, Kan.—V. S. Kelsey has purchased the sporting goods business of the Kimball Hardware Company.

McPherson, Kan.—N. Fields has sold out to O. W. Johnson.

Montreal, Canada.—The increase in their business during the past year has compelled the Dominion Cartridge Co. to undertake certain improvements in building and facilities in order to take care of the output in 1907 which promises to double that of the present season. Considerable construction work is being carried on at the factory and a great deal of new machinery is added. The announcement was recently made that C. Edward Wood, who was appointed United States sales manager several months ago when the company opened a department for the trade in this country, has now taken over the Canadian and foreign business of the firm with the title of general sales manager.

New York, N. Y.—Announcement has been made to the trade that the merchandise and good will of the Bridgeport Athletic Mfg. Co., 311 Broadway, have been sold to Wright & Ditson, Boston, Mass., the large manufacturers of lawn tennis supplies. On November 15, V. M. Delano, president of the Bridgeport concern, assumed the duties as manager of what will be known as the New York branch of Wright & Ditson, at the above address. There a wholesale trade will be conducted and trade will be supplied in New York, Philadelphia and vicinity. In addition to their established lines they will continue the B. C. I. lawn tennis rackets, golf clubs and other articles formerly identified with the Bridgeport Athletic Mfg. Co.

Richmond, Va.—Charles W. Vaughn has moved into more commodious quarters at 2 East Broad Street. He will continue his retail business in sporting and athletic goods.

Shelby, Ohio.—The Shelby Steel Tube Co. is erecting an additional mill at Elwood City, Pa., which it is expected will be completed and in operation by February next.

Theresa, N. Y.—A branch of the Skinner fishing tackle manufactory will be located here in the near future.

? ? ? TRUE TEMPER ? ? ?

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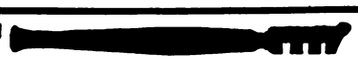


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NUMBERING MACHINE
PRICE $5.00
STYLE OF IMPRINT
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Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.



Barrett Glass Cutters
Best in quality. Unsurpassed as sellers. Get prices from

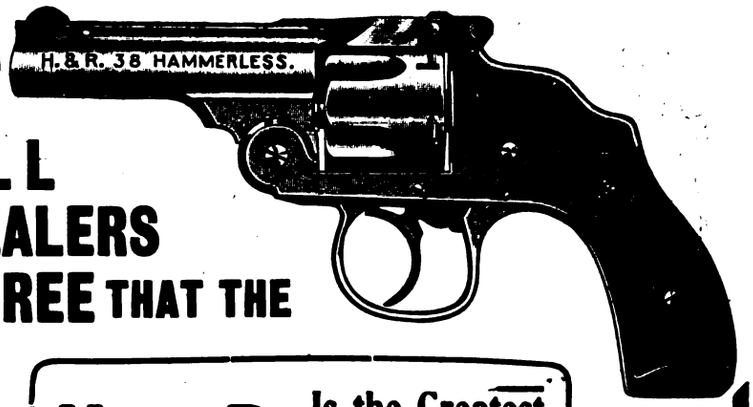
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Your Real Estate or Business
NO MATTER WHERE LOCATED.
Proper ies and Business of all kinds sold quickly for cash in all parts of the United States. Don't wait. Write to-day describing what you have to sell and give cash price on same.

If You Want to Buy
any kind of Business or Real Estate anywhere, at any price, write me your requirements. I can save you time and money.

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TOPEKA, — KANSAS.

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. BRIDGEPORT, CONN.



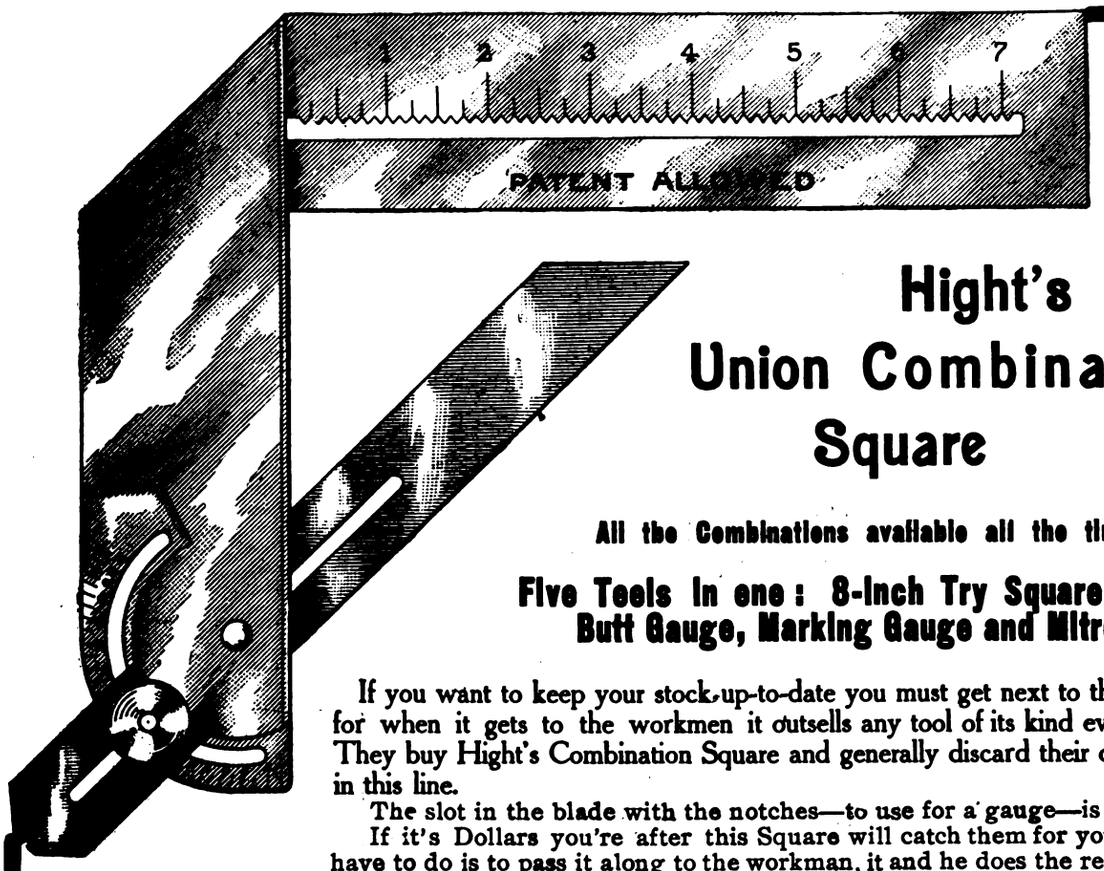
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H. & R. Is the Greatest Revolver Value for the Money

because of the minute care in manufacture. Every piece of material must be the highest quality; the workmanship and finish the best; and every weapon must be perfect to pass the most rigid inspection before leaving the factory.

If you are not carrying them in your stock, it will pay you to put in a line at once. *Our catalog will interest you. Postal brings it.*

HARRINGTON & RICHARDSON ARMS CO.
315 PARK AVE., WORCESTER, MASS.



Hight's Union Combination Square

All the Combinations available all the time.

Five Tools in one: 8-inch Try Square, Bevel, Butt Gauge, Marking Gauge and Mitre

If you want to keep your stock up-to-date you must get next to this Square, for when it gets to the workmen it outsells any tool of its kind ever offered. They buy Hight's Combination Square and generally discard their other tools in this line.

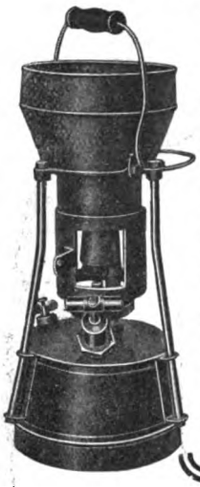
The slot in the blade with the notches—to use for a gauge—is a winner.

If it's Dollars you're after this Square will catch them for you—all you have to do is to pass it along to the workman, it and he does the rest. Prices and full description sent on application.

The best tool of its kind on the market.

THE HIGHT MFG. CO., 837 Spitzer Building, Toledo, O.

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THE BARTHEL KEROSENE FURNACE

Is simple in construction, reliable and durable under all conditions of work.

Smokeless—smell-less—colliess.

Absolutely safe; approved by underwriters.

Cheaper to operate and gives greater heat than any other furnace.

Send for booklet and prices.

Barthel Blow Lamp Co.

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TURNER TORCHES



No. 12 Old Reliable Torch

is the highest grade of single jet type of torch made.

Constructed of the best quality heavy brass and being the first torch of its kind ever placed on the market, it is the favorite among all classes of mechanics.

You would not want a more profitable seller. Guaranteed.

Write your Jobber or us.

Price of No. 12 $3.25. Get our Catalog.

TURNER BRASS WORKS,
70 N. Franklin St., Chicago, Ill.

THE CHAP

We're trying to please with our new Furnace is the plumber. Are you? Then remember: Only ONE furnace,—burning Kerosene,—will melt more solder and heat coppers in one-third less time, at less cost, with greater safety, than any other—the

ARCHAMBAULT KEROSENE FURNACE

All due to its construction. Burner has greater heating capacity. Strongly made throughout. Will withstand hard and long usage. Our guarantee with each furnace. Write for circular and prices.



Barnes Tool Co.

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BUFFALO WIRE WORKS CO.

FORMERLY SCHEELER'S SONS

WIRE CLOTH
WIRE GOODS
Artistic Metal Works.

SEND FOR CATALOGUE.

BUFFALO N.Y.

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100 Perfection Paper Fasteners, mailed for 10 cts. Schooley Novelty Co., Homestead, Pa.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

MALE HELP WANTED

AMONG the employers who secure Salesmen, Executive, Clerical and Technical men through us are many leading manufacturing concerns; some of them need men *now* for responsible positions; write us to-day. HAPGOODS, 305 Broadway, N. Y.



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WATROUS AUTOMATIC DOOR CATCH

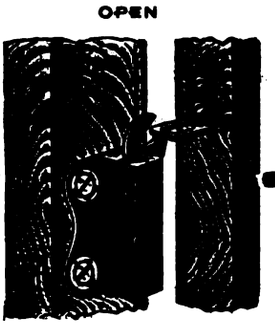
TWO-THIRDS ACTUAL SIZE.

PATENT APPLIED FOR.

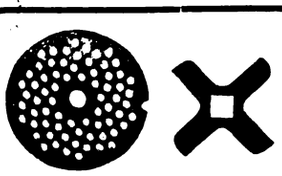
For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar. Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.

The E. L. Watrous Mfg. Co.
Des Moines, Iowa.

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Cleveland Butchers Supply Co.

Manufacturers of

Special Butchers' Machinery and Repairs of Hand and Power Meat Choppers.

Let us quote you prices. We can save you money.

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Made in fifty-nine Shapes and Sizes, and in Coarse, Medium and Fine Grits.

INDIA OIL STONES

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Hard, Sharp and Quick



India Oil Stones
are found in the tool chests of all up-to-date workmen.

And are sold under the following guarantee:

"If this article should prove in any respect unsatisfactory, we agree to exchange or refund the full price paid for same."

"THE KIND YOU CAN RELY UPON."



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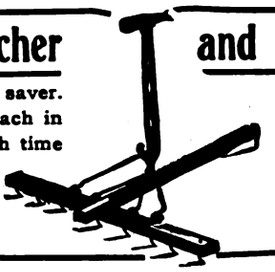
NORTON COMPANY,
WORCESTER, MASS.

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PIKE, N. H.

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The Excelsior Carpet Stretcher and Tack Hammer Combined



Is without a peer as a time, labor and temper saver. Light, strong, easily operated, folds compactly, each in a neat box. Wider Stretch than any other each time set. Any desired Stretch can be taken, Stretcher locked in any position and instantly released,—no "backing up" Tooth Bar.

A quick seller, with good profits for both Jobber and Dealer.

Not sold to Catalog Houses.

Ask your Jobber for the "EXCELSIOR" and accept no other, or write

RICHARD W. MONTROSS,
GALIEN, MICHIGAN.



10 lb. Screw Top Tins in 100 lb. Cases.

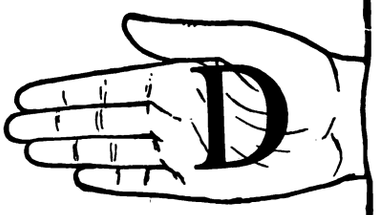
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GODDARD'S MOP PRESS

The best machine made for drying a mop. Nothing to get out of order; only four pieces in it. The most simple, durable and efficient on the market.

ALL MALLEABLE IRON
Sells on Sight. Warranted One Year
Send for Circulars to
GODDARD MOP PRESS CO.
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LOOK TO OUR TRADE MARK ON THE PERFECT NAIL SET

It protects you against imperfection. The "Perfect"



Will stand more wear and tear than any other.

Hammer-forged from Sanderson Steel. Cup-pointed; has corrugated grip. Send for catalogue. It shows the rest of our line.

THE DUCHARMES & CO., Shelburne Falls, Mass.
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THE SPIDER
"NEVER-BREAK"



that will not scorch or burn even the most delicate dainty, sauce or gravy.

Will not absorb grease or flavor.

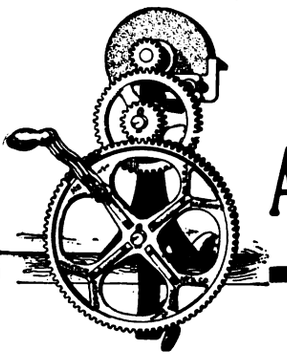
Does not get smeary, dirty, unsanitary.

Always clean, sweet, hygienic. Never warps.

Name always stamped on the handle.
You should have our complete catalog.

THE AVERY STAMPING CO., Cleveland, Ohio.
Exclusive Manufacturers.

"'Way Ahead"



Of the grindstone or any other apparatus for sharpening table or kitchen cutlery or edge tools of every kind are our

HAND and FOOT POWER
Grinders and Tool Sharpeners

Four sizes. Needed in every home—every day in the year.

Every grinder guaranteed.

Be sure: Get our catalogue with Discounts to the trade—to-day.

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282 E. WALNUT ST.
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our catalog file for anything you need in the hardware line. We keep it up-to-date for your benefit.

Write --- wire or telephone us.

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We Are the First!

Yes, we are the first of the manufacturers of Terne Plates to suggest and adopt the plan of stamping the amount of coating carried by our brands of Roofing Tin, and of stamping all wasters as such.

This is the "square deal" which all Jobbers, Architects, Roofers and Property Owners have needed for so long—and already the move has shown a good effect.

In future, don't merely specify American Ternes, American Extra, American Special, American Old Style A, 2A, 3A, 4A, 5A, MF, or U. S. Eagle New Method—but examine the boxes when these arrive and see that the contents indicate exactly what you purchased. If the sheet isn't stamped with the coating, look along the edge for the mark "Waster."

If you'll use these precautions you'll find Roofing Tin to be the most satisfactory roof covering you can use—but you can't expect an 8-lb. Terne to do the work of the old time or present day 30 to 40-lb. coated plates.

Send for our booklet "From Underfoot to Overhead" if you would know how a high grade Terne Plate is made, and use MF ROOFING TIN, "The Terne which turns the elements," if you want the best Roofing Tin that can be had.

AMERICAN
SHEET & TIN PLATE
COMPANY,

FRICK BUILDING **PITTSBURGH, PA.**

"TRADE ● MARK **Bristol**"



RODS THAT CATCH CUSTOM

Are the "Bristol" Steel Fishing Rods, so well known, and widely advertised that they almost sell themselves. Anyway, each one sold sells others, and the Dealer giving satisfaction is sure to get the tackle trade.

The very liberal discount we allow, enables Dealers to retail the rods at low prices, yet leave good margin of profit.

As to the superior quality of the "Bristol" Rods, to prove our faith, and furnish you with the *strongest possible selling argument* we give absolute guarantee against breakage due to defective material or poor workmanship for THREE YEARS after a rod leaves our factory. Remember it pays to keep a full, assorted stock.

Is your name on our list? We can send you occasional advertising matter which will help make sales, *and refer* inquiries to you.

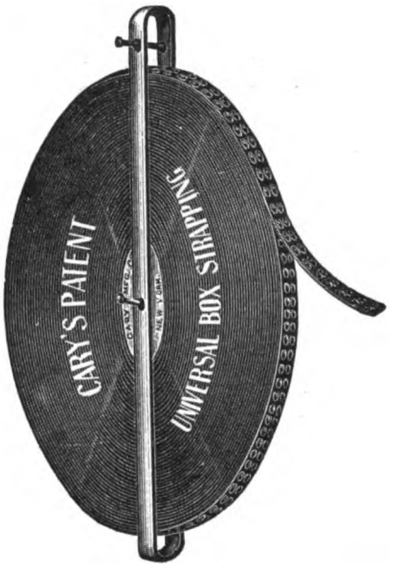
Look for our name and trade mark "Bristol" on every reel seat. Ours are the ORIGINAL Steel Fishing Rods; we have been manufacturing them for nearly twenty years.

THE HORTON MFG. CO.,
BRISTOL, CONN., U. S. A.

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CARY'S UNIVERSAL BOX STRAP

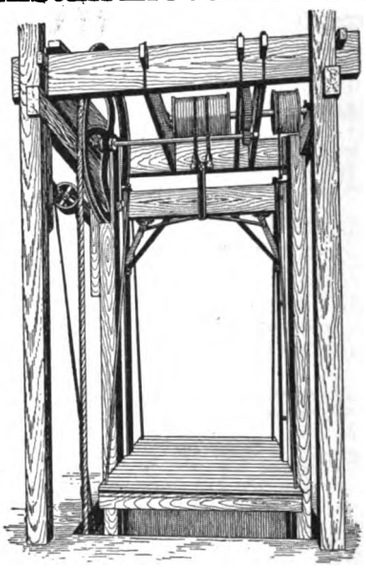
A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

We Pay the Freight
You Install Elevator Yourself

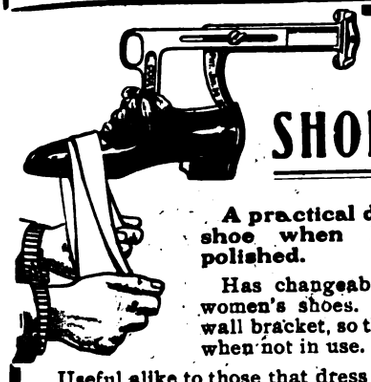


STORE HOIST

We will ship this Elevator direct to you, freight paid and you can itstall it yourself without expense except the help of the average mechanic. This is an exceptional offer. Everyone knows that EATON & PRINCE means dependable Elevators. No other Elevator is quite as good because none is made with such infinite care. Send for Catalogue No. 57.

We are also extensive makers of Passenger and Freight Elevators for direct and alternating electric current. Send postal for illustrated catalogue No. 56.

EATON & PRINCE COMPANY
70-76 Michigan St., Chicago, Ill.



COULTER JR. SHOE HOLDER

A practical device for holding the shoe when being cleaned and polished.

Has changeable lasts for men's and women's shoes. Made with detachable wall bracket, so that holder can be removed when not in use.

Useful alike to those that dress their own shoes or have others attend to it for them. For high and low shoes and for dressing applied by brush, sponge or cloth. **Retails for $1.00.**

Write for Booklet and Prices.

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WHEN WRITING

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PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₩ gal	48c
Linseed, City, boiled, in bbls, " "	45c
Out of Town, on spot, ₩ gal	42c
Calcutta, raw, in barrels, ₩ gal	70c
Lard, prime city, ₩ gal	72@78c
Lard extra, No. 1	47@49c
Lard, No. 1	40@44c

Paints and Colors

Barytes, Foreign floated, ₩ ton	$18.50@20.00
Barytes, American floated, ₩ ton	$19.00
White Lead, American, dry, in bbls., ₩ lb	6¾c
White Lead, American, in oil, in lots of less than 500 lbs., ₩ lb. net	7¾c
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White Lead Eng., in oil, ₩ lb	9¾@10c
Zinc, American dry, ₩ lb	5¾@6¼c

Putty, Commercial—₩ 100 lb

In bladders	$1.70 @1.85
In bbls or tubes	1.90 @1.40
In 1 lb. to 5 lb cans	2.45 @2.55
In kegs to 50 lb cans	1.70 @1.90

Spirits Turpentine

In regular bbls	70½@71c
In machine bbls	71@71½c

Dry Colors

	₩ Lb
Blue, Chinese	36@46c
Blue, Prussian	25@c34
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	3@3½c
Sienna, Italian, raw & powdered	3@3½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7½c
Green, Paris, in kegs	13½@14½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Ivory, best	16@20c
Blue, Chinese	36@46c
Blue, Prussian	27@30c
Blue, Ultramarine	14½@15c
Sienna, burnt	3@3½c
Sienna, raw	3@3½c
Umber, burnt	2½@3½c
Umbe .	2½@3½c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B	52@55c
G. D	per M 34@35c
F. L	per M 40@42c
G. E	per M 48@50c
Musket	per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M	20%
B.L. Caps (Sturtevant Shells) $2.00 per M	20%
All other Primers per M. $1.52 to $1.60.	

CARTRIDGES—

Blank Cartridges:	
32 C. F., $5.50	10&5%
38 C. F., $7.00	10&5%
22 cal., Rim, $1.50	10&5%
32 cal., Rim, $2.75	10&5%
B. B. Caps, Con. Ball, swgd	$1.80
B. B. Caps, Round Ball	$1.40
Cent. Fire	25%
Target and Sporting Rifle	15&5%
Primed Shells and Bullets	15&10%
Rim Fire Sporting	50%
Rim Fire Military	15&5%

SHELLS, EMPTY—

Brass Shells:	
First quality, all gauges	60&5%
Climax, Club, Rival, 10 and 12 gge	65&5%
Paper Shells:	
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge	25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge	30%
Climax, Union, League, New Rival, 10 and 12 gauge	35%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list)	30%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge	33⅓&5%

SHELLS, LOADED—

Black Powder	40%
Smokeless Powder, medium grade	40&5%
Smokeless Powder, high grade	40&10&10

SHOT—

Drop, up to B 25 lb bag	$1.90
Drop, B and larger, per 25 lb bag	2.15
Buck, 25 lb bag	2.15
Chilled, 25 lb bag	2.15
Dust Shot, 25 lb bag	2.25

GUN WADS—₱ 1000—

B E., 11 up	$ 60
B. E., 9 and 10	70
B. E., 8	80
B. E., 7	90
P. E., 11 up	1.00
P. E., 9 and 10	1.25
P. E., 8	1.50
P. E., 7	1.50

(15%)

Ely's B. E., 11 and larger	$1.70@$1.75
Ely's P. E., 12 to 20	$3.00@$3.25

Animal Pokes

Iowa Farming Tools.	₱ doz.
Hawkeye	$3.25
Western	4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net	$2.00
Burten's, ₱ doz. pair, Nos. 2 and 5	50c
Per doz. pair, No. 1	75c
Per doz. pair, No. 4	1.00

Kohler's:	₱ Gro.
Daisy, No. 4	Net. $4.80
Perfect, No. 2	Net. 6.00
Bolt Holder, No. 1	Net. 8.40

Anvils

American "Horse-Shoe"	9¼c
Arm and Hammer	8½@8¾c
Eagle Anvils, ₱ lb, net	7@7½c
Hay-Budden, Wrought	9½@9¾c
Peter Wright's	11@11½c
Trenton	9 1-2@9¾c
Columbian, all steel, ₱ lb, net	9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill)	$15.00, 15&10%

Augers and Auger Bits

Boring Machine Snells	70%
Com. Auger Bits	75@75&5%
Forstner Pat. Bits	25%
Ford Auger Bit Co:	
Auger Bits, Car Bits, Machine Bits	40@40&5%
C. E. Jennings & Co.:	
D'ble Spur pattern car, No. 30	40&7½&10%
Nobles Double Spur, No. 33	35&10%
No. 10, Extension Lip	25&10%
Car Bits, No. 10	25&10%
Car Bits, No. 30	40&7½&10%
Ring Augers	66⅔&10%
Jennings' Pattern	50&10&60%
Snell's Auger and Car Bits:	
Extra	60&10&10%
No. 1	60&10&10&10%
Russell Jennings' Augers and Bits	25&10&33⅓%

HOLLOW AUGERS—

Ames	35&10%
Beeney's Adjustable	$3.50@4.00
Hibbard's Adjustable	Net prices
Ives	35&10%
Millers Falls, Goodell	15&7½&10%
Universal, each $4.50	20%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat	33⅓&10%
Clark's small, $18	50&10%
Clark's large, $36	50&10%
Ives' Model, ₱ doz. $60	50%

DOUBLE CUT GIMLET BITS—

Common, net	$3.00@$3.25
German Pattern, net	$4.60@5.75
Mayhew's Diamond ₱ doz. $1.25	40%
Snell's Bell Hangers	60%

TWIST DRILLS—

Bit Stock	60&10@60, 10&10
Taper and Straight Shank	60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co	33⅓&5%
L'Hommedieu's	15%
Snell's	40&10%
Watrous'	33⅓&7½%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.50@4.00
Patent Peg	31@34c
Sewing, Com	88c@$1.00
Shouldered Peg	65@70c
Shouldered Brad	63@65c
Socket Scratch ₱ doz	$1.00

Awl and Tool Sets

Aiken's Awls and Tools:	
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10	60&10%
Brad Sets:	
No. 42, $10.50; No. 43, $12.50	70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7	50%
Ice Awls	55%
Miller's Falls Adj. Tool Holders:	
Nos. 1, $12; 2, $12; 4, $12; 5, $18	15&10%
C. E. Jennings & Co's. Adj. Tool Hdls.	33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18	30%

Axes

Single Bit, base weights:	
First Quality	$5.00
Second Quality	$4.50
Double Bit, base weights:	
First Quality	$7.50
Second Quality	6.75

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:	
Shingling, etc	50%
Broad and Bbl	40&10%
Boy's Axes	50%
Peck Edge Tool Co.:	
Hatchets, shingling, etc	50%
Broad and Bb'l	40&10%
Boy's Axes and Hatchets	50%

Axle Grease

Dixon's "Everlasting" Graphite:	
1 lb cans (63 in case)	15 ea.
2 " " " "	25 "
10 " firkins (6 in case)	$1.20 "
25 " "	2.75 "
50 " kegs	5.00 "
100 " "	9.00 "
200 " half bbls.	8½lb
375-400 lb "	8½lb
Snow Flake:	
One-quart cans, ₱ doz.	$ 2.00
Two-quart cans ₱ doz.	3.20
One-gallon cans, ₱ doz.	6.00
Five-gallon cans, ₱ doz.	24.00
Quarter bbls. (15 gals.), ₱ gal.	.45
One-half bbls. ₱ gal.	.40
Bbls., ₱ gal.	.35

(Discount 10%)

Balances, Spring

Chatillon's:	
Light, class A	50%
Circular Balances, class C	50%
Ice Balances, class B	50%
Straight Balances, Class A1	50%
Class A3	40%
Class D. E. F	30%
Class G	20%

Balances, Sash

Caldwell's	50%
Pullman's	50&10@60%

Beef Shavers

Enterprise:	
Japanned, each, $3.00	25@30%
Tinned, each, $10.50	25@30%

Bells

HAND—

Hand Bells, polished brass	60@60&10%
Nickel Plated	50&10@60%
Pure bell metal	30%
Silver chime	33⅓@35%
Swiss	60&60&7½%
White metal	60%

DOOR—

Trip, Gem	50&10%
Gong, Abbe's	45%
Gong, Yankee	55%
New Departure:	
Rotary	60@10%
Push	50%

COW—

Common wrought	75@75&10%
Kentucky	70@70&10%
Texas Star	50%
Western, Sargent's list	70@70&10%

Bellows

Blacksmiths'	65&10@5%
Hand	25&10%
Moulders'	25&10%

Belting Rubber

Boston Belting Co:	
"Boston"	50%
"Imperial," seamless stitched	45%
Niagara	60%
New Jersey Car Spring & Rubber Co:	
Extra Para	40&10%
Reliable	50&10%
Staple	60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50	50%
Miller's Falls	15&10%

Binder Twine

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	18c

Bit Holders.

Angular	45%
Extension:	
Barber's, ₱ doz. $15.00	45@50%
Ives' ₱ doz. $20.00	60&10%

Blind Adjusters

Columbian	33⅓
Domestic, ₱ doz. $3.00	33⅓%
Excelsior, ₱ doz. $10.00	50&10&2%
North's	10%
Zimmerman's	50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr	$9.00
Zimmerman's	50@50&10%

Blocks, Tackle

Eddy's	50&10@60%
Hartz' Steel	50@50&5%
Iron Strapped, Japanned Sheaves	70&10%
Iron Strapped, Lig Vitae Sheaves	60%
Rope Strapped, Japanned Sheaves	65&10%
L. V. Sheaves	40%
Lanes:	
Junior, Self Sustaining	30%
Pat. Automatic	30%
Perfect Safety	30%
Stowell, Novelty Block	50%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c	60&10%
Cast Iron Chain	60&10%
Cast Iron Shutter Bolts	60&10%
Ives' Patent Door Bolts	60%
Wrought Barrel	80%
Wrought Barrel Bolts, Griffin's	75%
Wrought Square	70%
Wrt Shutter, St'nrd list	70&10%
Wrought Spring, Sargent's	70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller	70&12 1-2%
Larger and longer	60&2 1-2%
Phila. Eagle, $5.00 list May 24, '99	80%
Bolt ends, list Feb. 14, '95	60&7 1-2%
Bolt ends, with C and T nuts	60%
Machine, ⅝x4 and smaller	75%
Machine, larger and longer	65@65&5%

TIRE—

American Screw Co:	
Bay State, plain, list Dec. 28, '99	80%
Bay State, fluted	80%
Eagle Phila	82½%
Norway, Phila	80%
Common	75&10@80%
Norway, Phila	80%
Portchester, Norway	80%
Phila	83⅓%

STOVE AND PLOW—

Plow	65&10%
Stove	55&10%

MISCELLANEOUS—

Sink	30%

Bone Mills

Enterprise	25@30%
Stearns	40%

Borers, Tap

Enterprise	20@25%

Each	$1.25,	$1.75,	$2.50
Nos	1	2	3

C. E. Jennings & Co.:	
No. 6	30&10%
No. 10	25&10%
Common ring	20&10%
Ives	25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat	$2.50,	$2.75
Ajax		40%
Phillips		$4.00 net

Box Scrapers

Bradley's	20%
Stanley's Adjustable	45%

Box Strapping

Cary Mfg. Co's., in case lots: "Universal"	25&10%
Standard Metal Strap Co's.: Eclipse	20&10%

Braces

Barbers'	50&10&10@60&10%
Barbers' Ratchet	60&60&10%
Common Hall American	60@60&10%
C. E. Jennings & Co.:	
No. 108@114	50&5&10%
No. 208½@214½	50&5&10%
Lancaster Mach. & Knife Works	50%
Gen. Spofford's	60%

Brackets

Griffin's Folding	70&10%
Griffin's Pressed Steel	30@30&10%
Bradley's Pat., full cases	30&10@30&10%
Bradley's, in broken cases	30&10%
Baine's Adjustable	25%

Bright Wire Goods

Standard list, June 24, 1908	90&20@90&25%

Bull Rings

Humason, Beckley & Co's	30%
Rea's 2¼ in. net, ₱ doz	$1.50
Sargent's	30%

Butchers' Cleavers

New List, Feb. 1, 1906:

Foster Bros., flat heads	30%
Foster Bros., round heads	30%
Lancaster Mach. & Knife Works	33⅓&40%
L. & I. J. White	30%
Plumb's	30%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star	15@15&10%
C. E. Jennings & Co	30&10%

Butter and Cheese Triers

Ordinary Black Handle	25%
Humason & Beckley's	40%

Butt and Rabbet Gauges

Stanley's	25&10%

Butts

BRASS—

Wrought Brass	50%

CAST IRON—

Fast Joint, broad	40&10@50%
Fast Joint, narrow	40&10@30%
Loose Joint	70&5@75%
Loose Joint, Japanned	70&5@75%
Loose Joint, Jap. with Acorns	70&5@75%
Loose Pin	70&5@75%
Mayer's Hinges	70@70&5%
Parliament Butts	70@70&5%

WROUGHT STEEL—

	Discount.
Reversible and Broad	75%
Light reversible, Light Narrow	75%
Loose Joint, Narrow L'ht, Inside Blind, etc	70&10%
Back Flaps, Table Chest	70%

(Extra, 10&10%)

Calipers

Bemis & Call:	
Wing	60%
Double	65%
Inside and outside	65%
Straight leg	65%
Call's Pattern, inside	55%

Can Openers

American	₱ gross, $1.75@$2.00
No. 5, iron handle	₱ gross, $2.00
Sardine Scissors	$1.75@$2.00
Sardine Scissors, forged steel	₱ doz., $3.00
Sprague, Nos. 1, $3.00; 2, 2.25; 3, 2.50	30%@30&10%

Cartridges

See Ammunition.

Casters

Bed	70@70&10%
French or Philadelphia Iron wheel	75@75&10
Plate	60@60&10
Payson's Furniture	70&10&10
Payson's Truck	70&10
Standard, Ball Bearing	45%

Cattle Leaders

Humason, Beckley & Co's	70%
Sargent's	70&10%
Welton's	70&10%

Chain

American Coil, Straight Link:

Inch	₱ 100 Lbs.
3-16	$3.90
¼	3.10
5-16	3.10
⅜	4.40
7-16	4.25
½	4.15
9-16	4.10
⅝	4.00
¾	3.90
⅞ to 1	3.85
1¼ to 1¾	3.95

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain.....

Chains

Galvanized Pump chain, ₱ lb	4½@4¾c
Ger. coil, list July 24, '97	60&10@60&10&10%
Ger. Halter chain, list July 24, '97	60&10&10%
Jack chain, Iron	50&10@60&10&10%
Jack chain, Brass	60&10@60&10&10%
Oneida Wire Dog chains	45@50&5%
Trace Wagon and Fancy Chains: New list	60@60&10%
Bridgeport Trace chains	65%
Stake chains	65%
Heel chains	80%

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COW TIES—
American ..... 45&5&50&10&5%
Niagara ..... 45&5&50&10&5%
Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute ..... 33⅓&5%
Sisal ..... 33⅓&5%

Chain Guards
Aluminum S. & N. Co 50%

Carpet Stretchers
Bullard's ..... 33⅓&5%
Montrose' "Excelsior" and Tack Hammer (umbined), ₱ doz., $6.00 ..... 20%
Cast iron, Steel points, ₱ doz 80c
Sockets, ₱ doz $1.75

Carpet Sweepers
Sterling Carpet Sweepers:
Model A, Nickel trimmings 25.00
" B, Japd. " 21.00
" " Nickel " 23.00
" C, " " 21.50
" D, Japd. " 19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.30	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners
Enterprise ..... 25%@30%
Goodell's Family, net ₱ doz $5.00
Rellman's, net, ₱ doz 6.00

Chisels
SOCKET FRAMING & FIRMER—
Standard Makes 75%
L. & I. J. White ..... 30@30&5%
C. E. Jennings & Co., No. 70 ..... 25&10%
Jennings & Griffin Mfg. Co ..... 65&2%
TANGED & MISCELLANEOUS—
W. & S. Butchers' ..... $4.75@$5.00 to £
C. E. Jennings & Co ..... 25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels ..... 25&10%
Tanged Gouges ..... 25&10%
Tanged Firmers ..... 33⅓&10%
Tanged Gouges ..... 33⅓&5
L. & I. J. White ..... 25&5%
COLD CHISELS—
Good quality, ₱ lb ..... 12&16c
Snell's best C. S ..... 40&5%
Cronk's 50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers
HORSE—
Chicago Flexible Shaft Co's.:

	Each.	
Lightning Belt Clipping Mach.	$15.00	30%
New '98, Chicago	3.75	
1903 Chicago	10.75	
Twentieth Century	5.00	

Coach Oil

Snow Flake.		33⅓&10%
One-pint cans, ₱ doz.	$ 3.00	
One-quart cans, ₱ doz.	4.80	
One-gallon cans, ₱ doz.	15.00	
Five-gallon cans, ₱ doz.	66.00	

Cocks, Brass
Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Hacking, &c., Cocks ..... 65&10@70%

Coffee Mills
Box and Side ..... 50&10@60%
Enterprise Mfg. Co ..... 20@25%
Lane Bros. Co 30%

Compasses, Dividers, &c
Atmol Calipers and Dividers 40%
Bemis & Call Co's.:
Compasses 50%
Dividers 65%
Compasses, Calipers, Dividers ..... 70@70&10%

Coopers' Tools
Barton's ..... 20@20&5%
L. & I. J. White ..... 20c@30&5
Sandusky Tool Co ..... 30@20&10%

Corkscrews
Detroit Cork Screw Co 33⅓%
Humason & Beckley Mfg. Co ..... 50&10%
Samson, ₱ doz $10.00

Corn Hooks

	₱ Dos.
Kretsinger Cut-Easy	net $6.00

Corn Knives and Cutters
Bradley's ..... net
Wadsworth's 60%

Countersinks
Mayhew's Diamond ..... 40@45%
Smith's 25%
Snell's 40%
Wheeler's Patent 50%

Cow Ties
See Chains.

Crayons
Sargent's List 20%
Dixon's:

	₱ Gro.
Eclipse ..... 7 in., $3.75; 9 in.,	$4.38
Emerald	5.00
Oriole	5.0
Rainbow	3.12
Solid	7.50
Tailor black, $5.62; ed and blue	9.00

Curry Combs
Kohler's 40%
The Metal Stamping Co 40%
Southington Cutlery Co's ..... 25&10%

Cutlery
Foster's Pocket 20%
Carriers' Pocket 50%

Diggers
See Post Hole, etc.

Dividers
See Compasses, Dividers, etc.

Dog Collars
Walter B. Stevens & Son:
Brass 40%
Embossed Gilt ..... 80&10%
Leather 40%
Union Hd'wre Co., new list ..... 50@50&10%

Door Checks
Bardsley's ..... 40@45%
Columbia ..... 50&10%
Eclipse ..... 60&10%
Home ..... 50&10%
Pullman's Screen, ₱ doz. net $4.50

Door Holders
Empire 50%
Superior 33⅓%

Door Springs
Columbian Steel 20%
" Faultless 50%
Gem (Coil), list Oct. '95 ..... 20%
Pullman, Perfect 25%
Pullman Coil 25%
Star (Coil), list Oct. '95 ..... 30%
Torrey's Rod, 39 in., ₱ doz. net $1.10@$1.25
" " 48 in., " " " 3.50
Victor, Coil ..... 50&10&10%
Chicago Coil Springs ..... 40&10%
Reliance Coil Springs ..... 40&10%

Drain Cleaners
Iwan's Adjustable 55%
Iwan's Stationary ..... 40&5%

Drawer Pulls
Drawer Pulls, Griffin Mfg. Co., list ..... 75&10%
Sargent's list 60

Drawing Knives
Standard Makes ..... 70&10@75%
Adjustable Handle ..... 25@25&10%
Jennings & Griffin 60%
Watrous ..... 16⅔&10%
L. & I. J. White ..... 20&5@25%

Drills and Drill Stocks
Automatic Boring Tools, Goodell's ..... 40&5@40&10%
Blacksmiths' 60%
Breast, Miller's Falls, each $8.00 ..... 15&10%
Hand, Goodell's ..... 30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00 ..... 33⅓%
TWIST DRILLS—
See Augers and Bits.

Egg Beaters

	₱ Doz.	₱ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz., $3.60	1.15	13.00
No. 1, Tinned	1.40	16.20
No. B, Japanned, hotel size.	1.85	23.00
No. 8, Japanned, Dasher flared	1.55	19.20
No. 2, Tinned, hotel size	2.00	24.00

Emery Wheel Dressers.
Sterling 35%

Escutcheons
Wood 25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets
Iron Petroleum ..... 70@70&10%
SELF MEASURING—
Enterprise ₱ doz. $36.00 ..... 40&10%
Lane's ..... $40.10&2%

Files
DOMESTIC—
New list, Nov. 1, 1898:
American ..... 75&10@75&10&10%
Arcade ..... 75&10@75&10&10%
J. Barton Smith ..... 75&10@75&10&10%
Disston's 75%
Disston's Superfine 50%
Eagle ..... 75&10@75&10&10%
Great Western ..... 75&10@75&10&10%
Kearney & Foot ..... 75&10@75&10&10%
McClellan ..... 75&10@75&10&10%
Nicholson ..... 70&10@75&5%
Nicholson's X. F. Files ..... 40@40&10%
Royal ..... 80@80&10%
IMPORTED—
Stub's ..... Stub's list, 30@33⅓

Filters
Acorn 50%
Fulper's Natural Stone ..... $3.50@$13.50
Subject to trade discount.

Fish Hooks
Am. Fish Hook Co. list ..... 60@60&10%
Kirby & Limerick, low list (50c. base) ... 10%

Fishing Tackle

	₱ Doz
Bishop's.	
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers
Covert's Saddlery Works:
Great American ..... 60&20%

Freezers, Ice Cream

"Alaska":					
Qts.	1	2	3	4	6
Net	$1.15	$1.35	$1.60	$1.95	$2.60
"North Star:"					
Net	$1.35	$1.45	$1.75	$2.25	

Fruit, Wine & Jelly Presses
Enterprise ..... 20@25%

Fry Pans

Standard list ..... 75&10@80%				
No.	1	2	3	4
₱ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$6.00	$7.00	$8.00	$9.00

Kitchen Specialty Co.: Net ₱ Gro.

Size AA	$8.10
" A	8.70
" B	9.30
" C	9.90

Gauges
Bemis & Call's Steel 50%
Disston's Mortise 67⅓%
Marking Mortise, etc 50%
Stanley's 35%
Starrett's Surface, Center and Scratch. ..... 25&10%
Wire, Morses 25%
Wire, P. S. & W., low list 33⅓%

Gimlets
"Diamond" Gimlets, ₱ gro ..... $4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%

Gimlet Bits
See Augers and Bits.

Globe and Racking Cocks
See Faucets.

Glue
Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins ..... 40&10%

Glue Pots
See Hollow Ware.

Graphite, Lubricating
Dixon's Pure Flake:
633— 1 lb. cans ..... 20c. ea
638— 5 lb. screw top tin cans ..... 85c. ea
634— 10 lb. screw top tin cans ..... $1.60 ea
644— 25 lb. boxes ..... 15c. lb
645— 50 lb. boxes ..... 14½c. lb
646—100 lb. kegs ..... 14c. lb
647—350 lb. barrels ..... 13c. lb

Grindstone Fixtures
Cronk's 50%
P. S. & W ..... 30@30&10%
Stowells Extra Heavy ..... 40&10%
Stowells Light 50%

Gunpowder
See Ammunition.

Gun Wads
See Ammunition.

Hafts
Brittons, ₱ doz $3.50

Halters
Covert Mfg. Co.:
Jute Rope Halters 50%
Sisal Rope ..... 30&10%
Web Halters ..... 35&5%

Hammers
HANDLED HAMMERS—
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75 ..... 50%
Maydole's ..... 33⅓&5@40&10%
Sargent's new list 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 33⅓&7½%
Engineers and B. S. Hand ..... 50&12½%
Quaker City Hammers ..... 40&10%
Riveting and Tinners' ..... 40&2½%
HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb ..... 30&5@30&10&5%
3 to 5 lb 40c lb ..... 30&5@30&10&5%
Over 5 lb 30c lb ..... 30&10&5@30&10&10&5%
Wilkinson's Smiths ..... 9½c@10c ₱ lb

Hammock Ropes
Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 20%

Handles
WOOD—
Auger, assorted, ₱ gro $2.75
Auger, large, ₱ gro 3.25
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 32½ 40%
Axe, Pick, etc ..... 60&5%@60&10%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron ..... 25@33⅓
Brad Awl, ₱ gro ..... $1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net $1.50
File, assorted, ₱ gro ..... $1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. ..... $2.25@$2.75
Hammer, Hatchet ..... 60&10%
Hoe, Rake and Fork ..... 45@50
Rollis Hdw. Co. Hafts, $9.00 ..... 40&10%
"Simplicity" File Hdls, ₱ gro ..... $ 90&1.50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D Handle. 40&10%
Shovel and Spade, Long Handles .. 40&5@50%
CROSS-CUT SAW HANDLES—
Atkins ..... 40&5%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door
Old Pattern ..... 60&10%
New England ..... 66⅔@70
Chicago Spring Butt Co.:
Fractious 25%
Oscillating 25%
Big Twin 25%
Lane's:
Covered ..... 60&2%
Hinge Pattern, net ..... $6.08 ₱ doz.
Standard ..... 60&5%
Special, No. 25 ..... $3.50
" " 30 ..... 3.80
" " 40 ..... 5.00
" " 20 ..... 6.25
Track for same, ₱ 100 ft. net 3.75
Cronk's:
Nos. 1, 1½, 2 and 3 ..... 60&5%
Nos. 11, 12 ..... 70&10%
No. 50, net $3.80
No. 44, net 4.00
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr. .60&10%
Myers' Stay-on ..... 60&5%
Wilcox's New Century ..... 60&10&10%

Hangers, Garment
Pullman's ..... ₱ gro. net $6.00

Hangers, Parlor Door, Etc
Lane's:
Standard ..... net $3.20
Ball Bearing ..... " 4.15
No. 105 ..... " 2.95
New Model ..... " 2.85
New Champion ..... " 2.35

Hardware Shelving
OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 488, 40 drawers, no partitions, run. ft., $8.80; net each $320.00
No. 1656, 56 drawers, no partitions, run. ft., $4.88; net each 88.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54.38
OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf. run. ft., $2.25; net each 18.75
No. 1703, with two adjustable center shelves, run. ft., $2.75; net each 22.92
NAIL BIN BASES—
No. 1733, 12 spaces, 150 lbs. each, run. ft., $3.71; net each 23.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each 25.84
No. 1772, 8 nail spaces and 8 assorted oak drawers above nail bins, run. ft., $3.85; net each 30.88

Hasps and Staples
Cronk's 50%
McKinney's "Perfect", $1.10 ₱ doz 50%
Wrought ..... 30@30&10%
Wrought, Stanley 50%
Wrought, Griffin 30%

Hatchets
See Axes.

Hay Tools
F. E. Myers & Bro.:
Myers Unloader, double steel track .. $7.00
Myers Unloader, wood track 7.00
Comb. Car, Double steel T 7.00
Comb. Car, wood track 7.00
Rev. Car, Double steel track 7.00
Rev. Car, wood track 7.00
Myers Unloader, cable 7.00
Myers Unloader, single rail 7.00
Sure Grip Sling Car, steel or wood track 13.08
Dbl. Rail steel track, complete, ₱ ft. ——
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each 1.80
Nellis Fork, each 3.00
Double Grapple Fork, each 7.00
Sprouts, Shear Fork, each 1.50
Walker Fork, each 2.50
Common 6 in. wood sheave pulley, Fig. 482, ₱ doz 3.20
Faultless steel frame K. P. pulley, Fig. 485, ₱ doz 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz 3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz 4.80
Reed Wood Frame pulley with hook, Fig. 484, ₱ doz 4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz 3.50
Floor pulley, wood sheave, Fig. 498, ₱ doz 4.50
Hanging Hooks for double steel track, ₱ doz 1.40
Hanging Hooks for single steel track, ₱ doz 1.40
Hanging Hooks for wood track, 10 in., ₱ doz 1.00
16 in., ₱ doz 1.20
Floor Hooks, ¾ in., ₱ doz 1.40
Malleable Rafter brackets, ₱ doz .... .70
Wrought Rafter brackets, ₱ doz ..... .70
Rope Hitch, ₱ doz 3.20
Discount on above 50%

Hay and Straw Knives
Auburn Hay, com. and spear point .. 40&10%
Iwan's Hay, sickle edge, ₱ doz., net .. $9.60
Iwan's Hay, imp. serrated, ₱ doz., net 10.00
Kohler's Hay, sickle edge, ₱ doz., net. 9.60
Auburn Straw ..... 40&10%
Weymouth, pat., ₱ doz., net $9.00
Wadsworth's ..... 40&10%

Hedge Trimmers
Wadsworth's:
No. 1 ..... 10%
No. 2 ..... 10%

Hinges
WROUGHT IRON HINGES—

Screw Hook and Strap	6 to 12 in., ₱ lb	5½c
	14 to 20 in., ₱ lb	5½c
	22 to 36 in., ₱ lb	5½c

STRAP AND T HINGES—
(New Prices)
List December 20, 1904:

Light Strap Hinges	65%	10&10%
Heavy Strap Hinges	70%	
Light T Hinges	60%	
Heavy T Hinges	50%	
Extra Heavy T Hinges	66⅔%	Extra 10&10%
Hinge Hasps	45%	
Corrugated Heavy Strap	70%	
Corrugated Ex. Heavy T	66⅔%	

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SPRING HINGES—

Bommer Brothers:
- Bommer Spring Hinges 40%
- Bommer B. B. Floor Hinges 40%

Bardsley's Patent Checking 15%

Chicago Spring Butt Co.:
- Chicago Spring Butts 25%
- Triple End Spring Butts 50%
- Chicago Ball Bearing Floor Hinge 50%
- Garden City Fire Engine House Hinge 25%
- Chicago Saloon Door Hinge 25%

Columbian:
- Steel Hinges 60%
- Floor Hinges 60%
- American 30%
- Gem 30%
- Oxford 30%
- Acme, Steel 30%
- " Brass 25%

Niles Mfg. Co ..... 30&5%

Superior:
- Floor Hinges 33%

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... 50&10@60&10%
N. E., ₱ doz., $7.80 ..... 60%
N. E. Reversible, ₱ doz., $5.60 ..... 60%
N. Y. State, ₱ doz., $4.80 ..... 60%
Western, ₱ doz., $4.20 ..... 60%

BLIND HINGES—

Parker ..... 70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13 ..... 75%
W. H. Co's., No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.30 ₱ doz. sets ..... 30&10%

Hitching Cords

Covert Mfg. Co 45%
Hitchers Stall ..... 30&2%

Hollow Ware

ENAMELED—

Agate Nickel Steel Ware 60%
"Never Break" Steel:
- Spiders, Griddles, &c ..... 65&10%
- Maslin Kettles, &c 60%
- " " Porcelained 50%

STOVE HOLLOW WARE—

Blacklock:
- Ground ..... 50@50&10%
- Plain or Unground ..... 60@60 V 5%
- Country Ware ₱ 100 lbs. net ..... $2.75@$3.00
- Enameled Ware ..... 45&10@50%

WHITE ENAMELED WARE—

Maslin Kettles ..... 65@65&10%
Tinned Boilers and Saucepans ..... 35&10%
Enameled ..... 45&10%

GLUE POTS—

Tinned ..... 30&10%
Enameled ..... 35&10%

Hooks

BUSH—

Jennings & Griffin's ..... 33⅓&5%
Wadsworths ..... 55&10%

CAST IRON—

Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60@10%
Clothes Line, Sargent's list ..... 50&10&10%
Coat and Hat, Sargent's list ..... 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60&10%
Picture ..... 50&10%
Screw Hat ..... 60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%

WIRE—

Atlas, new list, single cases 80%
Atlas, Metal Clasp ..... 75@75&10%
Wire Coat and Hat, Acme ..... 60&10%
Wire Coat and Hat, Gem ..... 70&10@75%
Wire Ceiling, Gem ..... 70&10@75%

MISCELLANEOUS—

Belt ..... 80&10%
Covert Mfg. Co.:
- Safety Gate and Scuttle Hooks ..... 35&5%

Grass, Wadsworth's 60%
Cronk's, Grass, ₱ doz $2.75
Hooks and Eyes, Brass ..... 60&10&10%
Hooks and Eyes, Mal. Iron ..... 70&10%
Cotton, box and hay ..... 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	10	1	
A. C.	25c	25c	23c	21c	21c		40&5%
American, all sizes, net							9½c
Nos.	6	7	8	9	10		
Anchor and New Haven	12c. net for all sizes 5 to 10.						
Nos.	6	7	8	9	10		
Aumable	25c	25c	25c	24c	23c		50&10%
C. B. K.	25c	23c	23c	21c	21c		40%
Capewell	19c	18c	17c	16c	16c		10&5%
Champlain	25c	25c	25c	24c	23c	40	&10@50%
Clinton Fin	19c	17c	16c	15c	14c		30&10%
Essex	23c	23c	25c	24c	23c	40	&10@50%
Lyra, all sizes, net							9½c
Livingston							10&10%
Mand S.	25c	23c	23c	21c	21c		50%
Neponset, Nos. 5 to 10, ₱ lb							12c
Northwestern	25c	25c	23c	21c	20c	25	&25&5%
Putnam	23c	21c	20c	19c	18c		33⅓&5
New Putnam	19c	18c	17c	16c	16c		10&10%
Vulcan	25c	21c	20c	19c	18c		25&10%
Western							40&10%

Horse Shoes

F. O. B. Pittsburgh:
- Horse and mule, Iron, ₱ keg $4.00
- Steel, ₱ keg 3.75

Horse Ties

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Sisal 33%
- Jute 45%

Hose, Rubber

Boston Belting Co.:
- "Boston" 50%
- Niagara 60%

N. J. Car Spring & Rubber Co.:
- Extra Para ..... 40&10%
- Reliable ..... 50&10%
- Staple ..... 60&10%

Standard ..... 70&10%

Hose Bands

Star Hydrant ..... 30&30%
Steam 70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross ..... $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, ... No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain ..... 20@25%

Knives

Kimball's:
- Bread Knives, ₱ doz. $1.50 ..... 20%
- Butcher Knives 25%
- Shoe Knives 25%

Cronk's Chopping, net ₱ doz $1.50
Foster Bros., butcher, &c 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw

Wadsworth ..... 40&10%

Knife Sharpeners

Pike's: 40%
- Nat. Grit Carving Knife Hones ₱ doz $3.00
- Solid Stone Carving Knife Hones ₱ doz $2.50
- Quick Edge Pocket Knife Hones ₱ doz $3.00
- Mounted Kitchen Sandstone ₱ doz $1.50

Knobs

Bardsley's wood, door, shutter and base ..... 10@15%
Base, rubber tip, 2¼ in bead, ₱ gro ..... $1.15@$1.25
Door Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75
Door Por. Nickel ..... $2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D ..... 40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion ..... 75&10%
Clipper Improved ..... 50&10&5%
Enterprise ..... 40&10%
Genuine Philadelphia Mowers;
- Styles M, S, C, K, T ..... 70&10%
- Style A (all steel) ..... 60&10%
- Style E, low wheel ..... 60&10%
- Style E, high wheel ..... 70&10&5%
- Drexel, low list 50%
- Gold Coins, low list 50%

New Departure, high wheel ..... 70&10%
New Departure, low wheel 75%
Pennsylvania ..... 60&10

Lawn Sprinklers

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
- Philadelphia Lawn Sprinkler:
  - Nos. 1 2 3
  - Per Dozen $12.00 $15.00 $24.00 20%

Kohler's:
- Daisy, net, ₱ doz $7.50
- Mystic 6.00
- Rainmaker 4.80
- Dew Drop 1.20

Leads

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Jute 45%
- Sisal 33⅓%

Lemon Squeezers

Berger Bros., ₱ doz. 8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz $9.60
Little Giant ..... 50@50&5%
Porc. lined, Iron, ₱ doz $1.75
Porc. lined, Wood, ₱ doz $1.35
Wood, common, ₱ gro. ..... No. 0, $5.25 @$5.50; No. 1, $6.25@$6.50

Levels

C. E. Jennings & Co's.:
- Hexagon ..... 25&10%
- Iron Bench, new design ..... 25&10%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 20%
Samson Cot., Nos. 4, $3.90; 4½, $3.75 ..... 20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $5.50; 2, $7.00; 3, $7.50 ..... 20%
Wire Clothes:

	18	19	20
100 feet	$3.25	$3.00	$1.75
75 feet	1.00	1.25	1.10

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 40%
Reading Hardware Co 40%
Sargent & Co 40%

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 .. 40%
Ames Sword Co ..... 40@45%
Brown's brass 25%
Brown's chain 25%
Champion 40%
Eagle 40%
Smith & Egge bicycle 50%
Wrought iron ..... 75&10@80%
Yale Lock Co 50%

TRUNK—

Corbin's ..... 25&10%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory ..... 45@5&50%
Lignumvitæ ..... 45@5&50%
Bliss:
- Carpenters, Tinners, Box, Carvers ... 33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden, net ₱ doz $4.00
Regular Goods ..... 70&10%@75%

Meat and Food Cutters

American 30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz ..... 30&10@40&10%

Nos.	1	2	3	4
Each	$14	$17	$19	$60

Enterprise ..... 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$3.75	$6	$4.50	$6

Little Giant ..... 40@50%

Nos.	305	310	312	320	322
Each	$35	$46	$44	$72	$68

Woodruff's, ₱ doz ..... 40@50%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Juice Extractors

Enterprise ..... 25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	20c
Kosmic	18c
Magnolia, Anti-Friction	25c
Mystic	16c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00 ..... 40%
Sargent's ..... 60@60&10%

Mitre Boxes

C. E. Jennings & Co ..... 30&10%
Seavey's, ₱ doz., $30 ..... 40%
Stanley Rule and Level Co.:
- Nos. 340 to 460 ..... 30%
- Nos. 50 and 60 ..... 35%

Mop Wringers

	₱ Doz.
No. 1 Reliance	$12.00
No. 2 Reliance	16.00

Motors

COFFEE MILL—

Specialty Novelty Co., each $5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899 ..... 85@85&10%

PICTURE—

Niles' Patent 40%
Porcelain head, combination list ..... 60&10%
Porcelain head, Sargent's list 60%

Nail Nippers

	₱ Doz.
"Gem," ½ gross lots, ₱ gross	$21.00
" less quantity, ₱ dozen	2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net $7.50
Black Hawk, ₱ dozen 9.00
Cyclops ..... 40&10%@50%
Cronk's, ₱ dozen, net $12.00
Eureka, No. 74, ₱ doz., net $8.50
Eureka, No. 75, ₱ doz., net $6.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00 ..... 30&5%
Lightning, ₱ doz., $18.00 ..... 20%
Morrills No. 1, list $20.00 ..... 50%
National, ₱ doz., $24.00 ..... 10%
Pelican, ₱ doz., $ 9.00 ..... 40@40&10%
Rollis Hardware Co., No. 1, $18.00 .. 50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	.55
Corrugated	.65
Knurled	60@70%

Nippers

Acme 50%
Nettleton Mfg. Co.:
- Reversible Cutting 40%

Smith's cutting 50%
Todd's cutting 30%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $8.00	20%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, blank	$4.80
Hexagon, blank	5.10
Square, blank, C. T. & R	5.10
Hexagon, blank, C. T. & R	5.70

Hot Pressed:

Mfrs. U. S. or Nar. Guage Standard	
Square, blank	5.00
Hexagon, blank	5.40
Square, tapped	4.70
Hexagon, tapped	5.10

Oils

Linseed, city, boiled, in barrels
Linseed, city, raw, in barrels
Out of town on spot
} See "Review of Markets"
Calcutta, raw, in barrels ..... 72@73c
Lard, prime city, ₱ gal ..... 72@73c
Lard, Extra, No. 1 ..... 47@49c
Lard, No. 2 ..... 40@44c

Oilers

Brass and copper ..... 50&10
Tin or steel ..... 65@10&70%
Cushman & Denison's: ₱ Doz
- Gem ..... $ .50
- Leader ..... .60
- Perfect oilers 1.50
- Star pocket oilers ..... .75

"Paragon," brass ..... 50&10%
"Paragon," zinc ..... 65&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust ..... 70@70&10%
Zinc and tin ..... 65@65&10%
American Tube & Stamping Co.:
Spring bottom cans ..... 70@70&10%
Railroad oilers, etc ..... 60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes': 40%
- Hindostan, large axe ..... 8c ₱ lb
- " small " ..... 10c " "
- Queer Creek Axe ..... 20c " "

OIL STONES—

Pikes':
- Lily White Washita ..... 60c ₱ lb
- Rosy Red " ..... 60c " "
- Extra " ..... 50c " "
- No. 1 " ..... 40c " "
- No. 2 " ..... 30c " "
- Lily White " round edge slips ..... 90c " "
- No. 1 Washita, round edge slips ..... 70c " "
- Washita Pen Knife pieces ..... 70c " "
- No. 1 Hard Arkansas stone 3 to 5¼ in. long ..... $3.80 " "
- No. 1 Hard Arkansas stone 5¼ to 8 in. long ..... $3.50 " "
- No. 1 Soft Arkansas stone 3 to 5¼ in. long ..... $1.50 " "
- No. 1 Soft Arkansas stone 5¼ to 8 in. long ..... $1.70 " "
- Soft Arkansas, round edge slips ..... $3.50 " "
- Hard Arkansas, round edge slips ..... $4.00 " "
- Hard Arkansas Pocket Knife pieces ..... $4.00 " "

22½

Pikes':
- Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes 40%
- India Oilstones, all grades and sizes ... 33⅓%
- Queer Creek Oilstones ..... 20c ₱ lb
- Chocolate Oilstones ..... 80c " "
- Regular Hindostan ..... 8c " "
- Small Hindostan ..... 10c " "

40%

Pike's Selling Assortments:
- Assortment No. 1 ..... $20.00 net
- " " 2 ..... 12.00 "
- " " 3 ..... 15.00 "

Packing, Steam

RUBBER—

Boston Belting Co.:
- Phoenix, net ₱ lb 50c
- Plumbago 50%

Pure Packing, "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₱ Lb

American Packing ..... 8@10c
Cotton Packing ..... 16@25c
Italian Packing ..... 9½@12c
Jute ..... 4½@5c
Russian Packing ..... 8½@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₱ doz	$ 4.00
Baldwin	"	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	25.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 73	" "	3.25
Reading, 78	" "	3.25
Rocking Table	" "	6.50
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO— ₱ Doz

Saratoga $7.00
White Mountain 6.00

Pencils

Dixon's:	₱ Gro
Carpenter's	$3.17@3.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.37
Colored lumber	9.00
Black artists	9.37
Colored	4.38@7.50
Assortment boxes	1.51@3.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 28, 1899 ..... 70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire 50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.) ..... 35&2½%
Bench, first quality ..... 35@35&10%
Bench, second quality ..... 45@45&10%
C. E. Jennings & Co ..... 50&10%
Molding ..... 30@30&10%

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IRON PLANES—

C. E. Jennings & Co., iron ..... 50&10%
Sargent's ..... 60@60&10%
Standard Tool Co ..... 50@60&5%
Stanley Rule & Level Co.:
Bailey's 35%
Miscellaneous ..... 30&5%

PLANE IRONS—

Buck Bros 30%
C. E. Jennings & Co ..... 16⅔&10%
Stanley R. & L. Co 35%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers

Acme Nippers ..... 50&5%
Button ..... 75&10%
Cronk & Carrier Mfg. Co.:
American Button ..... 75&10%
Cronk's 60%
Stub's Pattern 50%
Combination and others 33⅓%
Heller's Farriers' Nippers, Pincers and Tools ..... 40&10@40&10&10%
The Nettleton Mfg. Co. Reversible Cutting Nippers 40%
P., S. & W. Tinners Cutting Nippers 40%
Utica Drop Forge & Tool Co.:
Pliers and Nippers, all kinds 40%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co 33⅓%

Plumbs and Levels

Cook's ..... 40&10&10%
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's Plumbs and Levels 67½%
Disston's Pocket Levels 67½%
C. E. Jennings & Co.'s Iron 33⅓%
C. E. Jennings & Co.'s Iron, Adjustable ..... 40&7½%
Stanley R. & L. Co 40%
Stanley's Duplex 35%
Woods' Extension 33⅓%

Poachers

See Egg Poachers.

Police Goods

Tower & Lyons 25%

Polish Metal

Prestoline Liquid, new list 40%
Prestoline Paste 40%
George William Hoffman
U. S. Metal Polish Paste, 3 oz boxes,
₱ doz ..... $ .50
₱ gross 4.50
¼ pound boxes, ₱ dozen 1.25
1 pound boxes, ₱ dozen 2.25
U. S. Liquid, 3 oz cans, ₱ dozen 1.25
₱ gross 12.00
Barkeeper's Friend Metal Polish
₱ dozen 1.75
₱ gross 18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ₱ lb 10c
Black Eagle, liquid, 10 oz. cans, ₱ doz 75c
Black Jack paste, ¼ lb cans, ₱ gross. 9.00
Black Kid paste, 5 lb can, each 65c
Ladd's Black Beauty, ₱ gross, $10.00. 50%
Joseph Dixon's, ₱ gross, $5.75 ..... 10%
Dixon's Plumbago, ₱ lb 8c
Fireside, ₱ gross 2.50
Gem, ₱ gross, $4.50 ..... 10%
Japanese, ₱ gross 8.50
Jet black, per gross 8.50
Peerless iron enamel, 10 oz. cans ₱ doz 1.50
Wynn's:
Black silk, 5 lb. pail, each 70c
Black silk, ¼ lb. box, ₱ doz 1.00
Black silk, 5 oz box, ₱ doz 75c
Black silk, ¼ pint liquid, ₱ doz 1.00

Poppers, Corn

Square.	₱ Doz	₱ Gro
1 qt		$ 8.00
1½ qt		10.00
2 qt		12.00

Post Hole Diggers

Avery's "Neverbreak" ₱ doz. $24.00 ..... 60%
Disston's Samson Digger, ₱ doz. $84 .. 25%
Kohler's:
Little Giant ..... ₱ doz., net $12.00
Hercules ..... " " " 10.00
Invincible ..... " " " 9.00
Pioneer ..... " " " 7.20
Universal ..... " " " 14.00
New Champion ..... " " " 5.00
Rival ..... " " " 8.00
Ryan's ..... ₱ doz., $20.00 25%
Iwan's: ₱ Doz
Split handle ..... net $7 25
Perfection ..... " 8.25
Rockford Tack & Nail Co.:
Rockford brand ..... ₱ doz., " 6.50
Atlas pattern ..... " " " 7.50

Post Hole Augers

Iwan's Patent improved ..... 40&5%
Vaughan's, 4 to 9 in ..... " " 6.00

Potato Hooks, Etc

Hoe Down Hooks ..... 75&10&2%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles 33⅓%
Disston's Combined Pruning Hook and Saw, ₱ doz. $18.00 ..... 25%
Disston's Pruning Hook, ₱ doz., $12.00 .. 25%
Smith's:
Pruning Shears ..... 60&10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co's. Pruning Tools 40%
P. S. & W. Co's. Shears 33⅓%
Waters' Tree Pruners ..... 75&10%

Pulleys

Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley ..... 60"
Fox all steel, No. 5, 7, 2 in. ₱ doz 50%
Grand Rapids," all steel 50%
Hay Fork, swivel eye, ₱ doz., 4 in., $3.75; 6 in., $5.00 ..... 55%
Hay Fork, Harts, 4¼ in., ₱ doz., $6.00 .. 50&10%
Hay Fork, 5 in., solid, $5.70 ..... 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00 ..... 40%
Side, Anti-Friction 60%
Shade rack 45%
Upright ..... 50&10@50&10&10%

Pumps

Cistern, best grades 60%
Pitcher Spout, best grades ..... 75&5@75&10%
Power Pumps, Myers' 50%
Spray Pumps, Myers ..... 50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz ..... $ 7.50
Mechanical, net ₱ doz 7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 823, 3 in. Shallow Well Pump 13.00
No. 3, Fig. 823, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 807, 3 in. Deep Well Pump 15.00
No. 6¾, Fig. 807, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump 15.00
No. 32, Fig. 522, 3 in. Deep Well Pump 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump 14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump 15.00
No. 102, Fig. 448, 3 in. Lift Pump 9.00
No. 106, Fig. 448, 3½ in. Lift Pump .. 11.00
No. 128, Fig. 510, 3 in. Lift Pump 7.00
No. 131, Fig. 510, 3½ in. Lift Pump .. 8.50
No. 225, Fig. 389, Windmill Pump ... 12.50
No. 235, Fig. 406, Windmill Pump .. 16.00
No. 240, Fig. 406, Regulator Pump .. 28.00
No. 302, Fig. 477, Spray Pump, complete 11.50
No. 330, Fig. 547, Knapsack Spray Pump 10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net 5.00
No. 320, Fig. 492, Bucket Spray Pump, net 2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive 50%
Morrill's 50%
Niagara Hollow 40%
Niagara Solid ..... 55&10%
Saddlers' or Drive, good ..... 60@65&10%
Snells' Tinners' ..... 40&5%

Rail

Barn Door, Light, Inches...	½	¾	⅞
₱ 100 feet	$1.40	1.95	2.80

Barn Door, "None Better" No. 1, ₱ ft... 3½c
Barn Door, "None Better" No. 2, ₱ ft.... 4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c 70%
Double Flange, ₱ ft., 8c 70%
Cronk's: ₱ Ft
O. N. T. style, No. 13 ..... 2½c
Double braced, No. 10 ..... 3½c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net $2.75
O. N. T. 1¼ in., net 3.00
O. N. T. 1½ in., net 4.00
Hinge Hanger, 1 in., ₱ 100 ft 3.50
" 1¼ " " " " 5.00
Stowell's Wrought steel 35%
Sliding Door, Bronzed Wrought iron, ₱ ft 6½c
Sliding Door, Steel, Brass Plated, ₱ ft.. 5½c
Sliding Door, Wrought brass, 1¼ in ₱ lb. 35c ..... 25@30%
Victor Track Rail, 7c ₱ ft ..... 60&10&2½%

Rakes, Etc

Cronk's:
Malleable ..... 70&10%
New Champion ..... $3.75, 4.00, 4.25 net
Victor ..... $3.00, 3.25, 3.50 net
Anti-Clog Lawn ..... $4.00 net
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohler's: Net
Lawn Queen, 20 ..... $3.15
" " 24 ..... 3.25
Jumbo Lawn, 36 ..... 5.40
Paragon (wood head) 2.50
Steel Garden, 10th 2.00
" " 12th 2.10
" " 14th 2.25
" " 16th 2.40

Rasps, Horse

Disston's 75%
New Nicholson Horse Rasp ..... 70&10@75%
See also Files.

Razors

Electric ..... List Net
Boracic 60%
Fox 40%
J. R. Torrey Razor Co 20%
Wostenholm & Butcher, $10.00 to £ 10%

Razor Hones

Pike Mfg. Co.:
Belgian German and Swaty, all sizes ... 50%
Pike's Selling Assortments:
Assortment No. 1 ..... $18.00 net
" No. 2 ..... 10.00 net

Registers and Ventilators

HOT AIR—
New list, July 1, 1906:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated 70%
White Porcelain 60%
Solid Brass and Bronze Metal ..... 40&10%

Revolving Chimney Tops

Iwans' Volcano 55%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ₱ doz $3.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—
Belt with Burrs ..... 40&2 1-3%
Hose with Burrs ..... 40&2 1-3%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners ..... 75@75&5%
Miscellaneous ..... 75@75&5%

Rivet Sets

Regular list 70%

Rollers, Stay

Cronk's:

Nos	50	55	56	60	65
₱ Dozen	.90c	.50c	.75c	.75c	.75c

Rope

Cotton Rope:	₱ Lb
Best ¼ in. and larger	16¼@18c
Medium	15¼@16¼c
¼ in. and larger	
Common	10¼c
Jute Rope:	
A grade	8¼ to 8¼c
C grade	7¾ to 8 c
Manilla Pure:	
7-16 in. and larger	13½c
⅜ in	14c
¼ and 5-16	14½c
Sisal, Pure:	
7-16 in. and larger	9¼c
⅜ in	9¾c
¼ and 5-16 in	10¼c

Root Cutters

Lane's 25%

Rules

Athol, Steel 33⅓%
Boxwood ..... 60&10@60&10&10%
Ivory ..... 35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood ..... 35&10%
" steel ..... 33⅓&10%
Lufkin's:
steel ..... 50&10%
Lumber 60%
Miscellaneous, Stanley's 60%

Sad Irons

DOVER ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Sleeve 50%
Tourist 50%
Toy 50%
Blacklock:
Plain black in cases, ₱ 100 lbs $2.75
Bronze finished in cases, ₱ 100 lbs 3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs 3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa ..... 20&5&5%

Safety Fuse

See Fuse.

Safety Lifts

Burr Mfg. Co., steel ..... 70&10&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth ..... 50&10%
Garnet paper 25%
Flint and emery paper ..... 50&10@60%

Sash Balances

Caldwell Mfg. Co 50%
Pullman ..... 50&10@60%
Victor bronze 75%
Victor steel 70%

Sash Chain

Competition ..... 50&10%
Giant 40%
Pullman bronze 60%
Pullman cop steel ..... 60&10%
Royal metal 60%

Sash Cord & Weight Fastener

Ives 40%

Sash Cord

Cable Laid Italian, ₱ lb ..... 16@18c
Cable Laid Russia, ₱ lb 15c
Common India, ₱ lb ..... 10@10½c
Patent Russia, ₱ lb 14c
Patent India, ₱ lb ..... 12 1-2@13c
Silver Lake:
A Quality, drab, ₱ lb 45c
A Quality, white, ₱ lb 40c
B Quality, drab, ₱ lb 40c
B Quality, white, ₱ lb 35c

Sash Fasteners

Imperial 33⅓%
Sash rollers 70%
Ives casement fasteners 40%
Champion 50%
Monitor, steel 35%
Shutter sheaves 60%
Window screen sash lifts 60%

Sash Locks

Champion meeting rail 50%
Champion side 60%
Ives' patent:
Bronze and Brass 60%
Crescent ..... 40&20%
Iron 62½
Window ventilating 55%
Robinson pat. ventilating sash lock .. 33⅓%
Wrought bronze and brass 55%
Wrought steel 55%
Paysons Signal 50%
Pullman patent ventilating 35%

Sash Weights

Ton lots at factory (Eastern) .$27.50@$28.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co ..... 25@25&7½%
National Specialty Mfg. Co 30%

Saws

Atkins:
Band to 14 in. wide 30%
Band ⅛ to 3-16 in. wide 50%
Butcher ..... 40&10%
Pruning and Compass 60%
Circular 50%
Cross Cut ..... 35&5%
Gang 50%
Hand, Panel and rip 40%
Wood ..... 40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws ..... 30&10&10%
Disston's:
Circular, solid and inserted tooth 50%
Band 3 in. to 16 in. wide 60%
Band ⅛ in. to 1⅛ in 60%
Cross cuts 45%
Narrow cross cuts 50%
Mulay, mill and drag 50%
Framed wood saws 25%
Wood saw blades 25%
Wood saw rods 25%
Hand saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8 ..... 30%
Hand saws, Nos. 7, 107, 107½, 3, 1, 0, 00, combination 25%
Compass, keyhole, pruning, dovetail, &c 30%
Butcher saws and blades 40%
C. E. Jennings & Co's.:
Butcher ..... 30&10%
Hand Panel, rip & other saws .. 20&2½&10%
Peace:
Cross cuts 50%
Hand panel and rip 30%
Richardson:
Circular and mill 50%
X cuts 50%
Hand saws 30%
Star, Butcher 25%

HACK SAWS AND FRAMES—

Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines .. 10%
Sterling Saw Machines 10%
Sterling hack and saw blades 25%
Sterling hack saw frames 25%
Disston's:
Concave blades 25%
Keystone flex. back and mach. blades 35%
Hack saw frames 30%
Griffin's:
Complete ..... 40&10%
Saw blades ..... 35&5&10%
Star, saws and blades ..... 15&10%

Saw Filer

Disston's D8 Clamp and Guide, $30.00 ₱ doz 30%

Saw Frames

C. E. Jennings & Co 20%
Richardson's Wood ..... net
Sterling 25%

Saw Sets

Atkins,
Criterion saw sets, ₱ doz $6.00
Excelsior saw tools No. 1, ₱ doz 4.80
Disston's Monarch, Nos. 1 & 10 & Star .. 30%
Hart's patent lever 20%
Kohler's:
"Giant Royal," ₱ doz. net $7.50
"Royal," ₱ doz. net 4.50
Morrill's:
Nos. 1, $15.00; 10, $15.83; 11, $15.83 ..... 50%
Nose cuts, Nos. 3 & 4, $20.83; 5, $30.00 .. 50%
Richardson's 25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz 1.00
Taintor's Positive, $18.00 ₱ doz 60%

Scales

Chatillon's:
Eureka 25%
Favorite 40%
Grocers' triple scales 50%
Family, Turnbull's ..... 50@50&10%
Hatch:
Counter 40%
Tea 40%
Union Platform, plain ..... $1.80@$2.00
Striped ..... $2.00@$2.20
Pelouze 50%

Scale Beams

Chatillon's No. 1 ..... 25%
Chatillon's No. 2 ..... 25%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.) $6.00 .. 45%
Box, 1 handle, ₱ doz ..... $2.00@$2.25
Box, 2 handle, ₱ doz ..... $2.50@$2.80
Foot ..... 55&5&60&5%
Ship, Common, ₱ doz., net $2.40
Ship, R. I. Tool Co 10%

SIDEWALK—

Kohler's steel No. 7, ₱ doz $2.00

Screw Drivers

Brace Screw drivers ..... 35&10&5%
Buck Bros 30%
Screw Driver Bits ..... 45@5%
Champion 40%
Disston's Flat Blade, electric, telegraph and cabinet makers 70%
Electric spiral, No. 01, ₱ doz., net $6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet ..... 40&10%
Fray's hollow hdle sets, No. 8, $12.00 .... 50%
C. E. Jennings & Co., No. 285 ..... 40&10%
Jennings & Griffin 66⅔%
Sargent & Co's.:
No. 1 forged blade ..... 50&10@50&10&5%
Nos. 20 and 40 ..... 66⅔%
Screw Driver bits (Snell's) ₱ doz 60c
Stanley R. & L. Co's.:
No. 64, varnished handles ..... 60&10%
No. 86 ..... 70&10%
Victor 55%
Defiancio 70%
Snell's No. 5 ..... 75&5%
No. 10 ..... 75&10&10%
Nos. 20 and 30 ..... 60&10&10%
Tower & Lyon:
Champion 40%
Magazine 35%
Machinists' 40%
Belsley's patent 33⅓%

Screws

WOOD SCREWS—
List July 23, 1903.
Drive screws, diamond point ..... 87½&10%
Iron, bright flat head ..... 87½&10%
Iron, bright round and oval head .... 85&10%
Brass, flat head ..... 85&10%
Brass, round head ..... 80&10%
Bronze, flat head ..... 77½&10%
Bronze, round head ..... 75&10%
Nickel Plated, iron flat head ..... 77½&10%
Nickel Plated, iron round head .... 77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head .. 50@50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '98 ..... 75&5%
Hand Rail ..... 70&10&7½%
Lag screws, list Oct. 1, 1880 ..... 75&10%
Cone Point ..... 75&10%

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BENCH, HAND, ETC—
Bench, iron, ₱ dos.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....35@35&5%
Hand, wood.....25@25&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....35%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

₱ Doz
Cronk's.....$8.00
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush.....40%

Scythe Rifles

2-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones

₱ Gro
Pike's Selling Assortments:
Assortment "A".....$4.75 net
" "B".....$8.75 net
No. 1, Indian Pond.....$ 7.00
No. 2, " ".....4.50
White Mountain.....9.00
Black Diamond.....12.00
Lamoille.....11.00
Green Mountains.....6.00 } 40%
Leader Red End.....4.50
Willoughby Lake.....9.00
Extra Quinnebog.....7.00
Pike's Corundum.....18.00
" Quick Cut Emery.....10.00

Seeders

Raisin, Enterprise.....35@30%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....10%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....10%

Shears, Hedge

Wm. Wilkinson & Sons.....50%

Sheep Shears

Wilkinson's:
1900 List.....80&10&5%

Sheaves

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15, 1902.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Snow Shovels

Long Handles.....$2.75@$3.00
Black D Handles.....$3.25@$3.50

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Skate Sharpeners

Eureka.....₱ dos.. $1.75; ₱ gro., $18.00

Slaters' Tools

Plumbs.....30%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....35%
Kraut cutters, 24x7, 26x8, 30x9.....35%
Kraut cutters, 26x13, 40x13.....35%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.@$20.00
2 knives, ₱ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers

Vegetable, Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps....30&2%
Breast strap protector.....45%
Thimble for hits or trace carrier.....45%
Trojan snaps.....45
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&2%
Rope snaps.....40%
Yankee snaps.....30&2%

Scythe Snaths

National Snath Co.....45@30%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....25%

Spoons and Forks

SILVER PLATED FLAT WARE—
International Silver Co.:
"1847".....40&10%
"Anchor".....30%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10%
German silver, unplated.....60@60&5%
KNIVES AND FORKS, NO. 12—
₱ Doz. Net
"1847".....$3.50
"Anchor".....2.25
"Eagle".....2.25
"Star".....2.25
Rogers, Smith & Co.....2.25
Rogers & Hamilton.....2.25
Holmes & Edwards.....2.75

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels, new list 67½%
Try square and T bevel.....60&10&5@70%
Winterbottom's Try and Mitre:
Iron Handle.....35%
Wood Handle.....40%
Nickel-pl'ted, new list, Jan. 5, '00.70&7½@75%
Steel and iron.....70&7½@75%

Staples

Barbed blind, ⅛, ¾, & ¾ in., ₱ lb..6@6½c
Poultry Netting.....8½@8¾c

FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₱ doz.....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels

Chattillon's "Dicks".....80%
Foster Bros.....80%

Stocks and Dies

BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....35&10%
Holroyd & Co.....50@50&10%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%
PIPE MAKERS—
Holroyd & Co.....30@30&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's.....10%
Myers' Noiseless.....30%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Tackle Blocks

See Blocks.

Tacks, Finishing Nails, &c

New List, May 1, 1905.
American Carpet Tacks.....30&27½%
American Cut Tacks.....30&27½%
Swedes Cut Tacks.....30&27½%
Swedes Upholsterers'.....30&45%
Gimp Tacks.....30&45%
Lace Tacks.....30&45%
Trimmers' Tacks.....30&27½%
Looking Glass Tacks.....60%
Rill Posters' & Railroad Tacks.....30&45%
Hungarian Nails.....30&20%
Finishing Nails.....70%
Trunk and Clout Nails.....30%

NOTE.—The above prices are for Standard Weights. An extra 5% is given on Medium Weights, and an extra 10&5% is given on light weights.

MISCELLANEOUS—
Double Point, in dozens.....30&5tens

Tack Pullers

Columbia, No. 1, ₱ dos., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net.....1.00

Tapes, Measuring

Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chesterman's.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@35&5%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....35&10&5%
3⅛ to 4 in. inc.....30%
Pipe, ⅛ to 1¼ in.....30&20%
Pipe, 1 to 3 in.....30&15%
Pipe, 3½ and 4 in.....65¾&15%

Tap Wrench

Rollis Hdw. Co., $8.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...30&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trace Holders

Fernald's, ₱ doz. pairs.....net $1.25

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—
Balloon..... ₱ dos. $1.25, ₱ gro., $12.00
Globe..... " " 1.35, " " 13.00
Harper..... " " 1.40, " " 13.50
GAME—
Enterprise Mole.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10@70&10&5%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₱ doz.....$13.25
No. 2, Rat, ₱ doz., $8.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $6.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $2.25; " " 150 2.00
No. 5 " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick.....30%
Disston's:
Brick and Pointing.....25%
Plastering.....30%
"Standard Brand" and Garden.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$4.80
" Tinned, ₱ gross, net..... 6.00
Wood Hdl., ₱ gross, net..... 4.80
Disston's.....30%
Avery's, net ₱ gro.....$6.00

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....60%
Solid box.....30%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....50%
Beaney's Champion.....60&10

Holland's.....60%
Howard's.....40%
Little Giant Bench.....25&5%
Lowell Hand.....25%
Massey:
Perfect.....15%
Clincher.....25%
Wood-working.....15%
Planer.....15%
Comb. Pipe.....15%
Millers' Falls:
Mechanics'.....10%
Oval Slide.....30&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30@35%
Stephen's.....30@35%
Trenton.....40@40&5%
Wright's Pipe.....40%
SAW FILERS
Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&3%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Water Motors

Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching

Covert Mfg. Co.....40&3%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ dos., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Bealey's Peerless.....60%
Bealey's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....Net List
Bright Wire Goods:
New list June 24, 1903.....20&25%
Cast steel wire.....50%
Copper wire.....10%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60@60&10%
Market Wire, Bright or Annealed:
Nos. 0 to 9.....20%
Nos. 10 to 18.....30&2½%
Nos. 19 to 25.....30&7½%
Nos. 27 to 36.....30&2½%
Galvanized:
Nos. 15 to 26.....75%
Coppered:
Nos. 6 to 14.....75&5%
Nos. 15 to 18.....75¾&10%
Tinned:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&7½%
Cast steel.....30%
Picture wire, list of Oct. 2, 1900.....35&10@35&10&10%
Stub's steel wire.....$6.00 to$2 35&5%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....30&35@30&10%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.15@$1.25

Wire Rope

Bright.....65&3½%
Iron, galvanized.....67½&3½%

Wire Rope Clips

Crosby.....25%

Wire Stretchers

W. C. Heller's grip, ₱ dos.....$1.50

Wrenches

Agricultural.....75&10&10@30%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50&10%
Bemis & Call's:
Briggs pattern.....40%
Improved Pipe, bright.....60%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....60&10%
Acme.....60@60&10%
Hercules.....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes
National Cutlery Co., Detroit, Mich.

Agricultural Implements
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Aluminum Oil Heaters
Novelty Mfg. Co., Jackson, Mich.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

"Atlantic" Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Automatic Door Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Automatic Knife and Scissors Grinders
Colonial Supply Co., Wellsville, N. Y.

Automatic Sash Holder
Automatic Sash Holder Co., New York.

Automatic Shears and Scissors
Davies Automatic Shear Co., New York.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Axes
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Bank Locks
The Yale & Towne Mfg. Co., New York.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Blind Hinges
Parker Wire Goods Co., Worcester, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York

Box Straps
Cary Mfg. Co., New York

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Brackets, Shelf
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"
Atlantic Stamping Co., Rochester, N. Y.

Brick Trucks
Geo. P. Clark Co., Windsor Locks, Conn

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Brooders
H. M. Sheer Co., Quincy, Ill.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.
The Yale & Towne Mfg. Co., New York

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Machinery
Cleveland Butchers' Supply Co., Cleveland, O.

Butchers' Scales
John Chatillon & Sons, New York

Butchers' Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinet Hardware
The Yale & Towne Mfg. Co., New York.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbach & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Stretcher and Tack Hammer Combined
Richard W. Montross, Galien, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Myers & Bro., Ashland, Ohio

Casters
Faultless Caster Co., Nebraska City, Neb

Casters (Furniture)
Geo. P. Clark Co., Windsor Locks, Conn.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chain Blocks
The Yale & Towne Mfg. Co., New York.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Chute, Coal, Wood, Vegetable
Chappell Furnace Co., Morenci, Mich.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers
Coates Clipper Mfg. Co., Worcester Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coaster Wagons
Wabash Mfg. Co., Wabash, Ind.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York
Parker Wire Goods Co., Worcester, Mass.

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Combination Squares
A. W. Hight, Toledo, O.

Conductor Pipe
American Steel Roofing Co., Middletown, Ohio.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Copper Ware
Atlantic Stamping Co., Rochester, N. Y

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Shellers
A. H. Patch, Clarksville, Tenn.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Countersinks
C. E. Jennings & Co., New York

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Creamery Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspidors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery
Davies Automatic Shear Co., New York

Cutlery Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers
Taylor & Boggis Foundry Co., Cleve., O.

Diamond Tools
The Tanite Co., Stroudsburg, Pa.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Check and Spring (Blount)
The Yale & Towne Mfg. Co., New York.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.

Door Pulls
Parker Wire Goods Co., Worcester, Mass.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Keuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.

Drawing Knives
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Drop Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Dry Goods Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Dye House Trucks
Geo. P. Clark Co., Windsor Locks, Conn

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Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevators
Eaton & Prince Co., Chicago, Ill.
Kimball Bros. Co., Council Bluffs, Iow

Emery
The Tanite Co., Stroudsburg, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Glue
The Tanite Co., Stroudsburg, Pa.

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co. Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.

Faucets, Metal
John H. Graham & Co., New York

Fences, Wire and Iron
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fishing Reels
A. F. Meiselbach & Bro., Newark, N. J.

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Phila., Pa.

Foot Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forging Drops
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y.

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Schooley Novelty Co., Homestead, Pa.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
C. E. Jennings & Co., New York.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.

Grinding Machines
The Tanite Co., Stroudsburg, Pa.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saw Frames
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Cheney Hammer Co., Little Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand and Foot Power Grinders
Royal Mfg. Co., Lancaster, Pa.

Handles, Tool
Berger Bros. Co., Philadelphia

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Franklin Specialty Co., Reading, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.
Parker Wire Goods Co., Worcester, Mass.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co. Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn
Standard Horse Nail Co, New Brighton, Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City N. J.

Hot Pan Lifters
E. L. Watrous Mfg. Co., Des Moines, Ia.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Norlund & Co., Williamsport, Pa.

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.

Importers
S. Guiterman & Co., Ltd., London and New York.

Inclinometers
Russell-Kimball Mfg. Co., Dunkirk, N. Y.

Incubators
H. M. Sheer Co., Quincy, Ill.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Job Lots
Chas. Weiland, New York, N. Y.

Kerosene Furnaces
Barnes Tool Co., New Haven, Conn.
Barthel Blow Lamp Co., Boston, Mass.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.

Ladders (Rolling)
Bicycle Step Ladder Co., Chicago,

Lamps, Bicycle
John H. Graham & Co., New York

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Landing Nets, Ring, Staff
A. F. Meiselbach & Bro., Newark, N. J.

Lawn Fences
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Reading Hardware Co., Reading, Pa.
Worcester Lawn Mower Co., Worcester, Mass.

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Russell-Kimball Mfg. Co., Dunkirk, N. Y.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels, Semi-Circular
Russell-Kimball Mfg. Co., Dunkirk, N. Y.

Lifting Jacks
Barth Mfg. Co., Milwaukee, Wis.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks
Yale & Towne Mfg. Co., New York.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Rochester, N. Y.

Machinists' Supplies
Diamond Saw & Stamping Works, Buffalo, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mallets
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa. Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Shingles
Montross Metal Shingle Co., Camden, N. J.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Mills, Coffee and Spice
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mops
Bay State Mop Co., Woburn, Mass.

Mop Press
Goddard Mop Press Co., Akron, Ohio.

Mop Wringers
Lee Chair Co., Oneida, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
Nettleton Mfg. Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.
Wilkinson Mfg. Co., New York.

Oil Cans
Atlantic Stamping Co., Rochester, N. Y.
A. F. Meisselbach & Bro., Newark, N. J.

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
The Yale & Towne Mfg. Co., New York.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Rice, Philadelphia, Pa.

Paper Clips
Cushman & Denison, New York

Paper Fasteners
Schooley Novelty Co., Homestead, Pa.

Patents
Davis & Davis, New York
O. J. Haegler, Philadelphia, Pa.

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Plated Ware
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Plate Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishing Pastes
The Tanite Co., Stroudsburg, Pa.

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York

Post Office Lock Boxes
The Yale & Towne Mfg. Co., New York.

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Poultry Specialties
Keyes-Davis Co., Ltd., Battle Creek, Mich.

Poultry Supplies
H. M. Sheer Co., Quincy, Ill.

Power Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Printers' Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pulleys (Norris)
Frank B. Sloan & Co., Baltimore, Md.

Pulleys (Sash)
Frank B. Sloan & Co., Baltimore, Md.

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railroad Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
American Fork & Hoe Co., Cleveland, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and Sheffield, England
Adolph Strauss & Co., New York.

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razors, Safety
Gem Cutlery Co., New York
Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York

Real Estate
David P. Taff, Topeka, Kans.

Reamers
C. E. Jennings & Co., New York

Reels, Rope
Udell Works, Indianapolis, Ind.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Reversible Nippers
The Nettleton Mfg. Co., Middletown, Conn.

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Rifles
Hamilton Rifle Co., Plymouth, Mich.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivet Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Rivets
Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates
M. C. Henley, Richmond, Ind.

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
American Sheet & Tin Plate Co., Pittsburgh, Pa.
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co., Jersey City, N. J.

Rubber and Iron Wheels
Geo. P. Clark Co., Windsor Locks, Conn

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.

Safety Heel and Ball Plates
Norlund & Co., Williamsport, Pa.

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Hangers
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Lifts
Champion Safety Lock Co., Geneva, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Pulleys (Norris)
Frank B. Sloan & Co., Baltimore, Md.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Diamond Saw & Stamping Works, Buffalo, N. Y.
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co. New York

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago.

Scissors, Automatic
Davies Automatic Shear Co., New York.

Screen Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Screen Doors
A. J. Phillips Co., Fenton, Mich.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screwless Shears and Scissors
Davies Automatic Shear Co., New York

Screws
Robert Murray, New York

Screw Drivers
The Ducharmes Co., Shelburne Falls, Mass.
John H. Graham & Co., New York
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Eyes, Screw Hooks
Parker Wire Goods Co., Worcester, Mass.

Screw Thread Rolling Machines
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.

Screw Wrenches
Bemis & Call Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
American Fork & Hoe Co., Cleveland, O.

Scythe Stones
Pike Mfg. Co., Pike, N. H.

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Seed Sowers
Cyclone Seeder Co., Urbana, Ind.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Holders
Coulter Mfg. Co., Philadelphia, Pa.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington-Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels
A. J. Phillips Co., Fenton, Mich.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Chisels
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

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Sink Brushes
Parker Wire Goods Co., Worcester, Mass.

Skewers
John Chatillon & Sons, New York

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York

Snow Shovels ("Alaska")
Avery Stamping Co., Cleveland, Ohio.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Special Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Special Trucks
Geo. P. Clark Co., Windsor Locks, Conn

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Springset Shears and Scissors
Davies Automatic Shear Co., New York.

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
Henry Disston & Sons, Inc., Phila., Pa.
L. S. Starrett Co., Athol, Mass.

Squares (Universal)
The Duby & Shinn Mfg. Co., Long Branch, N. J.

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Steam Cookers and Bakers
Toledo Cooker Co., Toledo, O.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

Steel Belt Lacing
Bristol Co., Waterbury, Conn.

Steel Dies
E. L. Watrous Mfg. Co., Des Moines, Ia.

Steel Door Buttons
E. L. Watrous Mfg. Co., Des Moines, Ia.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel, Hoop and Band
Harold McCalla, Philadelphia, Pa.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Step Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill.

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York

Storm Sash Hangers and Fasteners
R. G. Winter Mfg. Co., Milwaukee, Wis.

Terne Plates
American Sheet & Tin Plate Co., Pittsburgh, Pa.

Strapping Belts
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E. E. Nice, Philadelphia, Pa.

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Cyclone Woven Wire Fence Co., Holly, Mich.

Woven Wire Stretchers
C. F. Smith Co., DeKalb, Ill.

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Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
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ALPHABETICAL INDEX TO ADVERTISERS

A

Adams & Elting Co., The 17
Ajax Mfg. Co 2
American Fork & Hoe Co. 7, 11, 46, 48
American Shearer Mfg. Co 64
American Sheet and Tin Plate Co.. 51
American Tool Chest Co 14
American Tube & Stamping Co 18
Ames Sword Co 63
Arcade Mfg. Co 17
Armstrong Mfg. Co 11
Atlantic Stamping Co 45
Automatic Sash Holder Co. ..... *
Avery Stamping Co 50

B

Baeder, Adamson & Co 10
Barnes Tool Co. 48
Barnett (G. & H.) Co 64
Barrett, W. L 47
Barthel Blow Lamp Co., The 48
Bay State Mop Co 4
Bemis & Call Hardware & Tool Co. 63
Berger Bros. Co 63
Bicycle Step Ladder Co 45
Blackstone Mfg. Co 4
Bommer Bros 64
Boston & Lockport Block Co 4
Brammer (H. F.) Mfg. Co 6
Bristol Co., (The) 1
Bryan Mfg. Co 16
Buffalo Mfg. Co 3
Buffalo Wire Works Co 48

C

Caldwell Mfg. Co ..... *
Capewell Horse Nail Co 64
Cary Mfg. Co 52
Champion Safety Lock Co 7
Chandler & Farquhar Co 4
Chappell Furnace Co., The 4
Chatillon (John) & Sons 5
Cheney Hammer Co., Henry ..... *
Clark, Horrocks Co ..... *
Cleveland Butcher Supply Co. 48
Coates Clipper Co ..... *
Coes Wrench Co 13
Coldwell Lawn Mower Co 7
Colonial Supply Co 9
Columbus Bolt Works 64
Coulter Mfg. Co. 52
Covert Mfg. Co 1
Cronk & Carrier Mfg. Co 15
Cushman & Denison Mfg. Co. 47
Cyclone Seeder Co 7
Cyclone Woven Wire Fence Co. 9

D

Davies Automatic Shear Co ..... *
Davis & Davis 14
Diamond Saw & Stamping W'ks 64
Disston (Henry) & Sons, Inc 17
Dixon (Jos.) Crucible Co 10
Duby & Shinn Mfg. Co 11
Ducharmes & Co., The 50

E

Eaton & Prince Co 52
Eclipse Mfg. Co. ..... *
Ellis (F. E.) & Son 63
Enterprise Fdy. & Fence Co 63
Enterprise Mfg. Co., of Ohio 4
Enterprise Mfg. Co. of Pa 9
Erie Specialty Co 2
Eureka Chair Seat Co ..... *

F

Faultless Caster Co 12
Field (Alfred) & Co 6, 10
Foster Bros 5
Franklin Specialty Co., The 6
Fuller Bros. & Co 2
Fulper Pottery Co. 3

G

Gem Cutlery Co. 1
Georgetown Chemical Works 43
Gillette Sales Co 41
Goddard Mop Press Co 50
Graham (John H.) & Co 15
Guiterman S. & Co., Ltd. ..... *

H

Haegler, O. J 6
Hamilton Rifle Co 40
Hapgoods 48
Hardwaremen's Exchange 48
Harrington & Richardson Arms Co. 47
Heinisch's (R.) Sons Co 4
Henley, M. C 7
Hight Mfg. Co., (The) 47
Hoffmann, Geo. W 64
Holt-Lyon Co ..... *
Horton Mfg. Co. 51

I

Iowa Farming Tool Co. 7, 11, 46, 48
Ives (H. B.) Co 1

J

Jennings (C. E.) & Co 1
Josef Mfg. Co. (E. E.) 7

K

Kampfe Bros 39
Keuffel & Esser Co 3
Keyes-Davis Co., Ltd. (The) 45
Kimball Bros. Co 4

L

Lane Brothers Co 2

M

Magnolia Metal Co 1
Manhattan Screw & Stamping Works 16
McCalla, Harold 4
McKinney Mfg. Co 63
Meisselbach (A. F.) & Bro 63
Miller (Frank) Co 10
Montross Metal Shingle Co., ... 45
Montross, Richard W 50
Munn & Co 52
Murray, Robert 4
Myers & Bro., F. E 2, 14

N

National Cutlery Co 16
Nettleton Mfg. Co 18
New Jersey Wire Cloth Co 12
Nice, Eugene E 64
Nicholson File Co 37
Nickel Plate Stove Polish Co 63
Niles Mfg Co 2
Norlund & Co. 2
North Bros. Mfg. Co 10
Novelty Mfg Co 11

O

Oneida Community 1

P

Parker Wire Goods Co. 1
Patch (A. H.) 16
Pelouze Scale & Mfg. Co 6
Philadelphia Lawn Mower Co., The 2
Pike Mfg. Co 1, 49
Piqua Bracket Co 3
Prentiss Clock Improvement Co .... *

R

Reading Hardware Co. 14
Reynolds, J. W 14
Rochester Lunch Box Mfg. Co 16
Rodgers (Joseph) & Sons 6
Rosenberg Motor & Mfg. Co. (The A.) 1
Royal Mfg. Co 50
Russell-Kimbell Mfg. Co., ... *

S

Schooley Novelty Co 48
Schwerdtle Stamp Co 2, 9, 47
Sheer, H. M. 14
Sholes (The Charles E. Co. 43
Sloan (Frank B.) & Co 1
Smith (C. F.) Co. 7
Smith & Egge Mfg. Co 18
Snowflake Axle Grease Co ..... *
Sprague Correspondence School of Law, The 10
Standard Horse Nail Co 64
Stanley Rule & Level Co. 37
Starrett (L. S.) Co 18
Stevens (J) Arms & Tool Co 1
Stowell Mfg. Co 4, 6, 11
Strauss (Adolph) & Co 38

T

Taff (David P.) 47
Tanite Co. (The) 50
Taylor & Boggis Foundry Co 12
Toledo Cooker Co 45
Townsend, C. C. & E. P 1
Turner Brass Works, The 48

U

Udell Works 12

V

Van Dorn Iron Works 63
Voorhees Rubber Mfg. Co 8

W

Wabash Mfg Co 8
Walworth Mfg. Co 1
Waterbury Farrell Foundry Machine Co 64
Watrous (E. L.) Mfg. Co 9, 48
Weiland, Chas. 1
West Haven Mfg. Co 1, 64
White (L. & I. J.) Co 8
White Lily Washer Co 6
Wilkinson (A. J.) & Co., ... 1
Wilkinson Mfg. Co. ..... *
Winter, (R. G.) Mfg. Co 7
Withington & Cooley Mfg. Co. 7, 11, 46, 48
Worcester Lawn Mower Co 63

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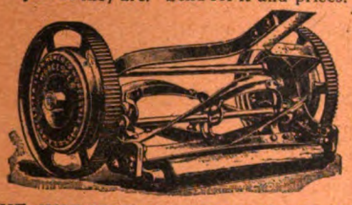
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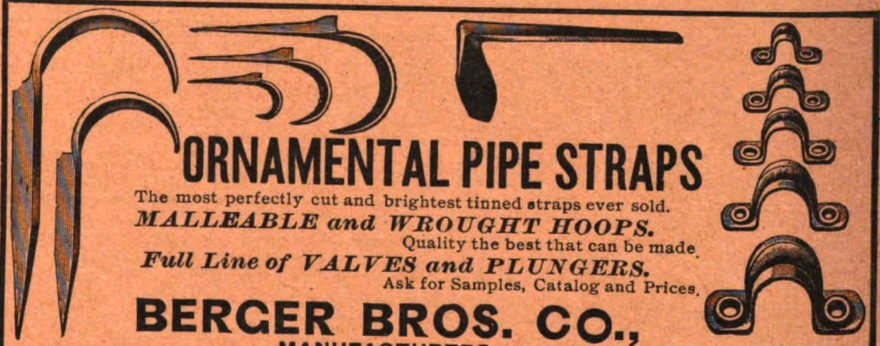
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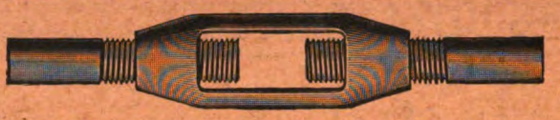
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VOL. XXXIV 16
NO. 6

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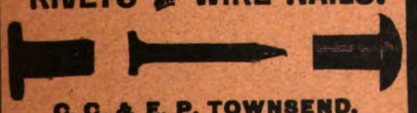




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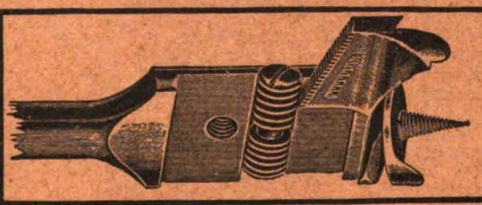


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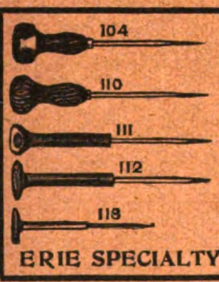
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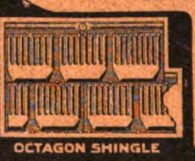




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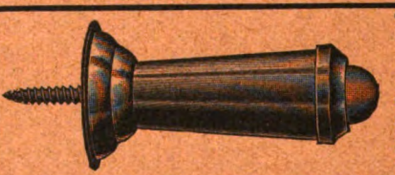


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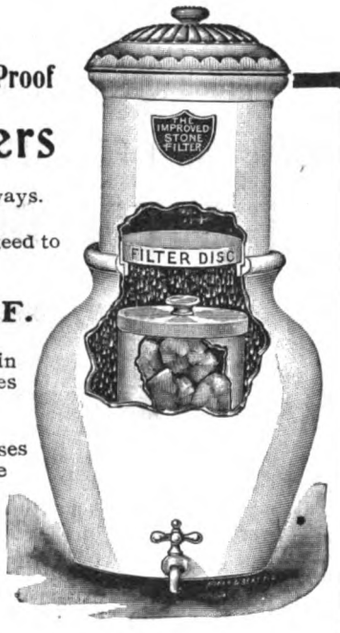
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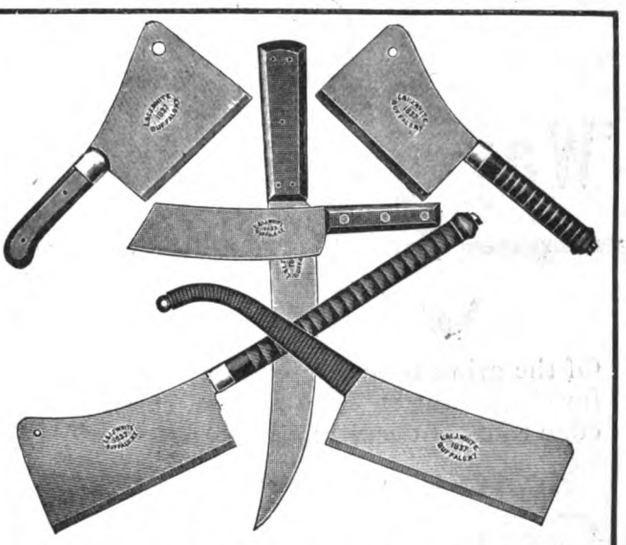
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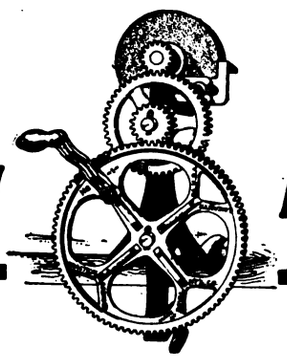
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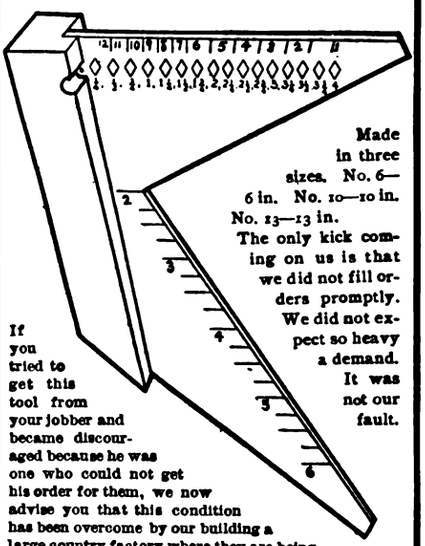
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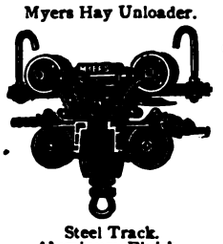
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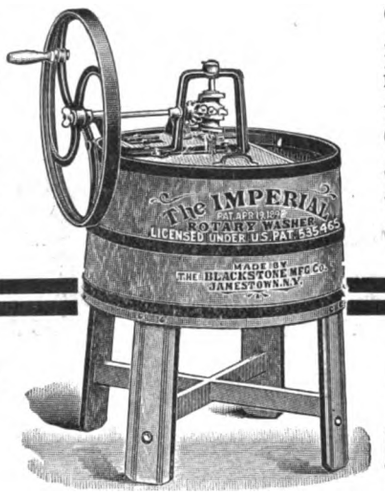
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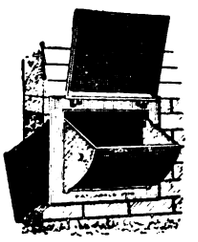
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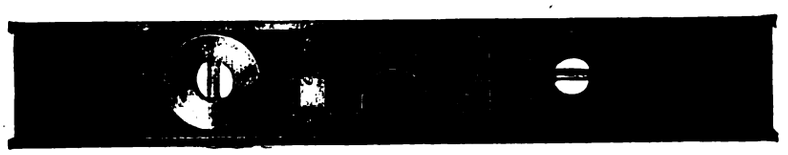
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Send for information about the most practical Woven Wire Stretcher and the CHARLES Wire Stretcher Gate. Insist upon your jobber and fence manufacturer furnishing this make.
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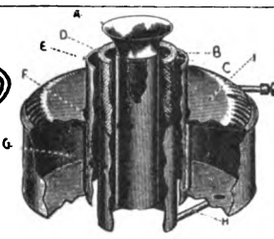
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A—Flame Spreader. B—Air space outside of Wick Tube. C—Air Space inside of Wick Tube. D—Wick. E—Outside Casing to Burner. F—Air Space between Fount and Outer Casing. G—Fount for Oil. H—Feed Pipe conducting oil from Fount to Burner. I—Shield resting on top of Fount with Air Space underneath.

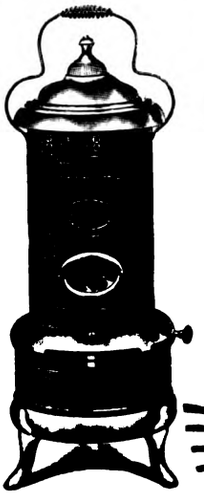
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Our Grand Safety Burner

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It is so good that it has sold over **a million**

Aluminum Oil Heaters



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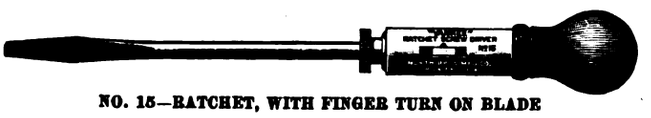
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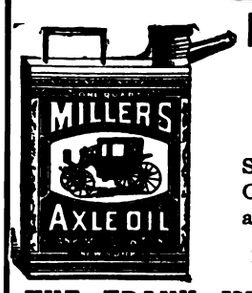
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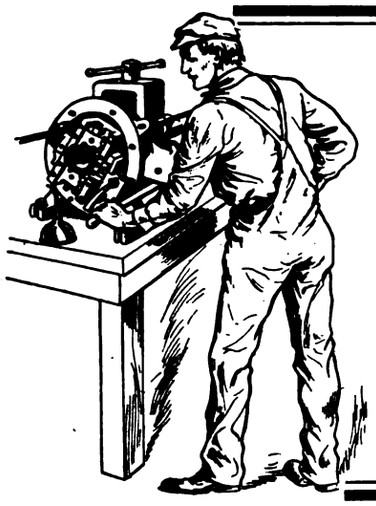
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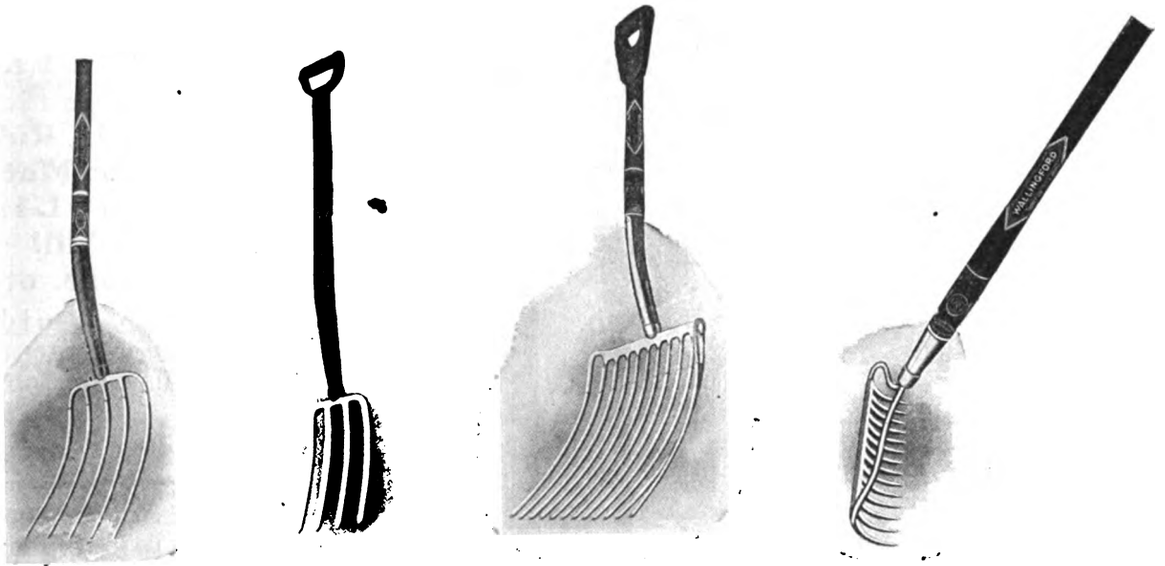
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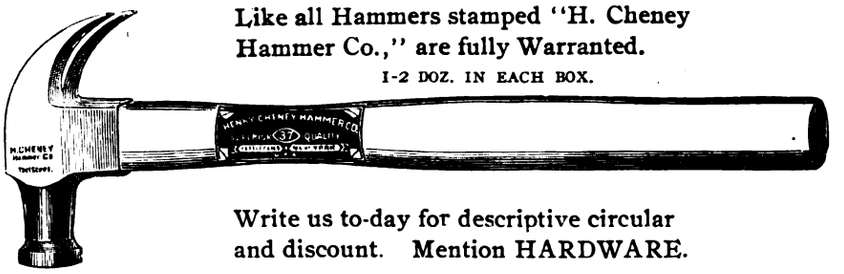
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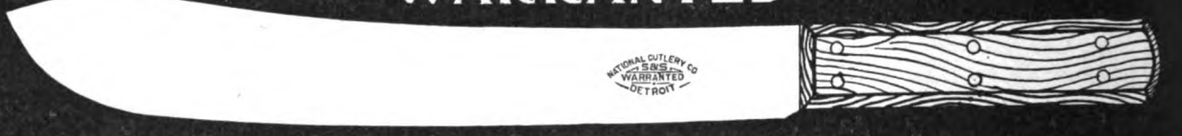
Write us to-day for descriptive circular and discount. Mention HARDWARE.

If you are looking for the best in hammers, made of "Crucible Cast Steel," you can ill afford not to investigate ours.

The HENRY CHENEY HAMMER CO., Little Falls, N.Y., U.S.A.

S. & S. KNIVES

WARRANTED



THEY HOLD AN EDGE — NO HARD OR SOFT SPOTS

National Cutlery Co. DETROIT, MICH.



To Swear By OR To Swear At CASTERS--which?



Turn anywhere—North—South—East—West—and you will find thousands of pleased customers swearing by

The

Faultless Caster

"The Caster That Never Refuses To Turn."

Received Highest Award over all others at World's Fair, 1904, for Wood, Iron and Brass Beds and all kinds of furniture.

Made with wood, iron, brass, leather and Insulated (Glass) wheels.

Before placing your orders for 1907 write us for prices.

Faultless Caster Co.
Nebraska City, Neb.

Examine Carefully



Our Catalog on Superior Grades of **Rubber Belting, Packing and Hose, Rubber Valves and other Moulded Goods, Rubber Mats and Matting. Rubber Lined Cotton Mill and Fire Hose, etc.**

You could not handle a more profitable line for 1907.

Write To-Day

Let us put you next to our price list for 1907.

Voorhees Rubber Mfg. Co.,
Jersey City, N. J.

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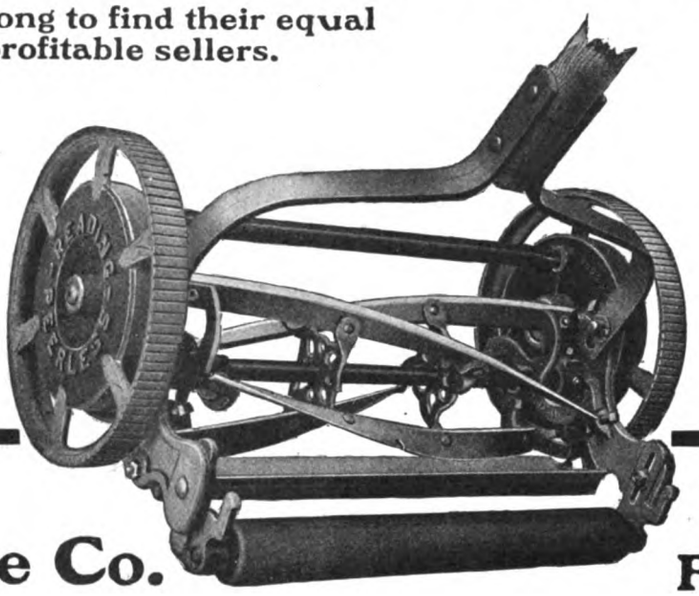
"PEERLESS"

In every respect is the New Line of "Reading Mowers." They are made in a new plant---by new machinery---from new patterns. We make

Fourteen Styles---All Guaranteed

You'll search long to find their equal anywhere as profitable sellers.

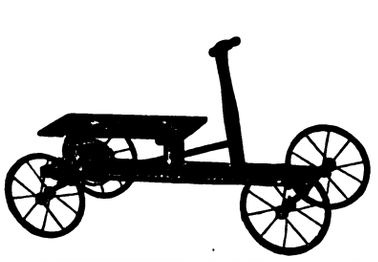
Each style and size has ball bearings and parallel bearings.



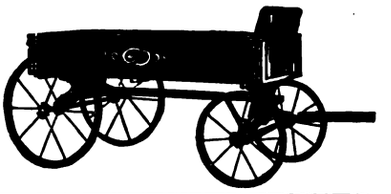
You ought not to be without our catalogue and prices. Send for them to-day.

Reading Hardware Co. **Reading, Pa., U. S. A.**

New York 96-98 Reade St. **Philadelphia** 617 Market St. **Chicago** 105 Lake St.







Three Of A Kind---All Winners

of Holiday trade. Are you ready for the demand we have created for them through advertising? To avoid delay in shipping, we have established

Nine Shipping Stations:

PHILADELPHIA, PA. PITTSBURG, PA. LOUISVILLE, KY. MILWAUKEE, WIS.
ST. PAUL, MINN. KANSAS CITY, MO. SEATTLE, WASH. PORTLAND, ORE. WABASH, IND.

Get Busy, Mr. Dealer. Order of your jobber or direct from us No more profitable line of children's vehicles was ever placed on the market. Our guarantee with each: The Wabash Limited—Wabash Coaster—Wabash Farm Wagon. Strongly made for "rough-and-tumble" use. They are easy running, all of them and—easy selling.

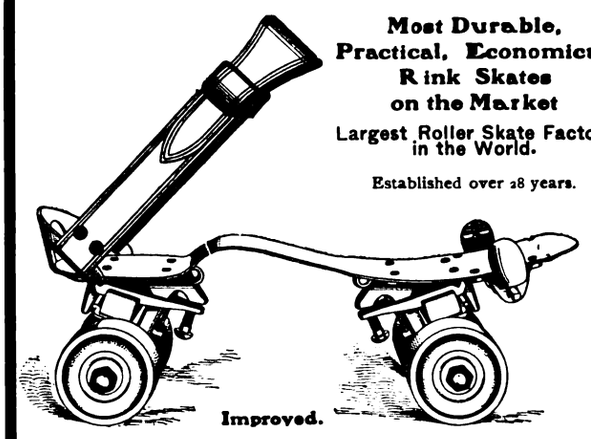
Send for our catalogue illustrating Wabash Farm Wagons, Hand Cars and Steel Sleds.

Direct all mail to Wabash office.

Wabash Manufacturing Co., - Wabash, Ind.

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M. C. Henley's Roller Skates



Improved.

Most Durable, Practical, Economical Rink Skates on the Market

Largest Roller Skate Factory in the World.

Established over 28 years.

"The Easiest and Lightest Running Skate on Earth." Used in All Principal Rinks.

Spring Steel Foot Plates. Rubber Cushions between trucks and foot plate. Trucks instantly removed or replaced. Finest construction—one of the most desirable features being the light weight of these Ball Bearing Skates. Full nickeled or bronze finish.

Ball Bearing Noiseless Club Skate.

STEEL OR BOXWOOD WHEELS.

POLO—Complete Polo Outfits, including Polo Goal Cages, Arena Guard Nets, Polo Skates (professional and amateur), Polo Shoes, Leg Guards, Polo Balls, Finest Grade Hickory Polo Sticks, Polo Suits. Over two million Henley Skates sold in the U. S.

Send for Catalogue and Official Polo Guide.

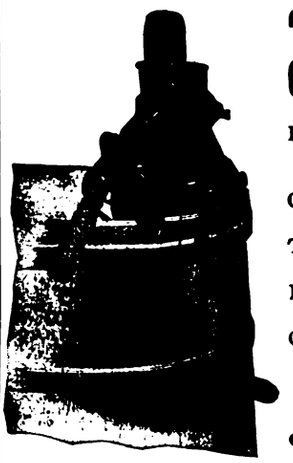
M. C. HENLEY, Richmond, Ind.

No Better Time
No Better Place Even
TO BUY

FISHING TACKLE

Send for Free Catalogue

CLARK-HORROCKS CO.,
Utica, N. Y.



"BLACK HAWK" CORN SHELLER

Is recognized as the Standard of Excellence as a hand corn sheller.

Capacity 8 to 14 bushels ear corn per hour.

Takes off every grain—throws out every cob.

Made of Malleable Iron; will last a lifetime.

Clamps to any barrel or box.

Beware of Imitations.

A. H. PATCH
Clarksville Tenn. U. S. A.



GET BUSY

That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

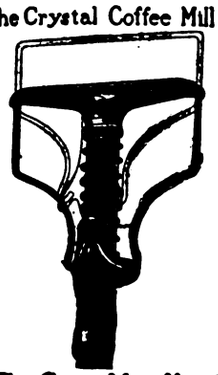
THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

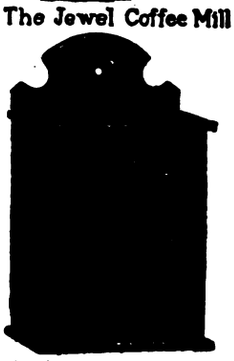
You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

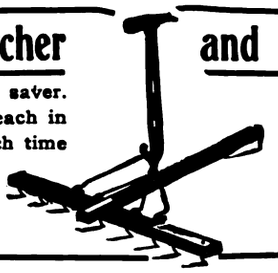
Write for Our Latest Catalog

ARCADE MANUFACTURING CO.
Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

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The Excelsior Carpet Stretcher and Tack Hammer Combined



Is without a peer as a time, labor and temper saver. Light, strong, easily operated, folds compactly, each in a neat box. Wider Stretch than any other each time set. Any desired Stretch can be taken, Stretcher locked in any position and instantly released,—no "backing up" Tooth Bar.

A quick seller, with good profits for both Jobber and Dealer.

Not sold to Catalog Houses.

Ask your Jobber for the "EXCELSIOR" and accept no other, or write

RICHARD W. MONTROSS,
GALIEN, MICHIGAN.



Greatest Household Necessity of Modern Times

No want so grievous and no demand so great as is manifested by the public at large for

Rose Automatic Knife and Scissors Grinders

NOW MADE IN TEN MODELS
Grinding Wheels of Solid Adamite, Greatest Abrasive Known

POPULAR RETAIL PRICES
ATTRACTIVE DISPLAY ASSORTMENTS—LIBERAL TRADE DISCOUNTS

COLONIAL SUPPLY COMPANY, Factory: WELLSVILLE, N. Y.



Shall We Confine Our Sales To You?

If you wish to have the exclusive sale for the Royal Blue Washer in your town, write us at once.

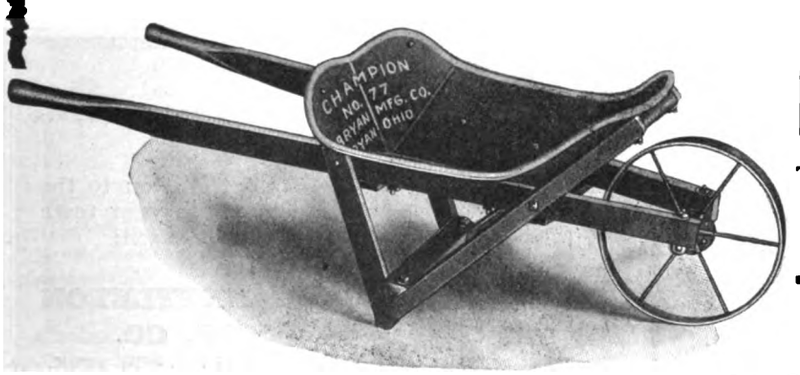
We sell this first class washer to only one dealer in a town. Do you want the *sole* agency or shall your competitor reap the benefit of it?

We are going to help every local agency sell machines.

Write us today about the agency for your town. A postal will do. Address

H. F. BRAMMER MFG. CO.,
1466 W. 2nd ST., DAVENPORT, IOWA.

NO. 4--GOOD MADE



If It's

Malleable Shed

Try It, for There's Nothing to Equal It.
You Know It.

THE BRYAN MFG. CO.
BRYAN, OHIO

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . . .



Sash Chains

"Giant," "Red Metal"

Cable and Jack

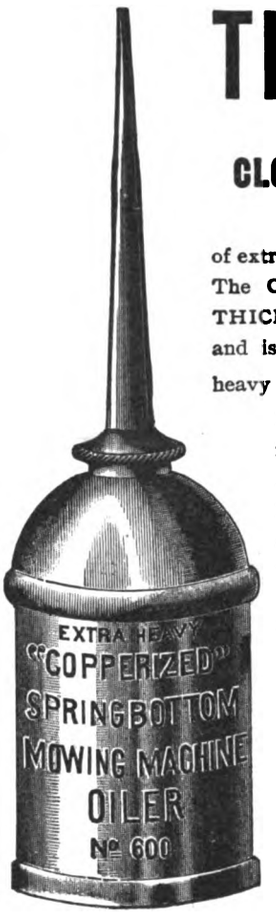
Chains . .

Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*. :-: :-: :-:



No. 40.

New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swodoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

CENTER PUNCH

No. 18-A



AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

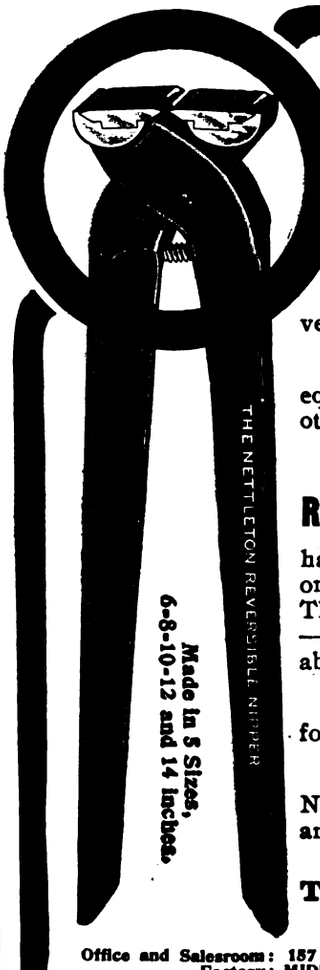
By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.

Athol, Mass., U. S. A.



ONE-HALF THE COST

and more—is saved by any mechanic buying the Nettleton Reversible Nipper.

Each "Nettleton" is equal to two nippers of any other make, for

THE NETTLETON REVERSIBLE NIPPER

has *two* fine cutting edges on *each* blade. Better still: The Nettleton is adjustable—reversible—interchangeable.

Costs you half the effort to sell it.

Talk Nettleton to the Nipper user in your town and watch them sell!

THE NETTLETON MFG. CO.

Office and Salesroom: 157 CHAMBERS ST., NEW YORK.
Factory: MIDDLETOWN, CONN.
Address all correspondence pertaining to sales to N. Y. Office.

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HARDWARE

GUARANTEED FOR THREE YEARS.

In the future the Horton Manufacturing Co., Bristol, Conn., have decided to guarantee their "Bristol" Steel Fishing Rods for three years, instead of one year, as heretofore. The three-year guarantee applies to all "Bristol" Rods sold since October 1st, 1906; that is, Rods which were shipped from their factory since that date. This is an excellent proof of their faith in the Rods and should make a good selling argument for the dealers.

THE TURNER BRASS WORKS.

We call attention to the following line of gasoline, kerosene and alcohol blow torches, braziers and special machines, as manufactured by the Turner Brass Works, of Chicago, Ill. Their catalogue is free and they will take pleasure in mailing same upon application. This firm manufactures and markets not only the line above mentioned, but issues catalogues covering the following specialties: Automobile Specialties, Foot and Pressure Pumps, Repair parts for Electric Arc Lamps, Hardware Specialties, Brass Letters and Figures, Gasoline Vapor Lamps, Sidewalk Name Plates, Machinery Name Plates, Gas Arc Lamps. They occupy floor space of 56,000 square feet, and are thoroughly equipped to manufacture for others. They make specialty of automobile screw machine work, spinning, stamping and casting bronze, aluminum, lead and copper. They report a very large gain in business over any previous year. Their stock tools are sold under the maker's guarantee, and advertise "Your money back if not satisfactory."

THE SAVAGE ARMS CO.

Mr. A. W. Connor, sales manager of the Savage Arms Co., advises us that, although the Savage Arms Co. have turned out the greatest number of rifles they have ever manufactured in one year, their capacity was nowhere near large enough to take care of the great volume of business tendered them. This particularly applies to their "Model 1899," which is now made in the "Takedown" and "Featherweight," as well as the regular solid frame pattern that they have had on the market for years. He also states that they have increased their facilities very materially for 1907, and hope to be able to fill orders more promptly next season. Mr. Connor says that he attributes the success of the Savage Arms Co. largely to the strenuous efforts they have made to produce the highest quality arms that can be made, and the hearty co-operation they have always accorded the trade and dealers throughout the country. They market their goods on a sound, solid basis, never entering into any wild schemes or chasing phantoms. "Good goods" for the consumers and "good profits" for the dealers has evidently been the key note of their success.

McKINNEY MFG. CO.'S NEW BOOK.

We have received from the McKinney Mfg. Co., Allegheny, Pa, a very handsome leather-covered memorandum book suitable for the vest pocket, which they are distributing to the trade. As it contains space for jotting down a daily memorandum, postal information, facts about the rural free delivery system, table of weights and measures, brief abstract of business laws, etc., etc., interspersed with a number of maps, it is just the kind of book that will be doubly welcome to the one privileged to receive it.

APPLICATION FOR CHARTER OF AMERICAN BEAUTY STOVE CO.

Notice is hereby given that an application will be made to the Governor of the Commonwealth of Pennsylvania on December 20, 1906, by George W. Blaine, Wesley E. Jordan and Ruth M. Towne, under an Act of Assembly of the said Commonwealth entitled "an Act to provide for the incorporation and regulation of certain corporations," approved April 29, 1874, and the supplements thereto, for a charter for an intended corporation to be called "American Beauty Stove Co.," the character and object of which shall be the manufacture of stoves or of any article of commerce from metal or wood or both and for these purposes to have, possess and enjoy all the rights, benefits and privileges of the said Act of Assembly and its supplements.

CLARK OLDS, Solicitor.

Erie, Pa., November 27, 1906.

WAKE UP! WAKE UP!

G. E. Hall, 211 Centre Street, New York, who is well known as the manufacturer of that superior lubricant "Hall's Mineral Machine Oil," is responsible for some of the most striking ways of addressing the public and calling attention to the excellent qualities of his oil. His latest is headed "Wake Up," and illustrates a full fronted specimen of the *genus homo* fast asleep, to emphasize the fact that "some people go through the world with their eyes shut." To get at the contents of the card a movement has to be made which effectually opens his eyes, and he becomes one of the elect at once. "A faucet can, delivered free with a five gallon order," does the business for him.

H. W. JOHNS-MANVILLE CO. IN NEW ORLEANS.

In order to handle to the best advantage their large and rapidly increasing business in this section, the H. W. Johns-Manville Co., of New York, will open a New Orleans branch on January 1. This will consist of a large retail store, offices and warerooms, located in the three-story building at the corner of Baronne and Perdido Streets. This company is well-known as being the largest manufacturers of asbestos and magnesia products in the United States, if not in the world. They also manufacture a large line of electrical specialties. W. E. Carpenter, formerly well-known as the local manager of the Western Tube Company, has been appointed as manager of the New Orleans branch. The company propose carrying a large stock of their products constantly on hand, so that shipments can ordinarily be made from New Orleans stock. Among the well-known products of the company might be mentioned Asbestos Roofing and Insulating Materials, Steam Pipe and Boiler Covering, Asbestos Packings of all kinds, "Noark" Fuse Devices and other well-known electrical devices manufactured by the company.

AMIOT, LECOURS & LARIVIERE, MONTREAL.

When we gave credit in our last issue to the space occupied by this firm when they enlarged their store premises, it seems we were far from liberal enough. We simply gave the area of the ground occupied. The amount of floor space is exactly 49,560 feet. No wonder that objection was made to this large discount in the premises.

THE WINCHESTER SELF-LOADING RIFLE.

On page 28 of this issue the Winchester Repeating Arms Co. present the claims of their .351 Calibre High Power Model 1907 Self-Loading Rifle, which is referred to as "the gun that shoots through steel." The new rifle is neat and attractive in appearance, having the usual Winchester symmetry, compactness and beauty of outline. It has the Winchester Model 1905 Self-Loading system, which is simple and strong and has demonstrated its absolute positiveness and durability during two years' service in the hands of users. It holds six shots, five of which are loaded into the magazine. This magazine is detachable and can be inserted in the gun when the bolt is closed, making it quick, safe and handy.

The detachable magazine in a rifle of this type has many advantages over the fixed magazine. It permits carrying extra loaded magazines, by means of which rapid and continuous fire can be maintained, and also makes it unnecessary to work the cartridges through the gun in unloading. The empty shells are ejected from the side. The working parts of this gun are few and strong. The barrel is stationary, like that of an ordinary rifle, and the sights are attached directly to the barrel, which is essential for accuracy. The take-down device on the Winchester Model 1907 is simplicity itself. By giving the take-down screw, found at the rear of the receiver, a few turns, the rifle is separated into two parts, the stock and action being in one part and the barrel and receiver in the other. When taken down the exposed working parts are all accessible and can be easily and thoroughly cleaned.

✤

It is a safe bet that the neighbors of that Ohio girl who recently went to jail rather than tell how old she was have all advanced their estimates at least ten years.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY
HARDWARE PUBLISHING CO.
309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2.50

T. A. MACINTYRE, - - - - - - President.
J. H. EDWARDS, - - - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - Editor.
J. W. PENTZ, - - - - - General Manager.

DECEMBER 25, 1906

Editorial Trade Review

Now that we are about commencing the new year, it need not be a matter of surprise if the manufacturers that have not already availed themselves of the opportunity, will find it convenient to level up their quotations, with a view of being prepared for a continuance of conditions that make such a course necessary.

The business that will be done this month will bear a superb comparison with the Decembers that have passed along the annals of time. That it has universally been an encouraging month to brag about the volume of sales, is beyond all question. The amount of specially prepared goods selected for the holiday season has been in assortment of a character and volume unknown to the trade of the past, and the profit accruing from such sales, while not especially large, for competition was had in plenty, was amply satisfactory and full of promise for the future, when even a greater field for effort will be made of the opportunity for catering to wants of this description. The trade will be found, when all is over, to take on an added dignity in many homes when pursuing a course that adds to their stock a class of goods so desirable for future sales of any kind, and with the intelligent clerks that invariably are to be found within reach, we may expect the dealers to add to their stocks anything that will make them permanently attractive.

There is every appearance that the stocks to be carried over by the wholesale trade will not be especially large in volume. Good orders for future wants of the jobbers will have to be made up and given succeeding the inventory, to the completion of which the month of January is usually devoted. Slow deliveries on stocks already ordered have had their bearing on the future, and while the goods ordered at old prices will all be called for and absorbed in stock, the feeling is general for the trade of another year they will contribute only a drop in the bucket of their current wants. Already those among the most conservative of buyers are agitating the possibility of an actual scarcity of goods being among the fears of the future. The manufacturers are complaining bitterly about the inability that exists among them of getting the help they could make useful. The field of mechanical labor is in need of many a stalwart mecchanic who has brains enough to earn the good wages he could command; but skilled labor is difficult to find, and it behooves the prudent dealer who desires to be prepared for his own trade to purchase his supplies early and not when he is one of a mob treading on one another's heels.

"A Merry Christmas and a Happy New Year to all" is the feeling with which every Hardware man is inspired when he reflects that the year we have just passed through has been so fruitful in good results, so prolific in profitable projects, that rarely in history has it been equalled by the amount of business possible to be obtained from such favorable conditions. With every heart filled with the thanksgiving inseparable from a generous spirit, and imbued with a firmer belief that we have so deported ourselves during the year as to feel we are worthy of God's bounty, we can safely pray for its continuance under the favorable auspices of 1907.

THE HOLIDAY ATMOSPHERE.

No skillful artist fails to put himself in the atmosphere of his subject either by material association or self created enthusiasm. There is no more fertile time in which to plan the holiday campaign in any business enterprise than during the holidays or while the atmosphere is still fresh at hand.

No other time is so full of holiday suggestions, advertising ideas, window designs, either originating in the enthusiasm of the season or adapted from the window of some other tradesman, or perhaps a happy catch phrase derived from a passing shopper. Where all the holiday idea must be drawn from the good commercial sense of the merchant, as it must be, so far in advance of the season as his plans should be matured, it is difficult for him to put much enthusiasm into the subject. It requires hard raking of his gray matter and the result is very apt to be stilted and commercial. It's when the holiday shoppers are out in force and everything smells Christmasy that real inspirations begin to knock on the average man's skull and prod him into saying, "If I had only thought of that in time what a hit it would have been. Too late now."

It's right here, if it's anywhere at all that the progressive retailer will go into his desk for a blank note-book, print on the outside cover of it in big bright letters, "Holiday Ideas," and then proceed to jot therein the things he ought to have "thought of sooner." Put down a few bright window suggestions as they come to you while your neighbors are all dressed in Christmas furs and Santa Claus is grinning at you from all sides. Add a few advertising hints you should have just been sending out instead of the stiff business talks gotten up purely for commercial reasons. Note down the things that go the best for Christmas gifts; the things most called for that you did not have; the things your neighbors carried that in truth belonged more to the Hardware line. Paste in a few of the most striking advertisements or circulars issued by the city stores who do things on a bigger scale than you can afford to. Record the quaint ideas expressed by the children in their tours. Of course, you won't forget the conversation of the ladies; they talk a good deal, or have the name of doing so, but some way we all like to listen to a good deal that they have to say. Perhaps their ideas, some of them, may suggest designs that would be most attractive framed in the window or the newspaper advertisements.

Don't confine your observations to your own store, or even to business hours. Save a few street-car fares and take a stroll among your neighbors with your eyes open. Even the jeweler or dry goods merchant may have ideas that a little skill would render even more fitting in a Hardware window.

Then watch your children at home. It isn't every season that calls out their comments and enthusiasm on things commercial as the holidays are sure to do. Some of their quaint little sayings may prove no inspiration, or give birth to one.

Jot it down in your special book and finally, when the gay season is all over, file it away among the things you do not often overhaul but know where to find.

Next season, instead of rubbing furrows in your skull in a vain effort to recall what sort of a sensation Christmas is anyway, just turn to your note-book and begin the sifting process. Some lines so popular a year ago are out of date now. You know which ones; some ideas are not obsolete or threadbare. Still there lies before you a big chunk of holiday atmosphere with its inspirations as well as some suggestions ready made.

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PROTECT THE CUSTOMER.

"If I was a Hardware dealer," grumbled a disappointed customer, recently, "I would try and keep the commoner repairs for the goods I handled. Last month I purchased an expensive hard coal stove and yesterday by accident got a hole punched through the door. To-day I came in here on purpose for the necessary repairs and was met by the calm assurance that 'we do not keep mica.' For my part I would either keep it or quit selling stoves that require it. It's too much like telling a man to go to thunder as soon as you have made a sale and taken his money."

There is a good deal of justice in the complaint and a good suggestion, for every retailer; keep in stock a reasonable supply of repairs for your own line of goods and do not fail to include in that list the parts most likely to become broken that would most effectively disable the article sold. In the case of stoves the necessary repairs would be a few sheets of mica, an assortment of stove bolts, pipe, including elbows; dampers, knobs and hinges, with a supply of furnace cement; these will give your customers a reasonable protection against unreasonable inconvenience from break-downs, whether caused by defects in the stove or by some accident. Such an outfit will be found to cost little and will render almost any stove usable until the heavier and more expensive repairs can be ordered for it from the factory. Because a fire-pot happens to crack is no reason why the purchaser must suffer for the inconvenience of changing stoves or the chills of inclement weather while a new one is in transit. More than likely a few cents worth of furnace cement will run him until the new piece comes.

Of course the same principle holds in other lines; so far as possible protect the customer against break-downs and when a breakdown does occur protect him as effectually from serious loss and inconvenience by having at hand something to tide him over until the new piece can be obtained. The effort will be appreciated, though you may be told it through continued patronage rather than by words.

WHAT CASH DISCOUNTS REPRESENT.

The margin between buying for cash and accepting the full credit terms represents to many a merchant an amount with which he could be well satisfied from figuring on any further net profit from his business. How, in view of this, the importance of cash discounts can be overlooked is amazing. One does not have far to seek to see evidences of their great potency as an element in successful modern merchandising. Take the big departmental stores, for instance, which are taking away by their mail order system a great deal of trade from the country merchants. Cash discounts represent the greater part—and in some cases all—of their net profit. That is how they are able to make prices which attract readily, and emulation of their policy in this respect is the first step that the small dealer must take in placing his business on such a basis that the people of his district will prefer patronizing the home market to sending abroad. Competition at the present day is so keen that the man who would attain success must figure close and hard, and pass by no short cut that presents itself. There is none that will curtail the distance which he must travel more than that to which access is gained by way of cash discounts.

In the majority of cases it will pay the merchant to borrow money from the bank for the purpose of discounting his bills. It is easy for him to figure out how he is going to profit handsomely by doing this.

From merchants at various points we learn that the trend of trade is more and more toward a cash basis. The public has plenty of money and, generally speaking, asks for credit as little as possible. This is a satisfactory condition that should be nursed into greater proportions each year, until the straight cash business is made possible. To reach this goal should be the ambition of every merchant.—*Hardware and Metal.*

A LIFE-SIZE ADVERTISEMENT.

The Pritchard-Strong Co., Rochester, N. Y., who are noted in the trade for the Lantern and Hardware Specialties they are manufacturing, have recently prepared a striking novelty for distribution that is intended as an attraction in window display that will deepen the impression they have already made by their Prisco products. They are sending out a characteristic lithograph in 10 colors which is securely mounted on cardboard nearly one-quarter inch thick, representing "Uncle Obadiah" critically and satisfactorily viewing one of the company's lanterns as being the best he has ever seen for the purpose. The lithograph, being of life size, is made so it can be stood up in a conspicuous spot, and will be found an excellent advertisement of permanent interest. The color scheme was originated by the well-known artist and illustrator, Edward Penfield, of New York City. The Lantern, which is shown in connection, is a

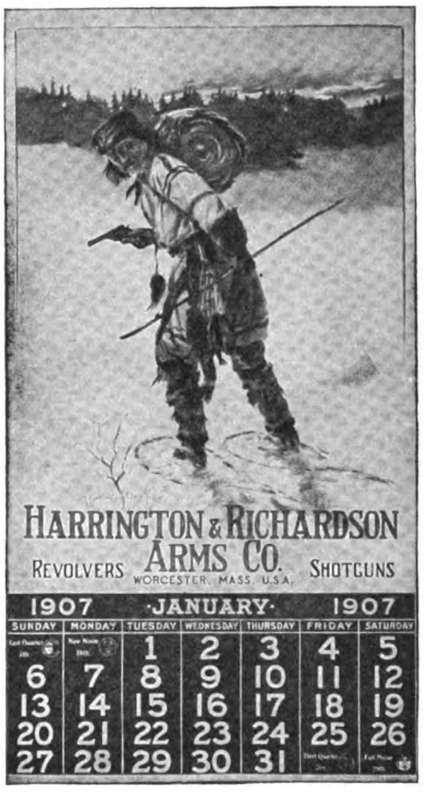


"THAT'S A DANDY SURE ENOUGH."

real one, and fastened to the lithograph by a tack driven into the hand, and is one of the latest Prisco products, their "Copper Fount No. 2 Cold Blast Lantern, nickel-plated." As a striking advertisement for the Hardware store, it will prove a novelty that will accomplish its purpose in a clever manner.

HARRINGTON & RICHARDSON CALENDAR.

The Harrington & Richardson Arms Co., Worcester, Mass., are one of the earliest in the field of the sporting goods people with a handsome calendar. We give a good illustration conveying an idea of this emanation of the art department. The



calendar is a lithograph 14 by 27 inches, in 10 colors, the subject of which is "The Canadian Trapper." The company make the announcement that they will mail to any of our readers desiring a copy of the calendar, while the supply lasts, if they mail a postal card in reference to the same, and mention HARDWARE in their application. We hope this proposition will be availed of largely by our readers.

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ADVERTISING TO HELP DEALERS.

An important event that is now claiming the attention of the Hardware trade all over the United States is the extensive advertising campaign just being launched by the American Fork & Hoe Co., of Cleveland, Ohio. Large advertisements pertaining to farm and garden hand-tools are appearing in the leading agricultural publications this month for the first time. The purpose of this advertising is to better acquaint tool users with a line of articles to which scarcely enough attention has been given in the past. The advantages of using correctly shaped, accurately constructed, properly tempered tools of reliable quality are convincingly shown. A feature of special importance is the information which is given in regard to special tools for special purposes in field and garden work. The careful and scientific methods of land culture that are now rapidly coming into general use with the increase of population, and the constant subdivision of farms, are rendering proper tools more and more necessary.

The free distribution of a valuable book, "Tools and Their Uses," will constitute an efficient part of the advertising. It illustrates and describes the purposes of hundreds of desirable hand tools. This is the first time that any information of the kind has been published. With the adoption of advertising, a new standard of manufacturing tools has been put into operation by the American Fork & Hoe Co., and all their first quality brands have been improved wherever possible. Hereafter all tools complying with the new standard will be designated "True Temper" tools and at the various factories this brand will be applied in addition to the labels used on their well-known lines.

This progressive move on the part of the American Fork & Hoe Co. gives the merchandising of farm and garden tools a new importance and it is safe to predict greater interest in this line of goods among dealers. While all tools are sold through jobbers, the retail trade is directly assisted in various ways by the manufacturers, to get the immediate results from their advertising. The idea of the manufacturer helping dealers to sell his goods is not new, but the American Fork & Hoe Co. have some original plans that are unusually promising.

WINNING CUSTOMERS WITH SHOP TALK.

An English contemporary, in an article on shop talk, remarks that "to be interested in one's work, whatever that work may be, is no longer considered unseemly. One may even talk shop at fitting seasons without being a bore." Here is the text for a discussion which the sporting goods dealer should find of the utmost interest. Someone has said that people are never really at their best except when they are talking shop, for it is then that they thoroughly forget all else and lose themselves in their subject. There are other times when the man who handles firearms, fishing tackle and other articles devoted to the sportsman's use should have a complete knowledge of these goods at his tongue's end. And on other occasions he should remain discreetly silent while the customer who is self-satisfied in his own wisdom does all the talking. The merchant who takes an interest in his business will know all, or very nearly all, there is to know about his line. And he will be the merchant who commands a large patronage because people have faith in his opinions. Occasions frequently arise where the customer is better versed in the particular line he contemplates buying than the merchant himself. This does not mean that the sportsman has too much knowledge, but that the man who sells the goods has too little. The great majority of customers in the retail sporting goods establishment are open to conviction and value the advice of an expert who is qualified to direct them intelligently. When a sportsman or athlete has been helped once in the selection of an article and it gives him satisfactory service, it is only natural that he should return to the same dealer when he is again in need of goods which are handled at that store.

OUR INDIA RUBBER IMPORTATIONS.

The popularity of the bicycle and automobile, coupled with the increased use of electricity in the daily affairs of the people, has increased enormously the importation of india rubber. That article shows now a larger value in the import list than almost any other single product. The value of india rubber imported in the crude state in the year about to end will aggregate nearly or quite 50 million dollars, and if to this is added the value of old and scrap rubber intended for remanufacture the total for the calendar year 1906 will considerably exceed 50 million dollars. In the ten months ending with October the imports of crude rubber were valued at 41½ million dollars, and as the imports for the single month of October were valued at 5 millions it seems probable that the total for the entire year will be over 50 million dollars.

The growth in demand for india rubber and the consequent growth in importations—for india rubber is not a product of continental United States—has been more rapid than that of almost any other important article during the past decade. The value of rubber imported in the calendar year 1896 was but 15½ million dollars, or less than one-third of the prospective total for the year 1906, thus indicating that the value of rubber imported has increased more than 200 per cent. in a decade.

This increase in the value of india rubber imported is due in part, however, to the advance in price caused by the great increase in demand in various parts of the world, and especially in the United States, which now consumes more than one-half of the rubber crop of the world. The quantity of rubber imported in the first ten months of 1896 was 26 million pounds and the stated value 11½ million dollars, making the average value per pound 44½ cents, while the quantity imported in the ten months of the present year, for which the Bureau of Statistics of the Department of Commerce and Labor has now a record, is 53½ million pounds, valued at 41⅔ million dollars, or an average of 77 cents per pound. It will be seen from these figures that the average import price of crude rubber has advanced 73 per cent. during the last decade, due chiefly, it may be assumed, to the increased demand for rubber to be used in the manufacture of bicycles, automobiles, and the various appliances required through the greatly increased use of electricity as applied to lighting, transportation, and the manufacturing industries.

These figures of rubber imported include only that brought in in the crude state. In addition to this there were brought into the United States during the ten months ending with October more than 18 million pounds of old and scrap rubber for remanufacturing, and 12½ million pounds of gutta joolatong, an article somewhat similar to rubber, which is mixed with india rubber for use in the various industries. In addition to this there was imported 326,053 pounds of gutta-percha, which is used chiefly in the manufacture of submarine cables.

Brazil is the chief contributor to the india rubber supply of the United States, the quantity imported from that country in the ten months ending October amounting to 26¾ million pounds out of a total of 53½ millions, while the United Kingdom contributed 8½ millions, Germany 3 millions, other European countries 7 millions, Mexico nearly 3 millions, Central America a little over 1 million, and the East Indies over 2 million pounds. All of the rubber sent from the European countries to the United States is, of course, the product of non-European sections of the world, chiefly colonies of the various countries from which it is sent. The United Kingdom draws from its colonies in Africa, India, and the Straits Settlements the bulk of the rubber which it sends to the United States, while Belgium draws large quantities from the Kongo Free State, which it controls. Portugal draws its supply for re-exportation, amounting to several million pounds, from its colonies in Africa, while Germany draws its supplies from its colonies in Africa and the Pacific Islands.

This growing demand for india rubber and the reduction of the natural supply owing to the crude and often reckless manner in which the supplies are gathered from the rubber forests of South America and Africa have resulted in the establishment of rubber plantations in India, Ceylon, the Malayan Peninsula, and Java, and these have already given such assurance of success as to justify the assumption that rubber cultivation is to become an important industry in the tropical world. Experiments made in establishing rubber plantations in Java, the Straits Settlements, and Ceylon have been so successful as to justify the belief that the rubber production of the world will, in the not distant future, come largely from cultivated instead of from the natural rubber trees as at present. Indications seem to justify the belief that the Philippine and Hawaiian Islands are capable of producing large quantities of this article.

Data collected by Philippine botanists and collectors show that the climate, soil, and other conditions of the Philippine Islands are favorable to rubber and gutta-percha, and government nurseries have been already established in the islands for the distribution of rubber plants for use of rubber plantations. The three great rubber-producing sections of the world at the present time are: (1) The East Indies, including British India, Ceylon, Burma, Straits Settlements, Java and Borneo; (2) Africa, including numerous foreign possessions and free States along the coast of Africa and Madagascar; and (3) Mexico and South America. The growing demand of the world for india rubber and the importance of the possible development of this industry in the Philippines and Hawaii are suggested by the fact that the value of rubber imported into the United States alone has grown from less than 16 million dollars in 1896 to over 50 millions in 1906.

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LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

GUARANTY OF COLLECTION.

QUESTION.—B gave a note to C for some goods for $250. At the time the note was given A indorsed on the note, "I hereby guarantee the collection of the within note in consideration of the payee taking the same." The maker has since become insolvent. Can B proceed at once against A to recover the amount of the note?

ANSWER.—This was a guaranty of collection and not a guaranty of payment. One who becomes a guarantor of collection agrees simply that the claim is collectible by due course of law, and only promises to pay in case the note cannot be collected by suit. In other words, before the guarantor can be held, judgment must have been recovered against the principal debtor and the execution issued thereon must have been recovered without unnecessary delay. The fact of insolvency is no excuse for the failure to prosecute. It follows that A cannot be held liable until a judgment has been obtained against B and an execution returned unsatisfied. It would be otherwise if the guaranty were one "of payment" instead "of collection." The guarantor of payment becomes liable as soon as the principal debtor makes default.

SALES OF GOODS IN BULK.

QUESTION.—Is there anything to prevent a retail dealer who is in debt from selling his entire stock in trade to a purchaser, and will the purchaser take the goods free from the claims of the seller's creditors?

ANSWER.—Until the passage of recent statutes there was nothing to prevent a retail dealer from selling his entire stock to a single purchaser; and if the purchaser took the stock in good faith and paid fair value for it, the seller's creditors had no remedy against the purchaser. Recently many of the States, to prevent fraud, have passed statutes to cover this state of facts. The New York Statute passed in 1902, which is a fair sample of such legislation, provides that: "A sale of a portion of a stock of merchandise other than in the ordinary course of trade, in the regular and usual transaction of the seller's business, or the sale of an entire stock of merchandise in bulk, shall be fraudulent and void as against the creditors of the seller," unless the seller and the purchaser shall make an inventory at least five days before the sale, and the purchaser shall, at least five days before the sale, notify each of the seller's creditors, of whom he has knowledge, or can acquire knowledge of the sale and the proposed price to be paid. In New York this statute was held to be unconstitutional on the ground that it invaded the right of personal liberty and private property. Similar statutes have been adopted in upward of twenty states. They have been held valid in Massachusetts, Connecticut, Tennessee, Washington and other jurisdictions, while in a few states such as Ohio and New York, the courts have refused to sustain them. The New York Statute has now been amended so as to provide that such sales shall be only presumptively fraudulent. It is uncertain what view the courts will take of the amended statute. Most of the States upheld such legislation, which is aimed to suppress an evil that is almost universal.

ACCEPTANCE OF CHECK IN FULL.

QUESTION.—We got into a dispute with a customer as to the amount to be paid for a bill of goods sent him. He has mailed us a check for the amount which he claims to be due, on which he has written "in full settlement of account." Can we keep the check and send him a statement showing balance due and collect the difference from him, or will we lose our right to collect the difference if we accept the check?

ANSWER.—You cannot keep the check and recover the difference if there is a genuine dispute as to the amount due. The check mailed for the amount which your customer claimed he owed you was sent you upon condition that it should be received in full payment. You are not obliged to accede to that condition. You can return the check, declining to accept it in full payment. If, however, you accept the check, assuming that there is a genuine dispute as to the amount of the debt, you must accede to the condition imposed by your customer that it shall be accepted in full payment. The rule is different where there is not a bona fide dispute as to the amount due. If the debt is a liquidated one as to amount, the acceptance of a less sum in full will not prevent the recovery of the balance.

THE CHURCH STREET TERMINAL BUILDINGS FOR THE HUDSON TUNNELS.

The proposed terminal of the Hudson tunnels, in course of construction on Church Street between Cortlandt and Fulton Streets, New York City, will occupy nearly two entire blocks. There will be two buildings divided by Dey Street, but with a continuous connection below ground, and speaking of the whole as the terminal, it will constitute the largest office structure in the world. It will be 22 stories high and there will be space for 6000 offices, so the combined structures will also have a larger and more varied representation of business interests than any other building of the kind in the world. It is estimated that 1000 persons will pass through its corridors each minute through the day and the permanent population will be at least 10,000 people. There will be 39 elevators, of which 22 will be express cars to the eleventh floor. The two buildings will occupy 70,000 sq. ft. of ground and the cubic area will be 14,500,000 cu. ft. above ground and 3,650,000 cu. ft. below ground.

Both buildings will be similar in design and they will be a fine example of Italian renaissance. From the ground floor to the fourth story polished granite and Indiana limestone will be used and the section above will be of brick and terra cotta. The public halls will be of marble and the interior finish will be of hardwood throughout. A feature of the building will be an electric storage battery which will be the largest in the world. This will form a reserve in case of an accident to the generating plant. There will be a complete conduit system arranged for telegraph, telephone and stock ticker systems as well as compressed air and vacuum cleaning apparatus.

To get an idea of the size of the building a comparison with the Broad Exchange Building, now the largest in Manhattan, is interesting. The Broad Exchange contains about 7,000,000 cu. ft. and nearly three Broad Exchange buildings could be put on the space occupied by the terminal building. An interesting section of the building will be an arcade on the ground floor consisting of a great glass enclosed passageway lined with shops and booths. It will be much larger than any of the famous European arcades and an attempt will be made to make it one of the great shopping centers of the world.

The arrangement of the underground part of the buildings which will form the terminal proper is especially interesting. Passengers will enter on the street floor and pass down to the station by way of easy stairways, inclined planes and elevators. The floor surface below the sidewalk will be known as the concourse floor and there will be waiting rooms, retiring rooms, ticket offices, telegraph stands, telephone booths, newspaper stands, restaurants, flower booths and everything that goes to make up a large railroad station. Below the concourse floor will be the train platforms, six in number, with five tracks alternating between them.

The cars are to be of steel and will have openings at the side and ends similar to those in use on the Brooklyn Bridge trains, and alternate platforms will be used for entrance and exit. It is proposed to operate eight-car trains through the tunnels during the rush hours on a headway of 1½ minutes between trains, and the passage under the river will probably average 3 minutes. There will be a foot passageway extending under Dey Street and connecting with the Manhattan Subway and it will be possible to descend from the street to the concourse level and walk under Dey Street to the Fulton station of the Subway.

The Church Street terminal buildings will constitute the hub upon which will be focused all the downtown traffic of the four great railway systems and trolley lines terminating in Jersey City. The tenants of the buildings may, without at any time going from under cover, be landed in the Pennsylvania, Erie and Lackawanna stations in Jersey City and may similarly reach the Subway and be landed in the Grand Central station, New York and Long Island station in Brooklyn. The Sixth and Ninth avenue lines of the elevated railroad system can be reached from the terminal under cover and the surface lines which will pass its several fronts. Any new subways on the west side must necessarily have connection with these buildings.

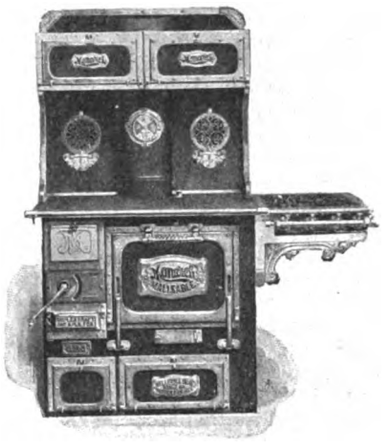
The work as a whole has been directed by William G. McAdoo, president of the New York & Jersey and the Hudson & Manhattan Railroad Companies, and Walter G. Oakman, formerly president of the Guaranty Trust Company and now president of the Hudson Companies. It was the combined activity of these two men, backed by the great banking house of Harvey Fisk & Sons, that made the enterprise possible. The engineering features are being worked out by Charles M. Jacobs, chief engineer, and J. Vipond Davies, deputy chief engineer. Clinton & Russell are the architects.—*The Iron Age.*

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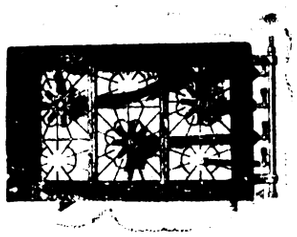
WHAT THE STOVE MANUFACTURERS ARE DOING

THE MALLEABLE IRON RANGE CO.

The Malleable Iron Range Co., Beaver Dam, Wis., manufacture the Monarch Gas Attachment No. 42. This attachment is the same as the Gas Section No. 142 of combination less the oven



and broiler, being supported on nickeled brackets instead. These brackets will support the weight of a 200-pound man and can be safely used for any purpose a range top is required. This should



not be confused with the little hot plate extension commonly offered. The triangular arrangement of the burners give a distance of nine inches between centers, allowing ample space for using three cooking vessels at the same time.

THE McRAE & ROBERTS CO.

The McRae & Roberts Co., Detroit, Mich., are large manufacturers of gas stove cocks, handles, etc., and have placed the machinery needed to take care of the class of work for which they consider themselves admirably equipped. It will pay a stove manufacturer to know their facilities thoroughly, secure their prices and see their samples before contracting for supplies of this character.

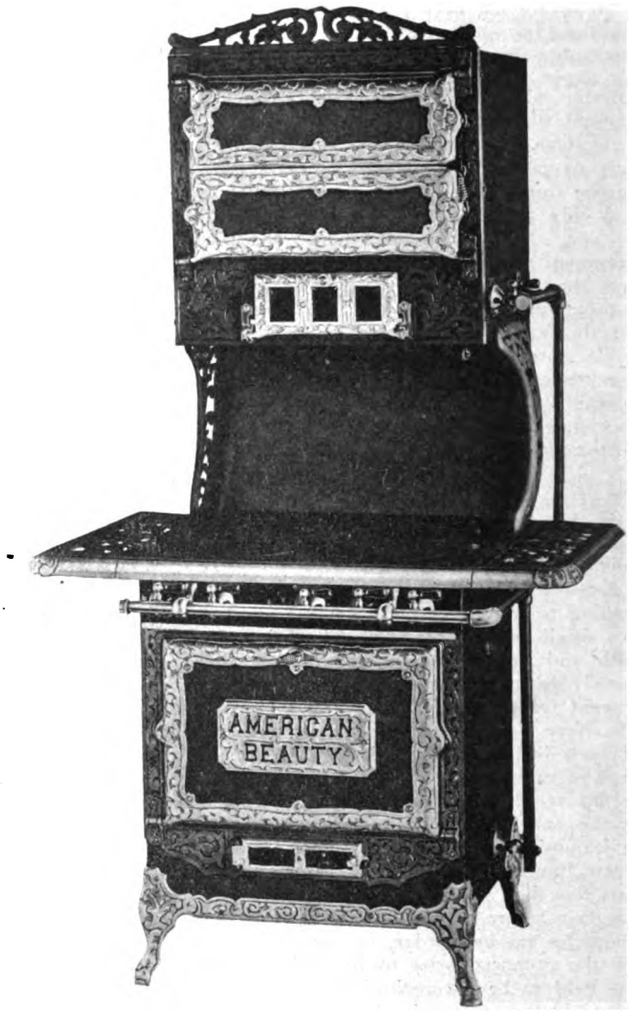
AMERICAN BEAUTY GAS STOVE WORKS, LTD.

In calling attention to the American Beauty Elevated Oven Gas Range, the American Beauty Gas Stove Works, Ltd., Erie, Pa., make use of the following language, feeling that they cannot say too much in praise of this perfect gas range.

The "alligator doors" on our upper oven must be seen to be properly appreciated—to demonstrate them is to make a sale. They are like no others—no springs to get out of order. We grind them to a perfect fit, and the mechanism, while simple, holds them firmly in place. The lower door when open, makes a convenient shelf on which to draw out pans for inspection. The movement for opening and closing is easy and positive. The broilers are conveniently situated. The housewife does not need to kneel or to stand on tiptoes in order to examine the contents. Owing to the perfect system of separate flues, it is impossible for the upper oven to become contaminated with odors of fish and meats from the broiler, as there is absolutely no connection between the two. For the same reason, sauerkraut, onions, and other odorous foods can be cooked in the lower oven without the smell permeating every room in the house, as is usually the case. In fact, these foods can be cooked, or fish broiled, while custards and angel food are being baked in the upper oven, with no risk whatever. This lower or French oven can also be used as a warming closet. If it is needed for baking, put a solid griddle in the centre of the bottom.

SOME OF THE GOOD POINTS FOUND ON THESE GOODS.

Separate simmering burner, entirely odorless; does not interfere with other burners. Top burners all detachable; patented construction, saving 45 per cent. of the gas. Adjustable mixers.



AMERICAN BEAUTY ELEVATED OVEN GAS RANGE.

Heavy and well made nickel-plated cocks. Rich nickel-plated band on main top, with embossed corners. Heavy castings, roomy top end shelves, well ornamented. Upper oven equipped with direct action burner, giving a steady blue flame all around the front and two ends, making a quick and even baker. Both ovens are full 18 inch size, and will take in Savory roasters. The full size of the ovens is available, as they will bake on the bottom as well as on the rack. Note this point—most gas ranges will not bake evenly except on the rack, and the space below you pay for and cannot use.

THE LATTIMER-WILLIAMS MFG. CO.

The Lattimer-Williams Mfg. Co., Columbus, Ohio, are engaged in making improvements in their plant necessitated by the largely increased business of the past year. The new foundry which is now building will about double their capacity for employment and will cost in the neighborhood of $30,000.

ODIN STOVE MFG. CO., Erie, Pa., have issued their catalogue for 1907 of Gas Heaters, Ranges and Appliances. Illustrations are given of their various lines of heating and cooking appliances for use with natural gas. Since issuing their last catalogue, they have made very material improvements to their factory, a foundry having been added. The contents include Tri-Process Pure Air Gas Heaters, Peerless, Empire, Regal, Bengal and Brilliant Odin Heating Radiators, Fire Fronts, Elevated Oven Gas Ranges, also Single Oven and Broiler Ranges, Water Heaters, Sectional Burners, etc.

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ADVANCED METHODS OF WARM AIR HEARING

UNITED STATES REGISTER CO., LTD., Battle Creek, Mich. Booklet devoted to a description of the Jones Registers, and entitled "Advanced Methods of Warm Air Heating." The company state: "In compiling this booklet we have endeavored to explain wherein the Jones Registers differ from others, and to make clear why their use in connection with furnaces is beneficial, not only to the customer but to the dealer also, and to restrict same so far as practicable to the illustrating and listing of Jones registers and fittings. The Jones Registers are made to be placed in the wall between the studding, utilizing the space from the lath to the outside of the shoe moulding:—where a room on the first floor is to be heated, and they project into the room 1½ inches, where two rooms, one on the first floor and one on the second floor are to be heated from one large basement pipe. The advantages thus gained are: That a few large basement pipes do the work of many small ones, necessitating fewer elbows, angles, etc. Less heat is lost in the cellar, and cool cellars and warm living rooms are the result. All of the heat conveyed through one large basement pipe can be turned into the first floor room, when needed there, as is often the case during the morning hours, or when starting a fire. The heat can all be turned into a second floor room, if it is found necessary to heat a second floor room quickly; or, can be divided, so as to heat both of the rooms at the same time."

BENEFITS OF PUSHING SPECIALTIES.

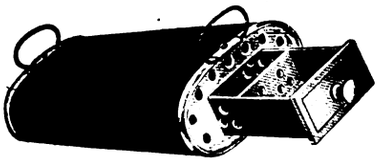
The tradesman who furnishes all kinds of materials and does all kinds of work might be said to have all kinds of opportunities to make money. In too many instances, however, competition is met wherever his enterprise or his necessities have carried him and he is apt to meet the prices of competition, so that after sustaining the demands on his energies required by such a varied business he has very little return in actual profits for his reward. The man who makes it a point to select some good article, says the *Metal Worker*, and make a specialty in each one of his varied lines is building up for himself a business that will prove more lucrative. If he runs one line of furnaces, one line of boilers, one kind of roofing plate and a high class article in whatever line he acquires he will have very little difficulty in securing from the manufacturing concern the exclusive sale of this particular product in his immediate territory. The man who starts out to establish himself on these lines will find it worth all the energy which he may expend on it and all of the hard competition which he will have to overcome and in fewer years than he anticipates. It is only necessary that he be master of his business and to have all of his work correctly planned and done by skillful workmen in the best manner for him to build that sort of a business reputation alone, at prices which are better than some of his competitors would be glad to accept.

When he has reached this point and has established a demand for his furnaces, his ranges, his heating boilers, his plumbing goods, the manufacturers who sell him will be frequently importuned by tradesmen in his own vicinity to sell the same goods to them. Here is where loyalty and sound business principles may prevail or succumb to the temptations. The manufacturer may realize that now the demand is created in a locality a larger number of goods may be sold if they are sold to all the trade, but if he is wise he will realize that as soon as everybody can buy his goods they will be placed on a competitive and unprofitable basis and soon nobody will want them. If he compares the effect of both systems for a period of years he will find that he will not sell so much to all the trade as if the sales had been confined to one man who made a specialty of them. Severe complaints and harsh remarks are made about the manufacturers who refuse to sell goods to some who would buy them after a fellow tradesman has created the demand and after they are referred to the local tradesman who owns the exclusive sales rights.

After all petty interests are considered there is one important fact that cannot be lost sight of without permanent disadvantage. A customer must be provided with a good article, good workmanship, and all work must be done in accordance with the latest and most approved methods. No tradesman can reach this standard unless he gets a larger profit than can be had from a purely competitive business. His profit must be sufficient to enable him to purchase information where it can be had, to employ consulting engineers when desirable and take such other steps as are necessary to make him thoroughly acquainted with all of the best practices in his special line. The tradesman who is envious of the man who is enjoying the benefit of business foresight can better utilize his energies in profiting by the example and making his selections of special lines and laying the foundation for a similar business. This course has been pursued by successful men in many instances, and while a friendly and lively competition exists both men are making money and all of their customers are getting a higher class of service than when a policy of open competition prevailed.

THE CLARK CARRIAGE HEATER.

The Chicago Flexible Shaft Co., Chicago, Ill., are placing before the trade the new and improved form of Carriage Heater of which we give illustrations, the fuel for which is in the shape of carbon briquettes 7x2x1¼ inches in size, producing a volume of heat for the purpose that can be regulated by means of



THE CLARK CARRIAGE HEATER.

adjustable ventilation. The Heaters are constructed of metal securely riveted throughout, and having an inside packing of asbestos, rendering them incapable of scorching should anything come in contact with them. The Heaters are furnished with covering of carpet, or not, as may be wanted, the heat chamber being so constructed that radiation may be upward and outward.



THE DIFFERENT STYLE.

It is stated that a single briquette will furnish a good and lasting quality of heat running from 12 to 16 hours. For the average ride of three to five hours, a third of a briquette will be found sufficient. The Heaters are so made that the feet rest on them naturally, and easy, and they are made in two shapes, either of which the customer may select.

"THE FORCE PUMP IN EVENT OF FIRE."

The question of fire protection for the farmer is worthy of serious consideration. The farmer of to-day is really a Nabob. He has the telephone, rural delivery, daily papers, and in many cases, electric traction lines near him, and in some cases a current of electricity from the same to light his home. He has an earning power unlike what has ever been known before. The buildings on his farm are usually correspondingly modern, and water close at hand and plenty of it as a safeguard that every farmer should possess. With a reliable double-acting force pump and with a few hundred feet of hose at hand the farmer can successfully cope with fire should it occur; and, in the meantime he is able to enjoy other advantages. He can force water through the hose into his barn, wash out stalls, clean wagons or buggies. He can wash windows, walks, porches, etc., water the lawn and even irrigate his land.

The farmer who has a Myers Double-Acting Force Pump is justified in demanding a lower rate of insurance, because of the decreased liability. A double-acting force pump will throw a steady, solid continuous flow of water; while but little headway can be made against flames by throwing a bucket-full at a time. For this reason a lift pump is not to be considered as a means of fire protection compared with the double-acting force pump, on which we are certainly headquarters. F. E. Myers & Bro. no doubt make more than all other factories combined. They have invented and own more double-acting pump patents than others; they have given the same individual attention, introducing expensive buckets retaining the air: they have constructed the same with larger air chambers, heavier bucket stems, larger water ways and better leverage, bolt and hose connections. They take the position that it is the manufacturer's business to produce even better goods as the country develops and the consumer prospers. Improvements are going on all along the line; a modern house is fitted up with bath fixtures so different from what was used five to ten years ago that they would not bring half price. The placing of an old style pump that will simply lift water (and that is entitled to the name merely because it looks like a pump) is correspondingly impractical.

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NEW GOODS AND SPECIALTIES

THE MONTROSS LINE OF HORSE POKES.

Richard W. Montross, Galien, Mich., is the maker of all the salable descriptions of Horse Pokes that are demanded by the trade. We present cuts of the several styles. In Fig. 1 is shown the old-fashioned pattern, in the Galien Safety Animal Poke, which will always be in demand. It is claimed to be the

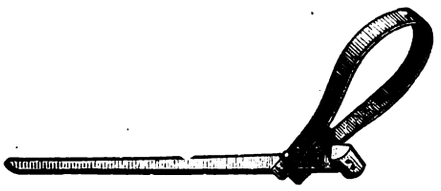


FIG. 1. GALIEN SAFETY HORSE POKE.

best pricker poke distributed to the trade, and although, as before observed, it is old-fashioned, it is still a staple article, which fully sustains its well earned reputation. Fig. 2 shows Camp's Success Poke, which the maker claims is the only one that successfully prevents horses, cattle and mules from jumping

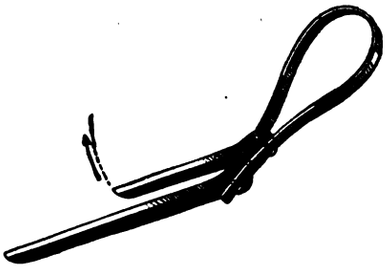


FIG. 2. CAMP S SUCCESS POKE.

fences, and effectually cures the habit. It has no prickers or spurs to injure the animal. The contact with the free end of the longer bar draws it down, and throws the short upper bar against the nose, causing the animal to back off at once. Fig.

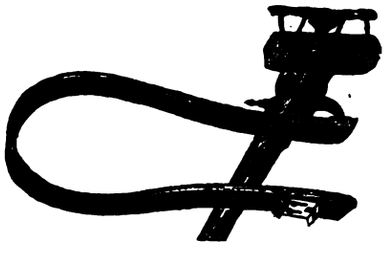
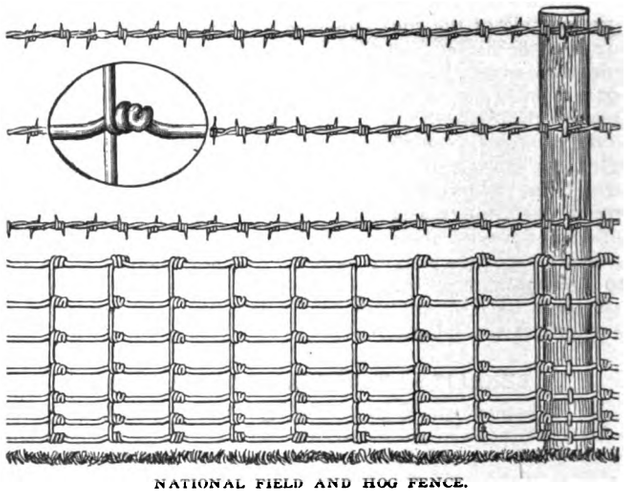


FIG. 3. HARTMAN'S IMPROVED POKE.

3 shows Hartman's Improved Poke, which is considered as having all the advantages of other pokes and none of the defects. There are no loose parts to become detached or lost, all wearing parts are of malleable iron, and the hinged pivot pin moves in the stale, saving all wear of the bow. When in use, and it is placed on the animal, the stale is swung around and locked with slide key plate on bow.

NATIONAL FIELD AND HOG FENCE.

The De Kalb Fence Co., De Kalb, Ill., have added to their great line of field fencing the National Field and Hog Fence which we show in the illustration herewith. In this Fence all the horizontal bars are made of No. 10 wire, while the pickets are of No. 12 gauge, spaced 8 inches apart, and wrapped around each bar very tightly inside a crimp, which prevents slipping, and at the same time allows for contraction and expansion. The most popular style is the 28-inch Fence, with 8 bars, which has a breaking strength of nearly 6 tons, which with the 23, 26 and 28 inch height, with 3 strands of wire above, is suggested as an ideal fence for all farm purposes. The spacing between bars of the 28-inch fence, beginning at the bottom, is: 2¾, 3, 3½, 4, 4½, 5 and 5½ inch, and of the 26-inch: 3, 3½, 4, 4½, 5 and 5½ inches. The fence can be furnished in the following sizes: 58 inch, 12 bars; 49 inch, 11 bars; 47 and 41 inch, 10 bars; 28

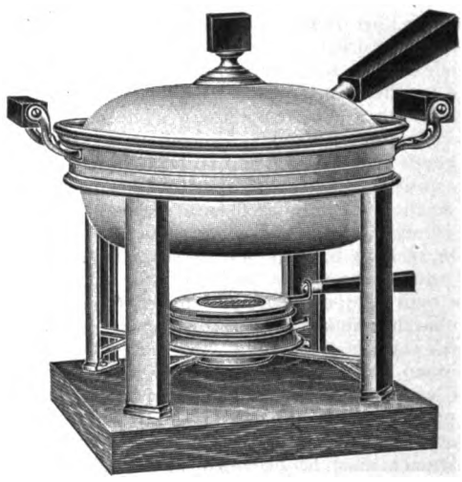


NATIONAL FIELD AND HOG FENCE.

inch,8 bars; 26 inch and 23 inch, 7 bars. This fence is made of the best galvanized wire obtainable, and it can be erected on uneven ground as readily as barb wire.

MISSION DESIGN CHAFING DISH.

Manning, Bowman & Co., Meriden, Conn., and 25 West Broadway, New York, who are the manufacturers of a large assortment of chafing dishes and similar tableware, have brought out especially for the holiday trade the Mission Design Chafing Dish, No. 298, of which we give an illustration herewith. It is mounted on a solid three-piece quartered oak base, Mission finish, 8 x8x1 7-16 inches, the grain of the wood running different ways to counteract any tendency to warp. The ring supporting the pans is upheld by four three-sided rectangular legs secured to the base by screws from underneath, made flush by counterboring. The chafing dish is 9½ inches in diameter, and has a capacity of three pints. The alcohol fuel is burned in the company's Perfection lamp, having two horizontal slide covers op-



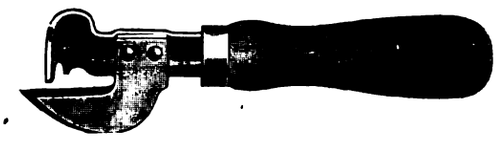
MISSION DESIGN CHAFING DISH.

erated by the square tapered wood handle. The cover knob, side and pan handles are also square and ebonized. The metallic portions of the utensil are principally copper, with plain or plated finishes, there being one design brass-trimmed for contrast. The interiors of water and food pans and cover are usually in silver, French finish, a food pan in ivory enamel inside and outside being furnished if so ordered, without extra expense. These chafing dishes can be supplied regularly in brass, copper, nickel plate and silver plate. This same design is also made supported by three instead of four legs, without hardwood base.

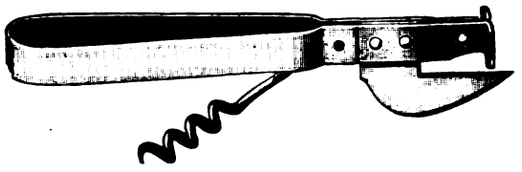
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ELLIS MFG. CO.'S SPECIALTIES.

The Ellis Manufacturing Co., successors to F. L. Ellis & Son, Milldale, Conn., are the manufacturers of quite a line of popular specialties, including a line of Can Openers and Tack Pullers, which, owing to its comprehensiveness, they are able to fill all the possible requirements of an up-to-date buyer, both in quality and price. We present illustrations of these desirable specialties, which the company state can be furnished packed in display boxes if so desired. The No. 1 Dandy Can Opener is of the wood-handle pattern, with the shank made of a steel stamping, having a handsome steel blade. Its construction is much lighter than the cast iron pattern, and much stronger on account of its rigidity. The Ever Ready Can Opener is one that is known the world over, and is manufactured for a popular demand that is rapidly increasing. This Can Opener is nicely finished, and is made from high-grade steel. The Little Giant Can Opener No. 3 is made from steel wire, and is finely finished in nickel-plate. It is a very strong and rigid article, having a blued blade, which makes it very neat in appearance and quite durable. It compares very favorably with anything in its class.



DANDY CAN OPENER NO. 1.



EVER READY CAN OPENER.



LITTLE GIANT CAN OPENER NO. 3.



MONARCH TACK PULLER. NO. 4.

The Monarch Tack Puller No. 4 is a strictly high-grade article, the shank being made of steel stamping, highly polished and nickel-plated, with a blue tempered steel blade securely riveted on same, and finished with a polished handle of hard wood, which makes it an extremely neat article, possessing great strength.



CAN OPENER NO. 10.

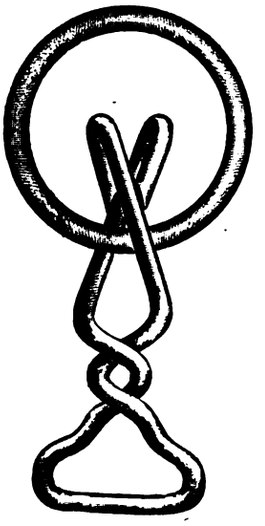
The No. 10 Can Opener is of the cast iron type, with japanned handle, having a polished head, and hardened steel nickel-plated blade. The No. 20 is also of cast iron pattern, nicely polished and full nickel-plated with blade of hardened steel. Freight is allowed only when shipments amount to 100 pounds and over.



CAN OPENER NO. 20.

NATIONAL SAFETY SNAP.

National Safety Snap Co., Wilmington, Ohio, are placing upon the market the new Safety Snap of which we give an illustration. It is constructed entirely from spring steel and nickel-plated, is attractive in its appearance and is claimed to be as strong and durable as would be indicated by the name. To attach the snap, place the opening between the ends of the snap on the ring, and push it on. To release the snap, push it up on the ring past the beveled ends as shown in cut, and twist it to the right. They will not freeze up or come off, and are easily operated without removing the glove or mitten.



NATIONAL SAFETY SNAP.

STEVENS ODORLESS GUN OIL.

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are putting on the market one and four ounce bottles of Gun Oil, shown herewith. The oil is a lubricant, rust preventive, polishing and cleaning compound. The company guarantee it to be absolutely pure and to contain no acid. It is especially adapted for use in connection with firearms, bicycles, sewing machines and all machines requiring a high-grade of oil. The one ounce bottle is intended to retail at 10 cents, and the four ounce bottle at 25 cents.



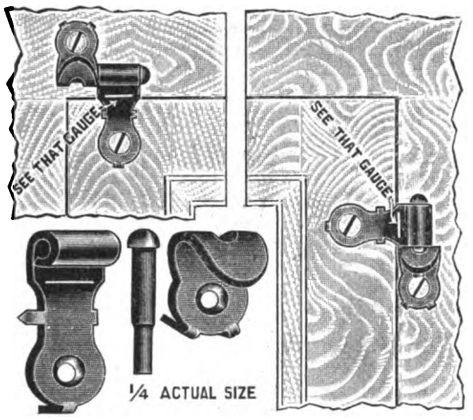
STEVENS ODORLESS GUN OIL.

WATROUS COMBINATION STORM SASH HANGER AND SCREEN HINGE.

E. L. Watrous Manufacturing Co., Des Moines, Iowa, manufacturers of stamped steel Hardware, are placing on the market a new Storm Sash Hanger and Screen Hinge. In bringing out this device the company has sought to effect a saving in labor. There are only four screws to set, and the carpenter while on

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the ground or even at his shop can plan where he wants the hinges, drive in the hinge pins and place the pin-carrying section on the sash. The gauge shows just where the edge of the wood ought to come. The points are pressed in with the thumb,



WATROUS COMBINATION STORM SASH HANGER AND SCREEN HINGE.

the hammer drives them home and the setting of one screw finishes the job. From a ladder the screen is set in the window, the hook slips under the pin and one blow of the hammer drives the points home. Both hands are then left free to set in the single screw. The device is tested for a strength up to 300 pounds, and all parts are japanned, even the screws. The hinge can be used on cupboard doors, barn windows or any place where it is convenient to have an easily removable sash.

NEW HOME WASHER, 1907 MODEL.

The Standard Manufacturing Co., of Shelby, Ohio, are offering the trade their 1907 model "New Home" Washer illustrated herewith, which is the latest improved and most practical design. The "New Home" washes on the same principle as the hand washboard, cleansing the clothes by light rubbing, at the same time forcing the water through every fibre, and instantaneously reversing the current absorbing the dirt and removing it from the clothes. This is effected by oscillating the machine, causing the water to change its center of gravity by forming a whirlpool under the corrugated rubber board, sucking it down on the clothes, squeezing and rubbing them, at the same time that they are acted on by the reversing whirlpool and changed with the current so that a new surface is brought into contact with the rubbing board at each stroke of the machine.



NEW HOME WASHER, 1907 MODEL.

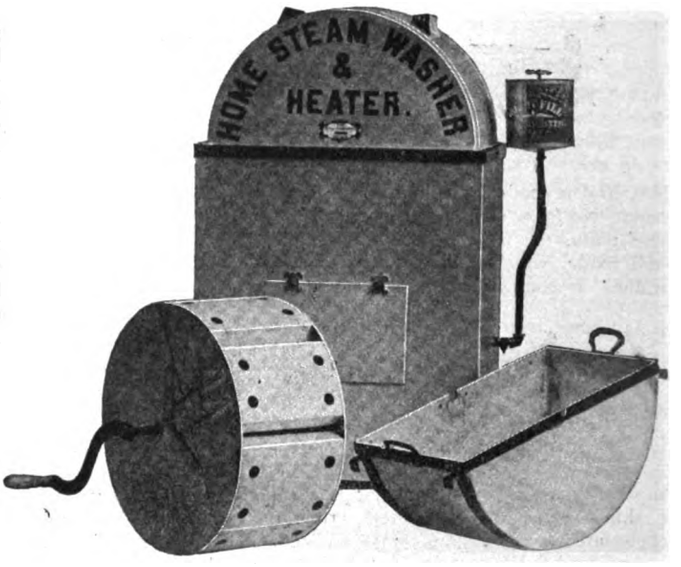
The framework is constructed of three detachable steel tubing legs secured to the metal frame by bolts and the center post of the machine extended where the legs meet, forming a clamp which secures them at that point by means of a clamp nut—all of which combines strength, durability, lightness and perfect floor adjustment.

Louisiana cypress is used in the wood construction. The joints are matched and the tub bound with three electric-welded, galvanized spring-steel hoops—patent crimped perfect adjustment to expansion and contraction. Hinged warp-proof steam tight cover, no fumes to escape and be inhaled by the operator or sweat up the walls and windows. The only bearing is a case-hardened ball-race filled with steel balls, nothing to oil and wear-proof. Total weight, 53 pounds.

The manufacturers have applied these improvements to all of their 1907 model and these machines are now so simple and durable that they agree to furnish free for five years all parts broken while in use. Sold only through the legitimate Hardware and housefurnishing trade. Exclusive agency will be given in certain territory. Literature interesting to dealers and further information will be furnished upon request.

HOME STEAM WASHER AND HEATER.

The Home Metallic Refrigerator Co., Albert Lea, Minn., are placing before the Hardware trade the Home Steam Washer and Heater, illustrations of which are given herewith. It is constructed of high grade galvanized steel and contains no wood which might swell, warp or shrink, or absorb or exude any extraneous matter. It has ball bearing casters and consists of a heater, heating plate, boiler, cylinder and top cover, so formed that each fits into the other, making a compact whole. There is an asbestos lining throughout, and it is furnished with gas or gasoline burners complete, having a door in front allowing free access to the burners. The boiler has a round bottom, requiring less water than a flat bottom, and effecting a considerable saving in fuel. The cylinder into which the clothes are placed revolves inside the boiler, being turned by a crank which is riveted to the side of the cylinder and has its bearings on the boiler. A hinged top with strong fastener keeps the clothes within the cylinder when it is revolving. The pockets or cross-



HOME STEAM WASHER AND HEATER.

pieces carry the clothes upward and allow them to fall back rapidly, forcing the steam and water through the folds of the fabric and loosening the dirt. The top cover fits over all the other parts, confining the heat and steam, so that there is no waste in the use of fuel. It can also be used as a tub for clothes when they are taken from the cylinder. The Washer is made with Aluminum and Black finish in three sizes: No. 10, with 10-inch cylinder; No. 12, with 12-inch cylinder, and No. 14 with 14-inch cylinder.

NOTE—WIFE—CREDITOR—BANKRUPTCY.

The Supreme Judicial Court of Massachusetts held, in the case of Widger vs. Baxter, that a note given by a woman to a creditor of her husband whose claim had been discharged in bankruptcy proceedings, not in payment of the debt, but rather as collateral security, was without consideration and unenforceable.

NOTE—SURETY—NOTICE.

The Supreme Court of North Carolina held, in the case of Rouse vs. Wooten, that a surety on a promissory note is not entitled to notice of non-payment under the law merchant, and that the negotiable instruments law does not entitle him to such notice; that he is primarily liable under that law, and that he will not be discharged by a failure to present the note for payment.

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RECENT TRADE PUBLICATIONS.

ATLANTIC GRINDSTONE CO., 898 Westminster Street, Providence, R. I., have distributed to the trade a catalogue of Mounted and Loose Grindstones. Several illustrations are given of their product, and of workmen in the quarries, and the company furnishes stones adapted for grinding Axes, Hatchets, Scythes, Section Knives, Dies, Chisels, Machine Knives, Table Cutlery, Scissors, Shears and Edge Tools generally, Saws, Files, Shovels, Hoes, Plows, Springs, Spindles, Sad Irons, Gun Barrels, Cast and Wrought Iron, Dry Grinding, etc., etc., as well as selected grits for machinists', carpenters' and farmers' use. Their quarries are located in Nova Scotia at Lower Cove, Beacon Ledge, Betty's Reef and Bay of Fundy Shore, and the company construct grindstones from five pounds to four tons in weight, their products having been on the market since 1790.

PECK EDGE TOOL CO., Cohoes, N. Y., have just published a catalogue of Hand Forged Hatchets, Axes, Adzes, etc. The illustrations are given in natural colors, printed on a fine quality of calendered paper, showing a large line of Edge Tools, such as Shingling, Lathing, Claw, Bench and Barrel Hatchets; Boy's Handled Axes, Hunter's Axe Pattern Hatchets, Double Bit, Yankee and Michigan Pattern Axes; Firemen's Axes, Ice Hatchets and Axes, Ship Carpenters' Broad Axes, House and Ship Carpenters' and Railroad Adzes. This company manufacture high-grade tools exclusively, and their aim will continue to be to produce Edge Tools "suitable for use by mechanics or other persons who will give a tool proper usage and appreciate a superior article."

ECLIPSE MFG. CO., North Girard, Pa. Catalogue for 1906-1907 of Household Specialties. The assortment of goods found in the contents is an extensive one, comprising Eureka, Eclipse and Acme Clothes Driers, Towel Driers, Dust Collectors, Suit Holders, Broom Holders, Sleeve Boards, etc. The company will be glad to send this catalogue upon application and it will be found to contain a useful line of goods.

NIAGARA FALLS STAMPING WORKS, Niagara Falls, N. Y., are sending to their friends in the trade their Catalogue No. 3 just issued, covering a line of Harness Snaps, Breast, Rein and other Harness Chains, Picket Pins, Curry Combs, Swivels, etc., all made of steel and of the highest quality and finish. The company are also manufacturers of Hardware specialties and novelties for others, and ask: "Are you manufacturing anything requiring the use of parts made of sheet iron, steel, brass, copper, zinc, tin or aluminum, or of wire of any of these metals? By the use of dies in power presses, we cut from sheet metal of any kind pieces of almost any shape. We also cut, form and shape parts from rods and bars. We have good machinery for wire forming. We also do screw machine work, and either hot or cold drop forging. We do enameling, and electroplate in brass, copper and nickel, and also in zinc (cold galvanizing), and do buffing and polishing. We make a specialty of doing this class of work for others, making either complete articles or parts of articles. We make in our own factory all the dies for cutting, punching and forming the goods we make. New inventions are in our line. We make dies and fit them to presses, and put machines in order for inventors to make their own goods."

A. J. REACH CO., Philadelphia, Pa., have just issued a price list for the Spring and Summer of 1007 of their well-known line of Base Ball Players' Goods, which include Ball Players' Mitts and Gloves, Base Balls, Masks, Bats, Body Protectors, Shoe Plates, Score Books, Bat Bags, Supporters, etc. This catalogue should be sent for by the Hardware dealer handling this class of sporting goods, as it is a very comprehensive one.

DRAPER & MAYNARD CO., Plymouth, N. H. Catalogue of the D. & M. Sporting Goods. A great number of illustrations are given of their extensive line of Base Balls, Mitts, Uniform Bags, Rackets, Marking Tape, Tennis Shoes, Caddy Bags, Automobile Gauntlets, Foot Balls, Hockey Goods, Football Clothing, Boxing Gloves, Striking Bags, Indian Clubs and Dumb Bells. Everything that can be mentioned in the sporting goods line will be found within its pages. These goods are always packed in handsome red and black printed cartons.

BELDING- HALL MFG. CO., Belding, Mich., with New York office at 213 Canal Street and Chicago office at 196 Monroe Street, have issued a series of catalogues for 1907 of their "Century," "New Perfection" and "National" Refrigerators. The Century Refrigerators are made of thoroughly seasoned ash lumber, with solid bronze trimmings, galvanized iron shelves and linings, self-retaining casters, removable drip pipe and swinging baseboard. The outside casings are handsomely ornamented, hand carved and finished in golden oak. The "New Century" line includes an assortment of ice chests, grocers' sectional refrigerators, etc. These are also constructed of ash, with golden oak finish, and mineral felt insulation. This catalogue also contains illustrations and descriptions of their White Odorless Enamelled Refrigerators. The "National" Refrigerators are intended for household and grocers' use, and are constructed of the same material as the other kinds mentioned. The company will be pleased to mail these catalogues upon request.

WHITE ENAMEL REFRIGERATOR CO., St. Paul, Minn. Catalogue No. 8, devoted to the merits of Bohn's Patent Dry Air Syphon System as applied to refrigerators. Many illustrations are given of their entire line of products, showing the refrigerators to be of the most artistic patterns. Full descriptions are given of the method of circulation employed, lining of the provision chamber, water cooler, material, construction and workmanship. Several fac-simile testimonials are reproduced, and instructions for the proper care of these refrigerators. A price list is included in the contents. Regarding the matter of the choice of a refrigerator the manufacturers state: "Intelligent housekeepers and others who are interested in preserving perishable food and other articles in a fresh and uncontaminated condition, realize the importance of securing the best means for accomplishing this. This is partly due to the fact that many epidemics have recently been traced to damp and foul refrigerators. At times when typhoid fever, diphtheria or other contagious diseases are prevalent, people are led to examine and ascertain from whence come the meats, milk, butter, vegetables and other articles of food supplied to their tables. Such an investigation often proves a revelation, and forcibly convinces the investigators that disease might have been avoided had the necessary attention been given to the best method of preserving the food. A perfect refrigerator is not only indispensable for this purpose, but is a labor-saving device, as all admit who are obliged to use cellars and other underground contrivances for the storage of perishable foods, flowers, etc. In view of these considerations, science, experience and skill have been applied to the construction of a refrigerator which is unconditionally the best in every respect hitherto produced. The Bohn Air Syphon White Enamel-Lined Refrigerator is constructed on scientific principles and is the latest product of advanced experiment in this direction."

CHALLENGE CO., Batavia, Ill., have presented us with two catalogues, one entitled "Just Pumps" being devoted to pumps and accessories, and showing the most complete assortment of goods in that line they have ever offered to the trade. The contents include both Hand and Wind Mill Pumps, Cylinder Leathers, Well Valves, Points, etc. The other catalogue contains the Challenge line of Wind Mills. This company also manufacture Feed Grinders, Shellers, Wood Saws, Lawn Swings, etc., and their catalogues will prove very interesting to those engaged in selling the above lines of goods.

SESSIONS CLOCK CO., Forestville, Conn. Catalogue No. 62 for 1906-1907 of Sessions Clocks. Their line is so extensive a one as to preclude an adequate enumeration of the various kinds manufactured by them, but it may be said all varieties will be found within the pages of this catalogue, from the expensive Cathedral Bell Parlor Mantel Clock with Egyptian green columns, to the oak and walnut variety. Their Hanging Wall Clocks deserve special mention, being quite unique in design, as well as their Dutch Hall Clocks. Office and Mission Clocks are also illustrated, making it a catalogue that will appeal to every one who peruses its pages.

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HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED DECEMBER 10, 1906.

416,748. Saw Sharpening Machine. E. B. Rich, Chicago, Ill.
416,758. Pneumatic Door Check. DeWitt C. Smiley, Jr., and T. A. Shea, Newark, N. J.
416,792. Pipe Wrench. J. A. Maloney, Leavenworth, Kan.
416,799. Signal Lantern. W. P. Myer, Indianapolis, Ind.
416,805. File or Rasp. J. Ridge, Nashua, N. H.
416,874. Door Check. V. C. Trabold, Newark, N. J.
416,917. Hay Fork. J. Horn, Canal Dover, Ohio.

PATENTS ISSUED DECEMBER 11, 1906.

837,922. Saw File. H. B. Foley, Seattle, Wash.
838,086. Nut Wrench. R. R. Crouse, Bellaire, Ohio.
838,099. Wrench. F. A. Garland, Hoboken, N. J.
838,109. Ratchet Wrench. F. A. Hanes and William Staples, Huntsville, Ontario, Canada.
838,118. Ratchet Drill. J. H. Karlson, Chicago, Ill.
838,173. Wrench. W. H. Dennison, Alaska, W. Va.
838,307. Caster. A. B. Diss, Newark, N. J.

INCREASE OF $120,000 PER YEAR.

Henry R. Towne, president of The Yale & Towne Manufacturing Co., at a meeting of its superintendents and foremen, held recently, made announcement of an increase of wages and piece-rates which is of interest not only to the employees directly concerned, but also to the whole of this community, in which nearly all of the large amount of money involved will be distributed. The facts are substantially as follows:

Although the average rate of wages and the average rate of piece work earnings, in the Yale & Towne works, are both higher to-day than at any previous period, the company recognizes that under present industrial conditions a review of these rates is expedient and that in some cases a reasonable advance may be justified. Accordingly, the company is now engaged in a careful revision of wages and piece-rates in all departments of the works. As soon as this can be completed, a readjustment of these rates will be made, on a basis which, assuming the number of employees to remain as at present, will probably involve an addition to its annual payroll of upwards of $75,000, additional to increases recently made which aggregate more than $45,000.

In the distribution of this voluntary addition to the earnings of its employees in the works, the company will give special consideration to length and quality of service, and to individual efficiency. All piece-rates, as well as all day-rates, will be reviewed, and, where necessary, will be readjusted. In each case the rates in effect December 1, 1905, will be taken as the base, and changes since that date will be considered in connection with those now contemplated. The new day-rates will take effect as of December 1, 1906. The revision of piece-rates, upwards of 20,000 in number, will necessarily require more time, but it is expected that all of this work also will be completed on or before January 1, 1907.

The company's intention in making this revision of rates is to readjust and equalize both day-rates and piece-rates, in every department, and for all classes of work, in such manner as to place them on a basis which shall be just and fair to all concerned. In return, the company will expect to receive from each and all of its employees honest, loyal and efficient service. The company hopes that the record of the coming year, in quality and quantity of production and in all departments, will show that its action in making this advance of rates has been appreciated and reciprocated.

This revision of rates will apply to all employees in the works except those paid by salary. The salary list will be considered separately, and individual cases will be acted on currently in the usual manner.—*Stamford (Conn.) Daily Advocate.*

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A Western paper interviewed a Texas man tne other day who had a six hundred acre onion farm. Before a produce man finished figuring out the number of men who would break their backs each year weeding those onions, the next edition of the paper came out and cut the farm down to twenty-three acres.

Trade Meetings

NEW YORK STATE RETAIL HARDWARE ASSOCIATION.

From the chairman of the Reception Committee, C. P. Sherwood, we have received the most encouraging announcement that "the New York State Association with its Hardware Exposition in connection with the Convention at Syracuse, commencing with the week of February 19, are receiving very flattering results from their new project, and almost the entire space of the Alhambra has been taken by those who will make exhibits at the Exposition. We are to have an extensive programme, and hope to arouse great interest among members and the Hardware trade in general throughout the State. With the co-operation of the traveling men, we shall hope for a large and enthusiastic attendance."

CONNECTICUT HARDWARE ASSOCIATION.

The Executive Committee of the Connecticut Hardware Association met at New Haven, Conn., December 11, to make preliminary arrangements for their annual convention. It was decided to hold it at Hartford, Conn., February 20 and 21, 1907. A committee was appointed with power to appoint sub-committees to represent this Association at the National Convention, held in Boston.

SOUTH DAKOTA RETAIL HARDWARE ASSOCIATION.

Owing to the recent disastrous fire in Aberdeen, S. D., it will not be possible for the South Dakota Retail Hardware Association to hold its second annual convention in that city, as intended. Accommodations have consequently been secured in Mitchell, where the meeting will be held on February 12, 13 and 14. Hardware exhibits by manufacturers and jobbers will be a feature of the convention, and those desiring to engage space should communicate with Noah Keller, Woonsocket, secretary of the Association. A gazette will also be published in connection with this meeting, arrangements for securing advertising space in which should be made with E. D. Hawkins, Vermilion.

PENNSYLVANIA RETAIL HARDWARE ASSOCIATION.

The Executive Committee of the Pennsylvania Retail Hardware Association held a meeting at the Seventh Avenue Hotel, Pittsburgh, on November 27. Plans for the annual convention were thoroughly discussed and the date of the meeting was fixed for February 12, 13 and 14. The following Committee of Arrangements was appointed by the president: W. V. Taylor, Jno. F. Howe, J. H. Bowers, George J. Rudolph and Secretary-Treasurer J. E. Digby. The convention will be held at Pittsburgh, which city was chosen at the last annual convention.

A. TREDWAY & SONS HARDWARE CO.'S NEW CATALOGUE.

A. Tredway & Sons Hardware Co., Dubuque, Iowa, are now distributing to the trade copies of their new catalogue of General Hardware and Blacksmiths' Supplies. Following is a department index, which shows the class of goods covered:

		Pages
No. 1.	Mechanics' and Edge Tools	1 to 176
No. 2.	Farming Tools, Implements, etc.	193 to 274
No. 3.	Builders' Hardware, Nails, Screws, Tacks, etc.	291 to 500
No. 4.	Miscellaneous Hardware	517 to 642
No. 5.	Iron, Steel, Bolts, Nuts, Washers and Blacksmiths' Hardware	659 to 712
No. 6.	House Furnishing Goods, etc.	729 to 830
No. 7.	Enameled Ware, Tinware, Tinners' Trimmings, etc.	847 to 914
No. 8.	Tin Plate; Sheet Steel, Steel Roofing and Siding, Tinners' Machines, Tools, etc.	931 to 958
No. 9.	Cutlery, Silverware, Watches and Lead Pencils	975 to 1056
No. 10.	Guns, Rifles, Revolvers, Ammunition, Sporting Goods, Fishing Tackle, Bicycle Supplies, Express Wagons, Sleds and Skates	1073 to 1136
No. 11.	Paint, Colors, Varnishes, Paint Brushes, etc.	1153 to 1171

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OUR BRITISH LETTER.

(From Our Special Correspondent.)

LONDON, December 12, 1906.

VISITING THE COUNTRY DISTRICTS.

In my last letter I referred to the movement going on in connection with the Ironmongers' Federated Association banding together small outlying districts, and forming associations of groups of towns and counties which had hitherto been isolated. The General Secretary of the I. F. A. has now been visiting more of the smaller associations, both with a view of effecting some of these schemes of combination, and also with the object of strengthening the weaker associations by inspiring them by the results achieved in other places, and bringing the members to realize the advantages they are losing by showing so little interest in the work which is now so universally recognized as the only plan of concerted action and benefitting the Hardware trade at large. R. H. Smith, the General Secretary, has made several excursions during the month, delivering addresses and explaining the present position of trading, showing the difficulties which are at the moment telling adversely against ironmongers, referring to legislation shortly to become operative, and giving his opinion upon commercial bills now before Parliament. He has made special reference to the Weights and Measures Act, and to the Draft Regulations for Stamping Weights and Measures, which has been circulated, some of the clauses of which the makers of weighing instruments take exception to. Thus, by showing tradesmen the advantages and disadvantages of such measures, they will be in a better position to influence local opinion, and so indirectly, if not directly, bring their influence to bear upon members of Parliament and others in authority. The Prevention or Corruption Act, which will come into operation on the first of January next, also aims a blow at illicit commissions, and the fees and tips which are given to secure contracts. It also goes somewhat further, and appears to make illegal the time-honored custom of giving Christmas gifts to employes or customers. It will thus have some considerable effect upon ironmongers, and may enable them to break from this pernicious custom, which system of buying trade has long been felt to be bad, and one which should, as far as possible, be discountenanced. This is one of the measures, the working of which, Secretary R. H. Smith has been explaining in his recent visits. He has just visited a comparatively small association in Wiltshire, situated in the centre of a very wide district, an association which comprises ironmongers whose businesses depends almost entirely upon local industry, which is two-fold, manufacturing and agricultural. The works in the district are associated with the cloth trade, a large number of mills dotted all over the district, finding employment for quite a number of operatives, living in country cottages, and, therefore, associated with the agricultural laborers who reside in the same localities; sheep farming and corn growing being carried on on the downs and plains of Wiltshire. The ironmongers in that locality are, of course, largely engaged in the sale of agricultural implements and numerous tools used in farming operations; they also find some sale for wind-motors and wind-mills for pumping water. Some of these are made locally, others are of American manufacture. The trade of an ironmonger in the country is very varied, and combines not only manufacturing and agricultural industries, but is oftentimes a mixture of wholesale and retail. Indeed in the west of England there are many wholesale and retail ironmongers who employ travelers covering wide areas, stretching from Bristol through Somerset, Wiltshire, Dorset, Devonshire, and even reaching into Cornwall, the extreme southwestern country of England. These ironmongers supply the small country shop-keepers with the greater portion of the goods they handle, and frequently, at the same time, trade retail direct with the larger householders, land gentry, and mill owners as well as agriculturists in the same district. It is a peculiar combination, and curious to relate, the village shopkeepers, who buy from the semi-wholesale ironmongers, do not appear to take any exception to it; possibly the cry of direct trading has not reached them, and they appear to be content to buy from the same firms who sell in larger quantities and at better profits to many, whom in the ordinary course of things might be regarded as their own customers. Indeed, it would seem that the village shopkeepers of the west of England are still in the same position and have the same contented minds as those ironmongers who formerly were satisfied to buy from a wholesale firm who were also direct traders. The time may come when these village shopkeepers will band themselves together in associations, and then there may be trouble for the wholesale ironmongers, as there is now for the manufacturers who persist in carrying on duplex methods of trading.

METHODS OF PAST AND PRESENT DAY TRADING.

"Methods of Past and Present Day Trading" was the subject of the interesting address delivered by Secretary R. H. Smith at a meeting of the Nottingham Ironmongers' Association a few weeks ago. "It has been by privilege," said Mr. Smith, "for the last seven years to watch the developments, alterations, advancements, and even the decadence of the retail ironmongery trade." The speaker referred to the slow yet gradual emancipation of what was a very old industry. He expressed the opinion that there were many ironmongers who had not travelled as fast as some other shopkeepers had done, and consequently some had been left out in the cold. He reviewed Hardware trading and methods of buying, commencing with the traveler who came in olden times on horseback with his saddle-bags as sample cases, and compared him with the present mode of trading in which the man in the motor car hurriedly made his calls, scarcely giving himself time to book his orders. The speed of to-day is marvelously fast when compared with that of a few decades ago, and, unfortunately, it appears to be quickening; what it will be in the future it is difficult to say! Secretary R. H. Smith asked the pertinent question, "Are our shops kept bright and up-to-date as those of other traders?" He willingly admitted great improvement, but feared that the ironmonger was still behind some of his competitors.

THE BOOM IN TRADE.

Much has been said in the columns of the daily press of this country about the great boom in trade, and the reports from manufacturing centers, as well as statistics show that as far as manufacturers of raw materials are concerned, trade has been going up by leaps and bounds. Manufacturers both in this country and abroad, are buying materials, especially metals, very largely, and, as might be expected, there has been a remarkable advance in the prices of iron, copper, zinc and tin plates. The influence this will have on the general trade of the country has been good, although, so far, the retail shopkeeper does not appear to have experienced the benefit from this increased business which he naturally was led to expect from the glowing accounts given of manufacturing prosperity. It is hoped, however, that next year will be a record one for Hardwaremen, and that their returns will be greater than has been recorded for some years past. Doubtless they will do more business, and even if the actual sales in volume are no more than those of recent years, the higher prices, at the same ratio of profit, must boom up the figures and increase the total amount of profit made.

CHRISTMAS TRADING.

London shopkeepers and retailers in the larger towns and cities are looking forward hopefully to the business Christmas presents, fancy goods and special articles required at this season of the year in order to promote the happiness, comfort and convenience of domestic arrangements during the Christmas festivities, which are generally regarded as being indispensable in every well-ordered home during the holiday time in Christmas week, and during the first few days of the New Year. Ironmongers are perhaps less inclined to take advantage of this special business than any other body of traders, but even Hardwaremen pay more attention to the selection of suitable goods for such purposes, and exercise special care in their display, the greater portion of the most go-ahead falling in line with the spirit of the times, and by advertising schemes, circular letters and other methods, advise their clients and bring under their notice the special goods they have prepared in readiness for the boom in Christmas trade which the more hopeful anticipate.

THE END OF THE SOAP BUBBLE.

Since my last letter was dispatched the attempt at a combination of soap manufacturers has proved a failure. The British public, backed up by the efforts of the daily press as well as trade journals, has declared so strongly against the attempt to form such a combination, that the promoters, who had entered into an agreement, decided to abandon the scheme.

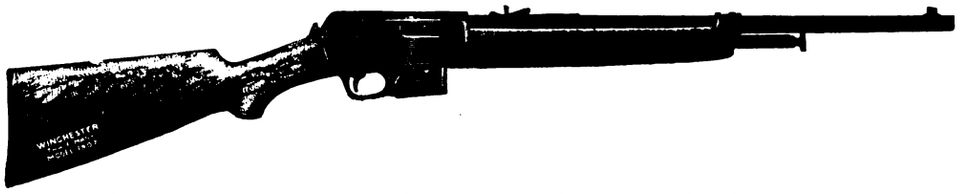
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WINCHESTER

Model 1907 Self-Loading Rifle

.351 CALIBER HIGH POWER

"The Gun That Shoots Through Steel"



Standard rifle, 20 inch round nickel steel barrel, pistol grip stock of plain walnut, not checked, weight about 7¾ pounds, number of shots six, LIST Price, ...$28.00

Cartridges, Full Metal Patched 

or Soft Point 

LIST Price per 1,000.....$32 00

PUT YOUR ORDER IN NOW

This new rifle is going to be a big seller, as indicated by the large number of inquiries already made about it. It is bound to be a popular gun as it is built on a safe, sane and simple system and shoots a cartridge powerful enough for the largest game. It is a strong, handsome, serviceable gun from muzzle to butt. You can stock this rifle with confidence of your ability not to carry any of them over. We will be glad to send advertising matter upon request.

WINCHESTER REPEATING ARMS CO., New Haven, Conn.

BARGAINS IN SPORTING GOODS.

In almost every line of business it has been found to be both profitable and good policy to hold low-priced sales, or bargain days, at certain times when conditions and circumstances seem to justify them. This method is an excellent one, says the *Sporting Goods Dealer,* for clearing out old stock and making room for new models. Sporting goods dealers have for some time been followers of the practice and these sales are being held with increasing frequency. A bargain department as a permanent fixture of the store where sporting goods are retailed is hardly a wise policy, because it inevitably results in a general reputation for cheapness which naturally produces a slight distrust in the quality of goods. However, there are certain classes of goods, such as fishing tackle, that can be offered at reduced prices without affecting the reputation of the store while at the same time serving as a bait for other business. The bargain department in the sporting goods trade is seldom a source of profit and its purpose is mainly to rid the shelves of superfluous goods; the profit is always incidental and indirect rather than primary. In disposing of "stale" goods at low-priced sales, it is a good plan to mix in some articles of higher grade and established prices in order to present a showing that is not entirely marked by cheapness. In pricing bargains it should be with the idea of getting rid of them at any cost and not with the idea that a profit of any amount is to be forthcoming. Out-of-date goods should have no place on the shelves of a first-class store and the money they will bring is much better invested in new goods. The retailer of sporting goods really has many opportunities to present goods at bargain prices. New models in guns, changed styles in sportsmen's clothing, fresh tackle and other goods are constantly being received. Some of this material finds a ready sale at its appointed prices during the season of its usefulness, and much of it does not "take" but remains behind to accumulate dust and occupy space that can be ill afforded. It is not only as a means of removing stale goods that the bargain sale is convenient and beneficial to the retail merchant. A few choice articles that will insure a fair profit can be placed prominently in the store and advertised at stated periods. They will help to draw customers to the place and in every way call attention to the fact that there is a store where sporting goods are sold and whose manager is wide awake and after business.

THAT RECIPE FOR SUCCESS.

By B. A. Chambeau.

Several merchants have recently told the writer that in their opinion location means everything to the success of a store; that given their choice between the possession of great business ability or money enough to fit out an ordinary establishment in a good location, they would choose the latter.

But location does not mean everything to the success of a store. Some of the most successful stores are more poorly located than competitors not enjoying one-half so large or lucrative a trade. Location helps, of course. Sometimes unlimited capital applied to location will do the trick, whether ability is prominent or not; but, in the main, it is ability that counts.

Methods of business men are not all alike, nor are the business principles they follow always given the same order of precedence in practice. But these differences are in themselves evidences of ability—the ability to shape one's self to local conditions, shaping methods to make the most of those conditions. If you ask one of these men who has proven his ability and measured up to the standard of success how he did it, his answer will be simple enough and will approximate to the explanation given by every other successful man from whom you ask like information. But the strange part of it is that the explanation of the successful man will be identical with what the unsuccessful man will tell you if you ask him how one should become successful.

Why is it, if the unsuccessful man can as glibly and readily point out the road to success that all men are not successful? And the answer is, that it is easier to possess knowledge in the abstract than to make actual and intelligent application of it—that and the gross shiftlessness, carelessness and lack of continual endeavor in the majority of mankind.

So then, it comes down to an exemplification of the old Biblical parable of the ten talents, and it's what is in the man and not what's around him that decides whether or not he is to be a success.

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REVIEW OF THE MARKETS.

WIRE NAILS: There is still quite an effort being made to obtain sufficient Wire Nails with which to fill orders. The trade is responding very strongly, but with new business and specifications on orders already contracted for. The jobbers have no stocks accumulated on which they can rely, and there are some that are prophesying if this keeps up, it will take another advance in price to check it. The output is still without the steel that would help deliveries and the shortage in cars keeps the trade guessing when they will not have that handicap. The market is quite firm. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers $2.00
Carload lots to Retailers 2.05

New York.—Local demand has been up to standard, and the weather has been of a character that made the completion of work problematical. Prices are firm in the market. Quotations are as follows: To retailers carloads on dock, $2.19; less than carloads on dock, $2.33; small lots at store, $2.30.

CUT NAILS: In the absence of any meeting of the Cut Nail Association this month, prices have moved along in harmony with quotations on Wire Nails. The mills are reported pretty well sold up for a month ahead, while specifications on contracts and new business keep them well occupied. Quotations are as follows: f.o.b. Pittsburgh:

Carload lots to Jobbers $2.05
Less than carloads to Jobbers 2.10
Less than carloads to Retailers 2.20

Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 10 cents advance on Steel Cut Nails.

New York.—Deliveries to jobbers are not as complete as they could wish, as they are still short on sizes, and manufacturers are reported behind their orders. The demand, however, has fortunately for their stock, been only a light one. New York quotations are kept on the basis of $2.30 for small lots from store.

BARB WIRE: Fearing the delays that would result from a continuation of the car shortage, and to be able to supply an early Spring demand, the jobbers are placing their orders early. Specifications on contracts, the mills report, are being received in fair volume. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galvanized.
Jobbers, carload lots	$2.15	$2.45
Retailers, carload lots	2.20	2.50
Retailers, less than carload lots	2.30	2.60

SMOOTH FENCE WIRE: New tonnage is quite moderate, larger requirements being already covered by contract orders that have been placed previously. Mills are behind orders from 30 to 60 days. Quotations are as follows, f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Jobbers, carloads $1.85
Retailers, carloads 1.90

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

TROY NICKEL WORKS: Troy Nickel Works, Albany, N. Y., announce that owing to the advance in the cost of labor and raw material entering into the construction of Alaska Stove Trimmings and Hardware specialties present prices will be withdrawn December 20. New prices will be furnished on application.

WOOD PLANES: New base discounts have been announced on Wood Bench Planes, representing considerable advances on these lines. The new base discounts, on which an additional 10 per cent. may readily be obtained by good retail trade, are as follows:

Wood Bench Planes, first quality 30%
Wood Bench Planes, second quality 40%
Fancy or Molding Planes 25%

BENCH AND HAND SCREWS: The leading manufacturers of Wood Bench and Hand Screws have advanced their quotations, making the base discount 20 per cent. instead of 25 per cent. The new level of the market may be fairly represented by a discount to retail trade of 20 to 20 and 10 per cent.

WOOD BENCH SCREWS: Under date of December 12 the following revised list on Wood Bench Screws is announced. It is subject, as was the old list, to a discount of 20 per cent.:

	Price per dozen.
Wood Bench Screw, V Thread, 2-in.	$4.50
Wood Bench Screw, V Thread, 2¼-in.	4.75
Wood Bench Screw, V Thread, 2½-in.	5.00
Wood Bench Screw, V Thread, 2½-in., with patent groove and patent metallic vise flange	5.00
Wood Tail Screws.	
Wood Tail Screw, V Thread, 2-in.	12.00
Wood Tail Screw, V Thread, 2½-in.	12.00
Wood Tail Screw, V Thread, 2½-in., with patent groove and patent metallic vise flange	12.00
Boilers' Pattern Bevel Thread Bench Screws.	
Wood Bench Screw, 2½-in.	7.00
Wood Bench Screw, 2½-in., with patent groove and patent metallic vise flange	7.00
Square Thread Bench Screws.	
Wood Bench Screw, 2½-in.	7.00

PLANE IRONS: The manufacturers of Plane Irons have adopted a new and higher list, which is subject to the same discounts as the old list. The revised list, which bears date, December 12, is as follows, subject to the general discount of 25 per cent.:

No. 253. *Plane Irons, Single or Cut, Without Caps.*

Size, inches	1½	1⅝	1¾	1⅞	2	2⅛	2¼	2⅜	2½
Per dozen	$2.50	2.75	2.75	2.95	3.15	3.35	3.70	4.10	4.50

Size, inches	2⅝	2¾	3	Assorted 2 to 2½-in.
Per dozen	$4.90	5.50	7.00	3.75

No. 254. *Plane Irons, Double.*

Size, inches	1½	1⅝	1¾	1⅞	2	2⅛	2¼	2⅜	2½
Per dozen	$5.50	6.00	6.00	6.25	6.45	6.65	7.00	7.40	8.20

Size, inches	2⅝	2¾	3	Assorted 2 to 2½-in.
Per dozen	$9.00	10.15	11.70	7.15

No. 262. *Tooth Plane Irons.*

Size, inches	1⅞	2	2⅛	2¼
Per dozen	$4.95	$5.15	$5.35	$5.70

SOLDERING COPPERS: Owing to the continued advance of Ingot Copper the base on Soldering Coppers have been advanced to 28 cents per pound on December 15, in lots of 300 pounds and over, with the customary extras for lots smaller than 300 pounds.

HOLLOW WARE, ENAMELED WARE, ETC.: A further advance in Hollow Ware, Enameled Ware, etc., has taken place, and which is given herewith:

	Per cent.
Stove Hollow Ware:	
Plain or Unground	55@60
Ground Ware	50@50 and 5
Enameled Ware	45@45 and 10
Country Hollow Ware, per hundred pounds	$2.75
White Enameled Ware:	
Maslin Kettles	65@65 and 10
Covered Ware:	
Tinned and Turned	35 and 10
Enameled	45 and 10
Glue Pots:	
Tinned	30 and 10
Enameled	35 and 10
Sugar Kettles and English Pots	12½ per cent. advance.

GALVANIZED PAILS AND TUBS: We give below the lists on Galvanized Pails and Tubs now in general use, although net prices are still being made to the retail trade in many sections. From these lists a discount of 10 and 5 per cent. is readily obtainable, with some further concession to larger buyers:

Buckets, Galvanized.

Quart	10	12	14	16
Water, Regular, per gross	$25.35	$28.00	$32.00	$40.00
Water, Heavy, per gross	43.35	48.00	52.00	60.00
Fire, Rd. Bottom, per gross	32.00	34.65	38.65	.....
Well, per gross	37.35	41.35	45.35	.....

Tubs, Galvanized.

No.	0	1	2	3
Per gross	$64.00	$76.00	$84.00	$96.00

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — **NICHOLSON FILE CO., - Providence, R. I.**

COAL HODS: We give below the list on Coal Hods. The market for these goods is fairly covered by the discount of 10 and 5 per cent. and the concessions referred to may be similarly applied to the following list:

Coal Hods.

Inch	15	16	17	18
Galvanized, Open, per gross	$35.00	$39.00	$42.00	$46.00
Japanned, Open, per gross	26.00	28.00	31.00	35.00
Galvanized, Funnel, per gross	43.00	48.00	53.00	56.00
Japanned, Funnel, per gross	33.00	36.00	39.00	43.00

ROPE: The following prices may be said to represent the market:

	Cents per Pound.
Pure Manila, 7-16 and larger	12¾ to 13½
B Quality Manila	11½ to 12
Pure Sisal, 7-16 and larger	9¼
No. 2 Sisal, 7-16 and larger	8 to 8¼
No. 1 Jute, ¼ and larger	8¼ to 8½
No. 2 Jute, ¼ and larger	7¾ to 8

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....43 cents per gallon.
In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.
Calcutta Oil.....70 cents per gallon.

THE PITTSBURGH TRADE.

If the people of the United States do not have a Merry Christmas and a Happy New Year it will not be the fault of business conditions. The year now closing has never been exceeded in the amount of business done nor in general prosperity. While material things are so bright and propitious it may be difficult for some to turn to the ideal and spiritual which should engage our thoughts on this Christmas day. While we exchange our gifts, we should not forget the greatest of all gifts to man, nor the message which came with His annunciation, "Peace on earth, good will to men." LOGAN-GREGG HARDWARE CO.

THE CLEVELAND TRADE.

Retailers and jobbers are alike interested in the question that has recently been discussed between the manufacturers and jobbers. In the opinion of many manufacturers a change should be made in the terms of the sale of Hardware and several of them had announced the change before the convention met, making their terms thirty days or one per cent. off ten days. While the jobbers could not deny that two per cent. off cash was a liberal premium for prompt payment, yet custom had established it so long that it would seem like a radical change if jobbers are compelled to adopt it. The manufacturers finally consented to continue the present terms upon condition that the jobbers should strictly comply with them, and where they fail to forfeit the discount. The jobbers have never had a combination on either price or terms, but as they can only get this extra discount by prompt payment, they are compelled to ask the co-operation of their customers. None of us can afford to lose such a percentage and we should work together for its retention. The dividends of a good many houses would be absent if this was lost to them. The discussion will be profitable if it results in prompter payments, as this will tend to prevent over trading and it will be much more difficult to start a financial panic if the credit of the country is on this basis. It is an opportune time to make such reform and we should all aid in securing it. THE LOCKWOOD-TAYLOR HARDWARE CO.
C. B. LOCKWOOD, *President.*

THE ST. PAUL TRADE.

Surely we ought to be happy. With continued prosperity and no signs of clouds in the financial and business world, we certainly have reason to be satisfied. The splendid amount of goods consumed makes a record of which we can all be proud. With an advancing market all dealers should make money by marking up their prices. The retailer should take advantage of increased values and insist upon getting more for his goods. Following the plan of manufacturers we should all make short contracts and when prices advance make our prices to equal the advances. The scarcity of goods during the Spring months will be a great factor in the business world. We advise our trade to get their contracts for Spring goods placed with some good jobber and do it at once. The business done by us in holiday goods is very large. Our line is gradually increasing until we have many articles which a short time ago would not be considered Hardware, and we, as well as our customers, find these new lines very salable. We tell our trade that everything, except whiskey, fits in a Hardware stock. Let's all be thankful for the prosperous year of 1906. HACKETT, WALTHER, GATES HARDWARE CO.



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THE MINNEAPOLIS TRADE.

All local dealers at this time are exceedingly busy with holiday trade, other than this general business would naturally be rather quiet at the closing of the year. Collections, we are sorry to say, have not been quite up to the mark. We hope for improvement shortly. Volume of business with us, as we think it is true with the trade generally, has shown quite a marked increase this year, with good prospects for the future.

W. K. MORISON & Co.

THE SAN FRANCISCO TRADE.

It is generally thought here that our country's good Santa Claus friend, whom Californians esteem as a jolly good fellow and most excellent president, Theodore Roosevelt, has been imposed upon by under-medium advisors. Vice-President A. A. Watkins, of the W. W. Montague Hardware Co., a front man in California, believes President Roosevelt was wrongly advised concerning educational affairs in San Francisco. "The tenor of his message would indicate," said Mr. Watkins, "that he is not fully acquainted with the Japanese problem in San Francisco. Apart from this, however, it would appear that the question is a State rather than a Federal one. No one wants to criticise President Roosevelt, but I think the opinion of the average business man here is that California is quite competent to solve this matter for itself and will make every effort to do so."

A wind and rain storm of unprecedented severity caused an estimated million-dollar loss in San Francisco's center of temporarily built shacks during all the night of December 9 and throughout the entire succeeding day; and all along the peninsula trees and buildings were blown over. The trade was not overlooked by the wild flight of the hundred-miles-an-hour storm, many being damaged more or less, particularly the Joost Brothers Hardware Co., whose store was blown into the middle of the street, the damage by rain being several thousand dollars.

Convict-made goods in the Hardware line is deemed the all-important matter that is now claiming the attention and consideration of the local Labor Council and their proposed measures to prevent convict-made goods entering California is going on apace. The legal aspect of the case is being looked into by competent authority, and the law and legislative committee will do a good service if a law can be placed on the statute books preventing the importation of prison-made products. The council has given its committee full power to seek the best legal advice in the premises, and as the committee is composed of workers something tangible will result. For years large consignments of stoves made by prison labor in Oregon have been brought into this State, and while the Molders' Union has been fighting this iniquity it has been a very discouraging fight. This convict labor is farmed out to contractors, who pay the State from 40 to 60 cents a day per man. The output then comes in competition with free labor. To abolish this the Labor Council has undertaken a most worthy task, and if the legislative committee can prevent further importations of these prison-made products it will deserve well of the entire community.

The biggest thing ever attempted in the name of San Francisco, and in the personnel of the group of fifteen propagators I find the name of Henry T. Scott, of the Great Pacific Iron & Steel Company, formerly Miller, Sloss & Scott, was put into incorporation form this week under the title of The Pacific Ocean Exposition Company. The articles of incorporation, with a stated capital stock of $5,000,000, divided into 500,000 shares at $10 each, set forth the purposes of the company, chief among which is the holding of an international world's fair in San Francisco in 1913, to assist in which Congress has been asked to appropriate $5,000,000. The fifteen incorporators, all known as go-ahead-a-tive sort of men, and credited with assets considerably over an average of one million dollars each, are Henry T. Scott, R. B. Hale, I. W. Hellman, Jr.; W. F. Herrin, Rufus P. Jennings, Homer S. King, Hartland Law, William A. Magee, John Martin, W. H. Metson, Percy T. Morgan, Harry L. Tevis, Frederick W. Sharon, F. Tillman, Jr., and Charles R. Beitler. President, Homer S. King; vice-presidents, Henry T. Scott, John Martin and F. Tillman, Jr.; treasurer, I. W. Hellman, Jr.; executive committee, R. B. Hale, I. W. Hellman, Jr., W. F. Herrin, Rufus P. Jennings and Percy T. Morgan; temporary secretary, Norman F. d'Evelyn.

Bradstreets' and R. G. Dun & Co.'s Trade Review this week say exactly what I was about to say with immaterial variation, as follows: Holiday trade is now in full swing and monopolizing attention, although there is a steady gain in distribution of Winter Hardware goods. This Christmas season business, now in these midway days of December of the foremost proportions, bids fair to eclipse previous records, a significant feature being the demand for high-grade goods. Industrial lines also were never more active, and the labor situation, as far as grievances are concerned, seems to have improved. Wages are still being advanced, and the supply of help still continues scarce and car shortage still prevails. Indications are that the next crop of Winter wheat will be a high record production.

INDUSTRIAL PRESS ASSOCIATION.

HUMOROUS LOGIC.

The judge told the tenor that it would cost him a tener.

Boarders will be pained to hear that the California prune crop is exceptionally large this year.

The Rockefeller family seems still to have its luck in the courts. We see where William has just been awarded damages of 18 cents against a man caught fishing on his premises.

The San Francisco earthquake was considered a calamity, but possibly it was really a blessing. It seems things are going to keep on shaking out there until the grafters are forced to stop shaking down the common people.

The loss of a few million dollars worth of diamonds formerly brought free newspaper advertising to the people of the stage, but nothing short of an arrest and prosecution now seems to bring success in this direction.

It seems Representative Longworth must contemplate swearing off smoking. Or, possibly it is Mrs. Longworth who is doing the contemplating. At any rate, according to a recent news item, she is carrying the key to his cigar case.

It is now announced that President Castro of Venezuela, has not been ill. This comes just at the time people who have been watching his actions for the past few years had about decided his illness was of a mental character.

A jeweler was unpacking some pottery the other day, and after carefully examining one piece, set it down with the remark that it was a baby jar. When pressed for a reason for his decision, as it was one of the largest, he pointed to the decoration, which was four storks.

It takes a diplomat to be a soldier. When a private, he must tell more than he knows, and when an officer he must tell much less than he knows, and even by following this rule it seems hard to keep from being courtmartialed.

The trouble with our pure food legislation seems to be that each manufacture wants an extremely severe ruling to affect all other lines, and an extremely lenient ruling covering his own business.

It seems very appropriate that Hearst voted in an election booth over an undertaking shop. When Hearses and undertaking establishments become active there is usually something around in the way of a funeral.

Those who may be interested in knowing a Philadelphia postoffice clerk's idea of Heaven will please take notice that a letter addressed by little tots to "Mamma, in Heaven," was sent from Philadelphia direct to Atlantic City.

The newspapers now declare the Pullman Company is burdened with millions of dollars. Some philanthropic Congressman can now come to the front with a law compelling this company to include the regulation Pullman porter tip with each berth ticket sold.

Henry Griffith, of Warrensburg, Mo., probably has the largest jug of cider in the United States. On acount of being unable to buy any more barrels, he cleaned the water out of his cistern, and is using it for a cider jug.

CATALOGUE OF THE INDIANA MFG. CO.

INDIANA MFG. CO., Peru, Ind. Illustrated catalogue and price-list for 1907 of "North Star" and "Indiana" Refrigerators. These catalogues are handsomely gotten up, printed on an excellent quality of calendered paper, with fine half-tone illustrations, showing an extensive assortment, including Hardwood Nursery Refrigerators, Family Refrigerators, with porcelain-lined Water Coolers and Fancy Nickel-Plated Faucet and Grocers' Roll Top Refrigerators. The company desire to call special attention to their Opalite line, regarding which they state: "In compliance with a demand from many of our customers, we present to the trade the newest idea in Refrigerator Lining to secure beauty and added cleanliness. Opalite is a snow-white sheet of glass with a china finish, and will not absorb moisture or stains any more than chinaware. By placing the Opalite lining in our famous North Star Refrigerators we add to its reputation of superior insulation and economical consumption of ice a thing of beauty and attractiveness that appeals strongly to the careful housekeeper." The company are now prepared to furnish on application plans and specifications for special refrigerators of any size or description, as they build them for residences, clubs, hotels, caterers, florists, grocers, butchers, apartment houses, etc.

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Gillette Safety Razor

NO STROPPING NO HONING



It Pleases Every User.

The Most Wonderful Selling Razor in the World



It pleases every customer, who in turn brings a new customer.

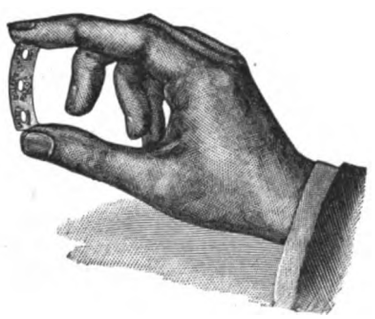
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

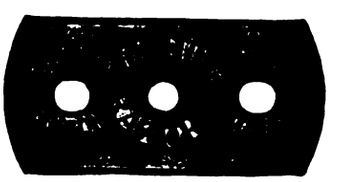
12 BLADES, 24 SHARP EDGES,

Every blade will give from 20 to 40 close, smooth, comfortable shaves.

Triple silver-plated set with 12 blades $5.00.
Quadruple gold-plated set with 12 blades $10.00.
Quadruple gold-plated set with 12 blades and monogram $12.00.
Standard combination set with shaving brush and soap in triple silver-plated holders $7.50.
Other combination sets in silver and gold, up to $50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.



Sold by Leading Drug, Cutlery and Hardware Dealers.

We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.



GILLETTE SALES COMPANY,

Times Building, - - New York City

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EFFECT OF INVENTIONS UPON SPORT AND THE TRADE.

While contemplating the efforts of our modern inventors to place on the market an article that contains so-called improvements over the old styles, the thought occurs that possibly those interested in the manufacture of these goods do not realize what changes they are bringing about in the sport or pastime in which they are used. In fact, writers on certain branches of sport are protesting that their games are already in danger of being spoiled even now by the introduction of utensils that have a too revolutionary effect. Take golf, for example, which was made the subject of an article by an ingenious writer in a periodical publication. The contention is that the constant improvement in the construction of golf balls and clubs is rapidly changing the game from a pleasant contest of skill to mere cross country pedestrianism. Whether or not the game of golf is being "spoiled," it certainly is being noticeably changed. The genius of the American is leaving its mark upon the tools of all sports in which any interest is shown. When golf came across the Atlantic to us, the ball was made of gutta percha. With it a strong and expert player could get a distance on the drive from the tee of possibly 200 yards. Now, with the present day golf balls, balls whose interior contains cords of little rubber bands tightly wound, balls of wound silk, pneumatic balls, and even balls with a drop of mercury in the center so that they will run true on the putting green, a vast change is effected in the general play. Using these new inventions the modern player is often able to drive 250 yards while the more expert not infrequently get a full 300 yards. In the same way the clubs have undergone alterations that affect the game. Clubs with steel centers, drivers with rubber cores and drivers with steel tubes filled with mercury are some of the innovations that have been introduced into golf club manufacture. These new balls and clubs have caused no end of changes in the conduct of the game. When players began to make increased distances in their drives and balls moved more lightly on the green, it was found necessary for greenkeepers to lay out courses anew to suit changed conditions. Links that were mowed and rolled to receive the gutta percha ball were not adapted to the faster balls and distances made by more resilient clubs.

Now the question may be asked: Is there really any danger that these improvements will change the game to such an extent that the persons interested in the manufacture and sale of golf requisites will be unpleasantly affected? Needless to say, if any sport or game is altered so that its popularity lapses, the trade in that particular line of goods will be correspondingly influenced. In regard to golf we may say that there is little likelihood of either the game itself or the trade suffering seriously from the introduction of these new styles of tools, the game is too old and well established, and besides, statistics show that it is becoming more popular in the United States with each succeeding year. It is a fact that much of the fine playing that has been done under the new conditions is the work of experts and first-class players. The great majority of middle-class golfers are still slicing drives and dubbing around in the tall grass, making the same old scores and ambitiously trying to duplicate the records of the more experienced. No matter how many new implements of questionable value may be put on the market, there always will be some one who will give them a trial, and if they possess true merit and really are the improvement that is claimed, they will endure. If the game is changed slightly by the use of these goods it must be put down as the result of a natural evolution that comes to all things. One needs only to refer to the hundreds of different styles of artificial baits, reels and other fishing tackle to show that a sport is not menaced because someone is constantly striving to make an "improvement" in the tools used. The articles that meet with success and live longer than the time-limit of the big advertising boom with which they are introduced, can not be said to be disadvantageous to the sport. A poor article can not be forced upon the public for any length of time, and when it does meet a popular demand, then it is something for which there was a need and its presence on the market is justified.—*The Sporting Goods Dealer.*

ALCOHOL MOTOR FOR PLOW.

It is probable that the use of alcohol motors on the farm will become quite common as soon as the technique of construction is practically complete and the price of alcohol is sufficiently low. Alcohol can be used for all purposes for which gasoline is employed, namely, the driving of wagons, carriages, stationary motors, water pumps, mowing machines, plows, etc. Very little changes need be made in the engine of a motor car designed to use gasoline to fit it for the use of alcohol. Gasoline becomes volatile at a temperature of blood heat (98.5 degrees Fahrenheit), while a much greater degree of heat (158 to 176 degrees Fahrenheit) is necessary to volatilize alcohol rapidly enough for motor purposes.

An ordinary plow, suitable for attaching to a heavy motor apparatus, can be driven by alcohol. In regard to these heavy machines it may be said that they probably would come into use only on large farms where the surface of the soil is practically level. They would not be suitable for small farms nor those in hilly sections.

Genuine Philadelphia Lawn Mowers are only made by The Philadelphia Lawn Mower Co.

All Others Are Imitations!

Our Style A Is the Only

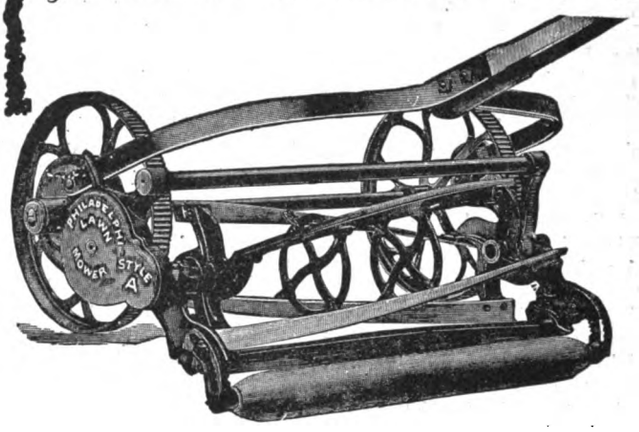
ALL STEEL MOWER MADE

It has 10 inch wheel, 4-blade cylinder, train of 3 gears, double ratchet, making both wheels drivers.

The revolving cutters are without bar in center as we make no mowers with rod thru center of revolving cutter for bearings, all have large, long bearings, and are the most satisfactory Lawn Mowers made. We have others shown in 1906 Catalogue. You ought to have a copy and see our complete line.

The Philadelphia Lawn Mower Co.

3101-09 Chestnut St., Philadelphia, Pa., U.S.A.



THE SPIDER

"NEVER-BREAK"



that will not scorch or burn even the most delicate dainty, sauce or gravy.

Will not absorb grease or flavor.

Does not get smeary, dirty, unsanitary.

Always clean, sweet, hygienic. Never warps.

Name always stamped on the handle.
You should have our complete catalog.

THE AVERY STAMPING CO., Cleveland, Ohio.

Exclusive Manufacturers.

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BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Brooklyn, N. Y.—Burns-Brittain Co. has been incorporated for the purpose of manufacturing cameras, lenses, films, etc.; capital, $50,000. Incorporators: S. H. Burns, Brooklyn; H. L. Brittain, M. G. Bender, New York City.

Detroit, Mich.—The Detroit Spring Wheel Co. has been incorporated to manufacture a new automobile wheel in addition to automobiles, automobile supplies etc. The capital stock of the company is $100,000, and the incorporators are: Walter Parker, William T. McGraw, Frank G. Smith, Jr., Harry Bennett and Benjamin S. Warren. A new factory will probably be built.

Homestead, Pa.—Homestead Sporting Goods Company has been incorporated with a capital of $5,000.

Rochester, N. Y.—Daylight Photo Specialty Co. has been incorporated to manufacture photographic supplies, develop a patent for photo plates; capital, $1,500,000. Incorporators: F. C. Bradburn, J. H. Tyler, J. B. Low, C. A. Bruff, Rochester.

Springfield, Mo.—The C. A. Bogardus Cartridge and Powder Co., located on St. Louis Street, is now ready to manufacture shells and cartridges of all kinds. The company has put in machinery at a cost of $10,000. The factory will have a capacity of about 25,000 shells and cartridges daily. The celebrated Bogardus smokeless powder also will be manufactured. The company is capitalized for $50,000. The officers and directors are: Captain C. A. Bogardus, president and general manager; Alice Bogardus, secretary; Thomas R. Gibson, treasurer.

Trenton, N. J.—National Rifle Supply Co. has been incorporated to manufacture targets, rifle range appliances, firearms, etc.; capital, $100,000. Incorporators: A. S. Jones, Passaic; H. C. Wilson, New York City; E. J. Dimmick, Washington, D. C.

Changes and Improvements.

Brockville, Ont.—Canadians soon will be able to procure first grade drop forgings of home manufacture, the Canadian Billings & Spencer Co., with $200,000 capital, having been formed for that purpose. The enterprise is, of course, an outgrowth of the well-known Hartford, Conn., company of the same name; F. C. Billings is its president. The actual manager of the Canadian business, however, will be J. Gill Gardner, of Brockville, Ont., who will assume the duties on January 1st, when he will relinquish the management of the tool, steel and forge department of a Brockville concern. The exact location of the B. & S. plant has not been decided on but Brockville and several towns are making efforts to secure it.

Buffalo, N. Y.—John R. Keim, who so long has been engaged in the production of cycle components, has disposed of his interests to a corporation styled the John R. Keim Mills, Inc., the transfer already having been effected. Although Mr. Keim himself retires, the former managers and working organization will remain.

Little Falls, Minn.—Charles Guernon has removed to larger quarters on First Avenue, Southeast.

Miami, Fla.—Lofton & Einige have been succeeded by McIntosh & Richardson.

Shelby, Ohio.—R. R. Harris, eastern sales manager of the Shelby Steel Tube Company, has resigned that office to accept a similar position with the Seamless Tube Company of America, Pittsburgh, Pa. The latter company has a big mill in Monessen, Pa., and will include bicycle tubing in its production.

Syracuse, N. Y.—George A. Mosher, formerly connected with the Syracuse Arms Co., and also the Lefever Arms Co., has recently allied himself with the A. H. Fox Gun Co., Wayne and Bristol Streets, Philadelphia, Pa. Mr. Mosher has assumed the duties of general manager and among other things will look after the sales department.

Traverse City, Mich.—Houghton & Manning have sold out to Mrs. Harriet Robey.

Yonkers, N. Y.—W. F. Mann, who has handled Indian and Yale motorcycles locally for several years, is next year going into the business on a more extensive scale. His first move in that direction has been to secure the Indian agency for all of Westchester County, the town of Port Chester excepted.

Fires.

New York, N. Y.—About $7,500 worth of sporting goods were destroyed in a fire in the five-story office building in Nos. 124, 126 and 128 Nassau Street. The fire was confined to the basement, where the goods were stored.

Miscellaneous.

Swanton, Vt.—At a meeting of the stockholders of the Robin Hood Ammunition Co., which was recently incorporated and organized to purchase the Robin Hood Powder Co., the following were elected: Sir William C. Van Horne, of Montreal; Edward C. Smith, Charles E. Schoff, W. Beecher Fonda, Edwin H. Richardson, of St. Albans. The directors elected these officers: President, Edward C. Smith; vice-president, Edwin H. Richardson; treasurer, Charles E. Schoff; secretary, Edwin H. Richardson; general manager, Charles E. Schoff. The new organization has taken over the property of the old company and will continue the business as heretofore with more or less important increase of manufacturing facilities and extension of variety and amount of product to meet the requirements of a steadily growing trade.

Utica, N. Y.—A meeting of the stockholders of the Utica Drop Forge & Tool Company was held recently at the office of the company, 75 Genesee Street. The following were elected as a board of directors: William Pierrepont White, H. Lawrence White, Henry F. Kellemen, John P. Campbell and Hugh White. William Pierrepont White was chosen president, H. F. Kellemen vice-president and Hugh White secretary and treasurer.

♣

Marseilles, France, has formed a corps of cycling firemen, six cyclists being attached to each brigade in the city. The cyclists carry two boxes, a folding ladder, two lamps, six axes, a shovel, and a ram, to say nothing of a box of small tools, and a case containing remedies for asphyxiation. It is stated that they are usually first at conflagrations and that it takes them less than one minute to begin operations.

♣

More than 200 bicycles are owned by the Sultan of Turkey, some of which have gold and silver mountings. It is said that he could earn a good salary as a trick rider.

♣

Vineland boasts of the youngest old woman in that section of New Jersey. She is Mrs. Caroline Bache Barnes, a great-grand-daughter of Benjamin Franklin. Although 71 years old, having been born in 1834, she still rides the bicycle daily and thinks nothing of a jaunt of twenty miles. Her longest ride of late was from Vineland to Atlantic City. Mrs. Barnes is a professional nurse and uses the bicycle as a means of getting quickly from place to place.

♣

The month of October added to the impressively increased total of Great Britain's cycle exportations. There were shipped abroad 7,202 completed bicycles valued at £37,351 and parts to the value of £51,257, a total of £88,608 as against £82,905 in October, 1905. For the ten months of the year the number of completed bicycles exported was 64,493, valued at £356,679 and parts worth £595,744, an aggregate of £951,823 as compared with only £768,651 for the corresponding period of last year—a prodigious increase. During the same period, Great Britain imported but 1,213 finished bicycles, valued at £7,240, and parts to the value of £126,930, the total, £134,170, being an increase of £23,037.

IN SYMPATHY.

Fond Mother—Ethel, did you kiss young Mr. Jones again last night?

Ethel—Yes, mamma; he has just lost an uncle, and I was so sorry for him.

Fond Mother—Well, Ethel, let this be the last. I'm afraid if you keep on encouraging him with your sympathy, he won't have a relative left in the world.

IN THE ABSENCE OF A TIP.

"Excuse me, madam, would you mind walking the other way and not passing the horse?" said an English cabman with exaggerated politeness to the fat lady who had just paid a minimum fare, with no fee.

"Why?" she inquired.

"Because of 'e sees wot 'e's been carrying for a shilling 'e'll 'ave a fit," was the freezing answer.

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We Are the First!

Yes, we are the first of the manufacturers of Terne Plates to suggest and adopt the plan of stamping the amount of coating carried by our brands of Roofing Tin, and of stamping all wasters as such.

This is the "square deal" which all Jobbers, Architects, Roofers and Property Owners have needed for so long—and already the move has shown a good effect.

In future, don't merely specify American Ternes, American Extra, American Special, American Old Style A, 2A, 3A, 4A, 5A, MF, or U. S. Eagle New Method—but examine the boxes when these arrive and see that the contents indicate exactly what you purchased. If the sheet isn't stamped with the coating, look along the edge for the mark "Waster."

If you'll use these precautions you'll find Roofing Tin to be the most satisfactory roof covering you can use—but you can't expect an 8-lb. Terne to do the work of the old time or present day 30 to 40-lb. coated plates.

Send for our booklet "From Underfoot to Overhead" if you would know how a high grade Terne Plate is made, and use MF ROOFING TIN, "The Terne which turns the elements," if you want the best Roofing Tin that can be had.

AMERICAN SHEET & TIN PLATE COMPANY,

FRICK BUILDING PITTSBURGH, PA.

NOW "GET BUSY"



45 Sizes and Styles for Hand, Steam and Electric Power

Enterprise Meat and Food Choppers

First and foremost—the only ones with a perfect principle of **cutting** meat and food. Stock up **now** and push, to get the profits from our general advertising.

Enterprise Food Choppers—the household machine with the largest demand and largest sale all over the world. Write for copies of new booklet, "The Cook, Her Critic, and—". Will increase your sales.

The Enterprise Mfg. Co. of Pa.,

PHILADELPHIA, U. S. A.

San Francisco Office, 438 Market St. New York Office, 10 Warren St.

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HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Abbeville, Ala.—Saunders Hardware Co. has been incorporated with a capital of $6,000.

Akron, Ohio.—Pettitt Bros. Hardware Company has been incorporated by L. M. Pettitt, W. E. Pettitt, Alfred Winkler, J. W. McDowell and W. F. Ringler, capital stock, $30.000. W. E. Pettitt stated that the sole reason for the incorporation was to enlarge the stock of the present store on South Howard Street.

Bondurant, Iowa.—The Bondurant Hardware & Implement Co. has engaged in business.

Centerville, N. Y.—R. W. Buttles is fitting up a building for a Hardware store.

Cozad, Neb.—The Cozad Hardware Co. has been incorporated with a capital stock of $5,000.

Hayes Center, Neb.—P. C. Iverson has opened a new Hardware store.

Hibbing, Minn.—Articles of incorporation have been filed by the Close Hardware Co., the incorporators being William G. Close of Hibbing and Richard T. and Anna Close of Duluth.

Humphrey, Neb.—H. J. Bruning has engaged in the Hardware business.

Keene, N. H.—The Spencer Hardware Co. has filed articles of incorporation, the capital stock of the company being $50,000. The incorporators are William O. Hutchins, Herbert A. Woodward, George A. Litchfield, Myron A. Nims and Orville A. Woodward.

Keewatin, Ont.—William Wallace has opened up a tin shop and Hardware department in Gignere's block.

Meridian, Ida.—K. Pitcher has opened a new Hardware store.

Peru, Neb.—W. S. Bostder has opened a new Hardware store.

Princeton, Ida.—W. H. Stevens & Co. will establish themselves in the Hardware business.

Prosser, Wash.—Harper Hardware & Furniture Company has been incorporated with a capital of $10,000; by Carl R. Harper, E. H. Mahan, Earl R. Harper and D. H. Harper.

Russell, Ida.—John Gruhs contemplates opening a new Hardware store.

St. James, Mo.—Newell Bros. have engaged in the Hardware business.

St. Louis, Mo.—St. Louis Hardware & Builders' Supply Company has been incorporated; capital stock, $8,000, full paid. Incorporators: M. P. Glass, Frank Parent, C. H. Fritsch.

Tallahassee, Fla.—The Tallahassee Hardware Company has been incorporated with a capital stock of $10,000. Thomas H. Lloyd, president; Thomas H. Bond, secretary and treasurer.

Westbrook, Texas.—Hamilton-Lassiter Hardware Company has been incorporated; capital, $5,000. Incorporators—Emmett Hamilton, John E. Lassiter and Z. T. Lassiter, all of Leander, Tex.

Winfield, Iowa.—J. M. Hyde is organizing a Hardware company.

South Norfolk, Va.—W. F. Gray & Co. have opened a Hardware store, to carry a full line of Hardware, paints, etc. Special attention will be given their line of mechanics' tools.

Changes and Improvements.

Adams, Neb.—Damrow & Babb have purchased the Hardware store of William Hall & Co.

Amarillo, Tex.—The Morrow-Thomas Hardware Co. plans the erection of a $30,000 warehouse.

Arnold, Neb.—Needham Bros. have sold their Hardware store to George Unangst.

Auburn, Wash.—D. H. Harper, formerly engaged in the Hardware business in Prosser, Wash., will open a new Hardware store in Auburn.

Belton, Tex.—R. E. Rankin has purchased the business of the Grimes Hardware & Furniture Co.

Bertrand, Neb.—G. O. Fairchild has succeeded to the Hardware business of G. O. Fairchild & Co.

Brunswick, Mo.—E. J. Tschann has been succeeded in the Hardware business by the Tschann-Foggin Hardware Co.

Cameron, Mo.—E. F. DeLay has purchased the business of the Brace Hardware Co.

Carson, Iowa.—L. Sheets has sold his Hardware business to J. W. Rounds.

Collins, Mo.—Bush & Butcher have purchased the Hardware store of John Crimes.

Colony, Kan.—M. M. Brown has sold his Hardware stock to J. D. Perry.

Corvallis, Ore.—Mr. Veal has succeeded to the Hardware business of Veal & Cathey.

Dannebrog, Neb.—S. B. Knudson has been succeeded in the Hardware business by Henry Siebrass.

Giltner, Neb.—F. C. Mather has sold his Hardware store to D. M. Dorthett.

Granbury, Tex.—The Baker Hardware & Implement Co. has increased its capital stock from $25,000 to $50,000.

Hagerstown, Md.—Samuel Emmert has sold his Hardware business at West Washington Street, to Harry K. Powles and Charles T. Powles. The new firm name will be H. K. & C. T. Powles.

Hagerstown, Md.—W. S. Reichard has retired from the well-known Hardware firm of Reichard, Schindel & Co., and Clarence H. Rohrer becomes a member of the new firm, which will be known as Schindel, Rohrer & Co.

Hanlontown, Iowa.—Oscar & Ford have been succeeded in the Hardware business by Ford & Lochren.

Hedrick, Iowa.—Ritter & Dudgeon have been succeeded in the Hardware business by L. Dudgeon.

Huntington, N. Y.—A. V. Sammis, who now conducts a Hardware store on New York Avenue, has purchased store property on Main Street and after January 1st is to take possession.

Jefferson, Ore.—S. A. Manning has sold his Hardware business to J. B. Tucker & Son.

Kalamazoo, Mich.—The Edwards & Chamberlain Hardware Co. have certified to an increase of capital from $70.000 to $100.000.

Kingfisher, Okla.—H. T. Mitchell has sold his Hardware store to R. J. Hausaman.

Krum, Tex.—E. H. Cornwall has purchased the Hardware store of J. W. Evans.

Lee, Iowa.—L. J. Arney has sold his Hardware business to J. A. Johnson.

Leonardville, Kan.—E. W. Bardwell has sold his interest in the Hardware and implement business of Bardwell Bros.

Longmont, Colo.—The Sullivan & Rowen Mercantile Co. has sold its Hardware department to Haunn & Weller.

Lost Springs, Kan.—J. E. Evans has succeeded to the Hardware store of Evans & Templeton.

Louisiana, Mo.—Matthews & Son of Pike County have traded a farm to J. R. Brown for his stock of Hardware and implements.

Marietta, Ohio.—The Union Hardware Company, of Second Street, is starting a branch store in Williamstown. The store will carry a full and up-to-date line of Hardware.

Melrose, N. M.—K. C. Kirby has purchased the Hardware store of F. W. Rotterman.

Merwin, Mo.—F. M. Hammond has sold his Hardware store to S. S. Hoover & Son.

Milton, Ore.—The Putnam-McKnight Co. has purchased the Hardware and implement stock of the Peacock Mill Co.

Montpelier, Idaho.—R. H. Bowen has succeeded to the Hardware business of Bowen & Call.

Neligh, Neb.—A. Lee has succeeded to the Hardware and implement business of Housh & Lee.

Oklahoma City, Okla.—The Sam B. Laird Hardware Company has purchased the business, stock and good will of the McCreaie Hardware Company, located on the northeast corner of Grand and Robinson Avenues.

Okmulgee, I. T.—McCracken & Roach have been succeeded in the Hardware business by McCracken, Mitchell & Co.

Olathe, Kan.—C. H. Mason has purchased the Hardware store of C. H. Markham.

Ottawa, Kan.—John Nelson is about to purchase the Hardware and furniture store of Ozenberger & Son.

Petersburg, Neb.—E. E. Mack has purchased the Hardware store of J. P. Erpedding.

Pilger, Neb.—H. H. Antler has purchased the Hardware store of J. G. Tinney & Brother.

Prosser, Wash.—D. H. Harper has been succeeded in the Hardware business by the Harper Hardware & Furniture Co.

Sarcoxie, Mo.—George W. Wood has succeeded to the Hardware business of Carmack & Wood.

Scandia, Kan.—L. C. Hohr has moved his Hardware stock from Clifton to Scandia.

Sprague, Neb.—Owing to the dissolution of the Hardware firm of Hale & Stubhut, Mr. Hale will continue alone.

Sprague, Wash.—L. C. Fisher & Co. have sold their Hardware store to the Western Mercantile Co.

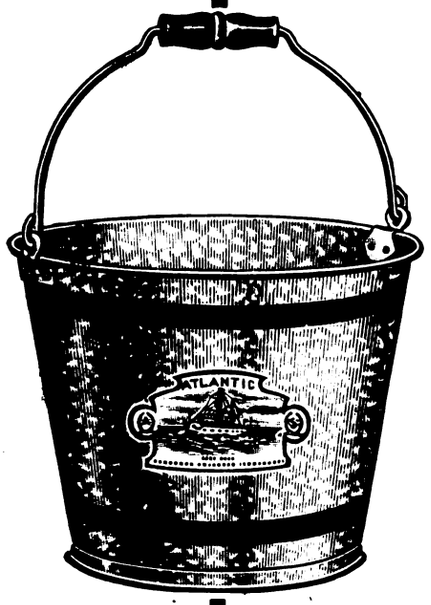
Summers, Ark.—J. E. Brassfield & Co. have succeeded to the Hardware store of J. E. Brassfield.

Tekamah, Neb.—E. W. Shafer has purchased the Hardware store of J. C. Smith.

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"ATLANTIC" GALVANIZED STRIPED WARE



Has the knack of winning customers and keeping them, because it's made from smooth galvanized sheets; heavily wired around top; double reenforced; has double-seamed raised bottom and wide seams —in a word: It's built to do double duty in hardest usage.



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If it's Dollars you're after this Square will catch them for you—all you have to do is to pass it along to the workman, it and he does the rest. Prices and full description sent on application.

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HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Augusta, Me.—Elgin Safety Razor Co. has been incorporated to manufacture cutlery of all kinds; capital, $500,000. President and treasurer, J. Berry; clerk, L. A. Burleigh, Augusta.

Bliss, Okla.—The Myers Pump & Mfg. Co. has been incorporated with a capital of $50,000 by W. M. Myers, St. Joseph, Mo.; G. L. Miller and L. Marks, Bliss.

Boston, Mass.—The Disappearing Window Screen Co. has been incorporated to manufacture window screens; capital, $50,000. President, J. S. McNamara, Easton; treasurer, J. A. Phelan, Boston.

Bradford, Ont.—The Marvel Acetylene Generator Co., Ltd., has been incorporated with a capital of $10,000; provisional directors, Albert J. Moore, Frederick W. Moore, Albert E. Scanlon, Charles W. Ellis, Peter Holt, H. S. Broughton and John Elliott.

Brooklyn, N. Y.—Reilly & Guy has been incorporated to manufacture Hardware and supplies; capital, $11,000. Incorporators: P. F. Reilly, A. G. Burgtorf, J. M. Lennon, Brooklyn.

Cincinnati, Ohio.—The Central Foundry Co. has been organized with a capitalization of $25,000 by John T. Gardner, W. L. Huber, C. E. Morgedant, A. W. Morgedant and W. C. Morgedant.

Crawfordsville, Ind.—The Crawfordsville Tank Co. has been incorporated with a capital stock of $20,000 by M. B. Binford and C. O. McFarland.

Erie, Pa.—A Pennsylvania charter will shortly be asked by the Erie Tool Co., composed of M. W. Bacon, Frank Bacon, G. H. Clows and others of Erie, Pa.

Freeport, Ill.—D. C. Stover & Co. have been incorporated with a capital of $50,000 by D. C. Stover, J. P. Stover, Fred R. E. Dawson, J. F. Smith, W. A. Hance, Paul F. Schryer and P. S. Stover.

Hamilton, Ont.—The Consolidated Hardware Manufacturing Co., Limited, has been incorporated. It has a capital of $40,000, and is formed for the purpose of manufacturing tacks, nails and other Hardware. The provisional directors are: Thomas H. Wynn, Frank Forsyth and Charles H. Briggar, all of Hamilton. The concern is now in operation on Park Street South, and as soon as business warrants it a bigger factory will be utilized.

Holland, Mich.—The new Holland Furnace Factory has been put in operation. The plant will be run by electric power and its capacity will be eight furnaces daily. About fifteen hands will be employed at the start, which number will be increased to forty within a few months. The product of the factory will be called "The Holland."

Jersey City, N. J.—Ivel Agricultural Motor Co. of America has been incorporated to manufacture motors, motor tractors and portable motors for agricultural and other purposes; capital, $1,000,000. Incorporators: H. O. Coughlan, B. S. Mantz, G. L. Rotzel, Jersey City, N. J.

Kokomo, Ind.—Superior Machine Tool Company has been incorporated; capital, $20,000. Directors: Albert P. Wiegel, S. H. Robinson, L. Wiegel and A. Robinson.

Lansing, Mich.—The Michigan Screw Co. organized only a few weeks ago, has erected a small addition to the pure food building on the Improvement Company addition and is rapidly getting its plant in shape.

Le Roy, N. Y.—Ground has been broken for a two-story factory building, 84 by 34 feet, for the new lamp burner company in Le Roy, which has bought a quarter of an acre of land adjoining the Buffalo, Rochester & Pittsburgh railroad, on Lent Street from Mrs. H. R. L. Bissell. The building is to be completed by February 1, 1907. All of the machinery for the plant has been ordered.

Lowell, Mass.—Lowell Scale Co. has been incorporated to manufacture scales, etc.; capital, $25,000. President, G. A. Fowle; treasurer, J. A. Stott, Lowell.

New York, N. Y.—Brown Rope Fastener Co. has been incorporated to manufacture Hardware novelties and Hardware supplies; capital, $20,000. Incorporators: Gustav Brown, Peekskill, N. Y.; M. Douglass Cole and Sidney B. Wood, No. 60 Wall Street, New York.

New York, N. Y.—The M. C. Clamp Co. has been incorporated with a capital of $25,000 to manufacture clamps, tools, etc. The incorporators are: Le Roy Clark, 56 West Seventy-first Street, New York; Alfred H. Meech, Chatham, N. Y., and Henry Scofut White, 95 Mercer Street, Plainfield, N. J.

Plainfield, N. J.—Ackroyd True Radiator Co., No. 171 East Front Street, has been incorporated to manufacture appliances for burning illuminating gas; capital, $100,000. Incorporators: William H. Aspinwall, Floyd T. Woodhull, Edson C. Martin, Plainfield, N. J.

Portland, Ore.—Articles of incorporation of the Portland Tool Works have been filed by W. Irving Spencer, Charles F. Machen and Patrick Dowe. They will engage in the manufacture and sale of steel and iron tools. Capital stock, $4,200.

Reading, Pa.—The American Die & Tool Co. has been organized by H. M. Sternbergh, J. H. Sternbergh, Edwin S. Smith and C. S. Dundore.

Roanoke, Va.—The Roanoke Foundry & Machine Co. has been incorporated to operate a foundry and machine shop. The capital stock is $30,000, and the incorporators are: A. J. Kennard, J. E. Reichhardt, J. W. Winston, H. E. Obenschain, A. D. Pettyjohn, J. L. Richev and others.

Rochester, N. Y.—Weaver Hardware Co. has been incorporated to manufacture Hardware and Hardware supplies; capital, $50,000. Incorporators: C. F. Weaver, B. P. Weaver, E. W. Perry, Rochester, N. Y.

Sioux Falls, S. D.—The Kahn Gas Stove Company has been incorporated; capital, $500,000, of which $25,000 is represented by business and property in Wisconsin; E. C. Nordyke, Milwaukee, representative in Wisconsin.

Terre Haute, Ind.—The Crown Machine Works has been incorporated with a capitalization of $25,000 by A. L. Pfau, N. W. Kirkpatrick and M. Henry.

Lindsey, Neb.—The Monitor Specialty Co. has been incorporated for the manufacture and sale of Hardware articles. The amount of paid-up capital stock is $20,000. Daniel G. Walker, Peter Welin and other citizens of the place are interested in the undertaking.

Trenton, N. J.—The Corbett-Taylor Co., principal office 143 North Warren Street, has been incorporated and will manufacture and deal in shaftings, hangers, couplings, pulleys and other devices. The capital stock is $100,000, and the incorporators are: Leslie C. Pierson, Ellsworth A. Corbett and James Taylor.

Waterbury, Conn.—The Equipoise Rivet Co. has been incorporated to take up the business of Hotchkiss Bros., of Wallingford, and will manufacture large and small iron rivets. The capital stock of the company is $3,000, and the incorporators are: G. G. Riggs and A. E. Babin.

Changes and Improvements.

Belleville, Ont.—About $9,000 was expended by the Belleville Hardware Co. in additions and improvements to their works on Pinnacle Street, including a large amount of new machinery. This company have purchased the lot at the north of their present site and next year it is the intention to erect another large building which will about double their capacity.

Beloit, Wis.—The machine knife factory of R. J. Dowd & Sons, which was partially destroyed by fire six weeks ago, has been rebuilt and work resumed in all branches.

Bristol, Conn.—Clayton Bros., manufacturers of scissors, have sold their factory and business to W. M. Bowes and S. L. Butler, New York. Mr. Bowes has been the sole agent for Clayton Bros., at No. 127 Duane Street, New York, and will continue to sell the product of the plant, which will be run under the same name as heretofore.

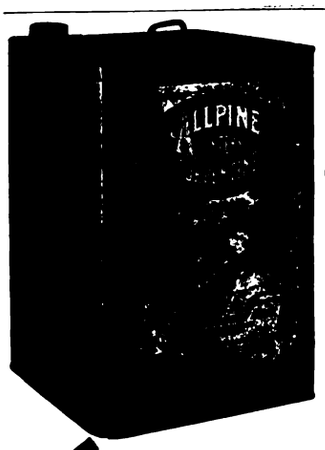
Brooklyn, N. Y.—The firm of Charles E. Ring & Co., manufacturers of machinists' and factory supplies and Hardware and tools, on Kent Avenue, was dissolved on December 1. William O. Fitch, Mr. Ring's partner will devote himself exclusively to the Hardware end of the business and Mr. Ring will look after the manufacture of iron. Both branches will be carried on at the Kent Avenue factory.

Chicago, Ill.—The Republic Metalware Co. will erect an eight-story warehouse on Wabash Avenue 170 by 63 feet, of mill construction, to cost $150,000.

Huntsville, Ala.—The Southern Handle Company is fitting up its building in West Huntsville and will resume operations in the next few days with a force of fifty skilled operatives. New machinery for the manufacture of handles and spokes is being installed. The Southern Handle Company moved to Memphis a few years ago and carried all local operatives with it.

Meadville, Pa.—The stockholders of the Uwanta Wrench Company held a meeting at the office of W. S. Smith, recently, it being in the nature of a reorganization after the increase of the capital stock from $10,000 to $25,000. The amount of increase has been all subscribed. Directors were elected as follows: B. L. Singley, T. F. Charlton, J. S. Charlton, J. A. Speitler, E. C. Smith, W. S. McGunnegle, S. L. Hart, W. W. Kincaid, and George D. Trawin.

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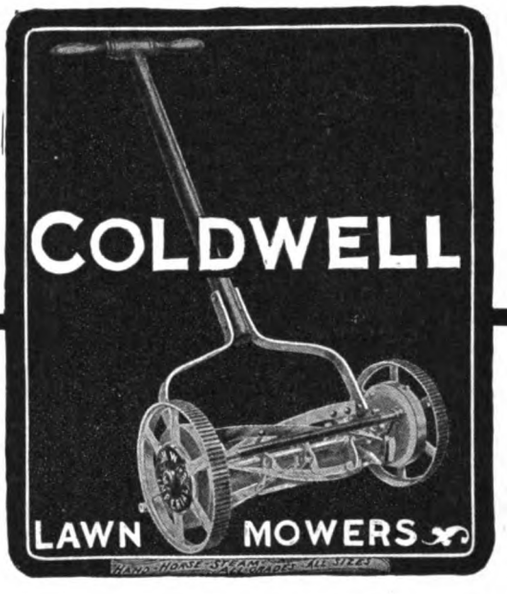
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NEWBURGH, N. Y.

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HARDWARE DEALERS' AND MANUFACTURERS' RECORDS

(Concluded).

HARDWARE DEALERS.

Changes.

Taylor, Tex.—Albert Sallstrom of Taylor has purchased the entire stock and business of the Elgin Hardware Company of Elgin, Tex., and with his brother, J. E. Sallstrom of Manor, will assume charge of the business at once.

Tekoa, Wash.—Hillard & Alexander have sold their Hardware business to Henkle & Schulerud.

Valley Falls, Kan.—Getty & Yeager have sold their Hardware store to Hundsley Bros.

Valley, Neb.—L. P. Ryars has purchased the Hardware store of C. Parsons.

Van Buren, Ind.—Judson & Miller have about completed the shelving and are putting in an elevator preparatory to moving their Hardware stock from their present location to the Camblin block, where they will have much better quarters.

Walla Walla, Wash.—Andrews & Lefeaty have purchased the Hardware store of J. E. Fargo & Co.

Waurika, Okla.—Eckles Bros. & Co. have sold their business to the Ford Hardware Co.

Fires.

Argenta, Ark.—The W. H. Ellis Hardware Co., has suffered a loss by fire.

Kansas City, Mo.—Fire has destroyed the building occupied by E. N. Draper & Son Hardware Company, at No. 2610 East Thirty-first Street.

Prescott, Ark—The store of the McDaniel Hardware Company and the immense stock has been destroyed by fire. The origin of the fire is unknown, but there are suspicions of incendiarism. The loss is estimated at about $23,000, while the insurance amounts to only $12,000.

Salt Lake, Utah.—A fire was discovered in the basement of the Hardware store of J. W. Connell at 77 West First South street recently. The fire spread through some combustible material stored in the basement, its origin being unknown, and damaged the floor of the building to the extent of about $100.

St. Louis, Mo.—Fire destroyed $5,775 worth of property in William S. Rengel's Hardware store, 111 Lamey Ferry Road, St. Louis County.

Walker, Mo.—The Hardware store of S. D. Buck, has been damaged by fire.

Waterville, Wash.—W. J. Stanley has sustained a fire loss in his Hardware store.

Waterloo, Iowa.—Fire in the basement of the C. M. Berkley Hardware store resulted in a loss of about $500 to Hardware stock stored therein and damage to the building of between $50 and $100. The fire resulted from an overheated furnace pipe which was situated near the joists of the first floor.

MANUFACTURERS

Changes and Improvements.

Pittsburgh, Pa.—The Graham Nut Co., whose general offices are in this city and works on Neville Island in the Ohio River, has made arrangements to enlarge its plant so as to practically double the output. Two new buildings will be constructed, one 60 by 200 and the other 95 by 100 feet in area, in which will be installed entirely new equipment. Officials of the company said that trade conditions have made this move necessary and the company expects to have the additions in operation by next April.

Reading, Pa.—The Penn Hardware Company, at the foot of Spruce Street, is making additions, which, when completed, will give it a block of buildings and will make the plant one of the largest Hardware manufacturing concerns in the United States. The new structure, which will be used for plating exclusively, except the first floor, which will be a store room, is receiving the finishing touches and will be ready for occupancy by January 1. The building is four stories high, 60 by 100 feet in dimensions. It is modern in every detail.

Reading, Pa.—The Reading Radiator Company, Front Street and Lebanon Valley railroad, is making an extension to its plant. It purchased six buildings on Pear Street, Nos. 418 to 428, on which the extension will be built. The buildings themselves will remain as they are, only the land in the rear being used. The new extension will be 90 by 60 feet in dimensions and will be one story in height. The side of the old foundry is being torn down, to which the new addition will be built. The plant now employs forty-five men, but when the improvements have been completed 25 to 30 additional men will be required.

South Pittsburgh, Tenn.—The H. Wetter Mfg. Co. are now building a big addition to their already large stove foundry. The building will be 58 by 138 feet, and will cost $5,000. The building will be equipped and used for making soil pipe and fittings. It will be located on the east or railroad side of the lower foundry. The other shops of this company will be used exclusively for stove plates.

St. Paul, Minn.—The new works of the Northern Malleable Iron Co., located on the southwest corner of Forest and Wells Streets, will be ready for occupancy by January 1. The main building will be 110 by 900 feet, of concrete and steel construction, the pattern shop and fireproof pattern vault, each of concrete, will be 60 by 80 feet and 20 feet high. The company at present employs 325 men, but after the new plant is completed it will increase its force to about 500. The total cost of the buildings will be approximately $150,000.

Vassar, Mich.—William Hammont, of this place, and Clinton Shoop, of Greenville, have purchased the plant of the Parker Plow Co., which will be fitted up for a first-class foundry and machine shop. It will give employment to a number of mechanics.

Greenfield, Mass.—The Rugg Manufacturing Company seems likely to branch out in the near future. They are negotiating with a factory near Sherbrooke, P. Q., to manufacture their steel-bowed rakes for the Canadian trade. They have Canadian patents on this rake, and to protect this patent, it is necessary to have the rakes for Canadian trade made in Canada. It is possible that later the two firms may combine in some way. Mr. Rugg desires to expand his business, and may sometime build a new factory near the railroad. His old factory is not very suitable for enlargement, and meanwhile he may establish some branches elsewhere or arrange to have his competitors make such of his goods as he cannot make in his present crowded quarters. He has recently ordered 1,000 dozen rakes from a competitor in Vermont.

New Haven, Conn.—The W. S. Burn Manufacturing Co., manufacturers of metal goods, announces that it will retire from business.

Worcester, Mass.—The Norton Grinding Company has begun putting in the foundations for a large addition to its machine shop at Barbers Crossing. The new building will be 264 by 82 feet, two and three stories. It will mean the employment of a large number of additional men and will constitute one of the largest machine tool industries of Worcester. A new brick building is already under construction at the company's shops, at the north end of the main shop, and at right angles to it. It is 40 by 72 feet, and three stories. It will serve as a connecting wing between the present shop and the new shop building, which will be a duplicate of the present great building. It will have a monitor roof with broad galleries surrounding the crane bay on three sides.

New York, N. Y.—The Niles-Bement-Pond Company has made arrangements to purchase the plant of the Ridgway Machine Tool Company of Ridgway, Pa.

Reading, Pa.—Noll & Althouse, manufacturers of the Queen washing machines, are making preparations to occupy their new building on Hudson Street near Green. Nearly all the machinery and shafting has been installed.

Richmond, Ind.—A deal has been completed whereby all the stock in the Border Bolt and Lock Nut Company has been transferred to a syndicate of Cincinnati and Philadelphia capitalists. The plant is to be retained in this city and its capacity greatly increased. The capital stock of the concern, which is $30,000, will also be greatly increased and the company will be placed on a sound business basis. The majority of stock in the old company was owned by George Kemper, George Deuker and Gus Knollenberg. William H. Alford, who was formerly president of the concern, disposed of all his stock some time ago.

Sharon, Pa.—The Penn Shovel Co. of Warren, Ohio, and the Hanna & Young Co. of Poplar Bluffs, Mo., have been consolidated. The parent company will have a capital stock of $350,000 and will build a skelp mill in Warren. A factory for the manufacture of shovel handles will also be built. Aside from rolling enough steel for the present shovel factory, the new company's mill is expected to roll a considerable tonnage for the trade. The Penn Shovel Co. output will be increased 80,000 dozen shovels a year.

Steubenville, Ohio.—The Tin Specialty Works at Follansbee, owned by Follansbee Brothers, of Pittsburgh, have been destroyed by fire. It started in the storage room where the paint and oil were kept. The "bungalow," a frame building near by in which finished specialties were stored, was also burned. The loss is about $28,000, partly insured.

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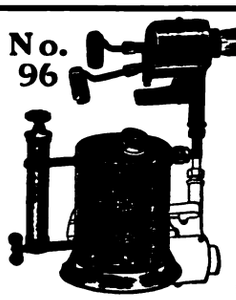
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Burns Kerosene. The safest and cheapest to use anywhere.

Gives greater heat. Will melt more solder and heat coppers in less time, at less cost, than any other.

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Agent for Maynard's Socket Shovels.



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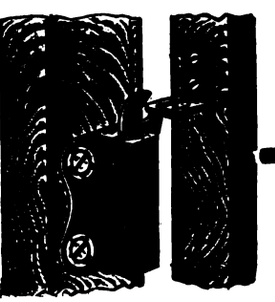
PATENT APPLIED FOR.

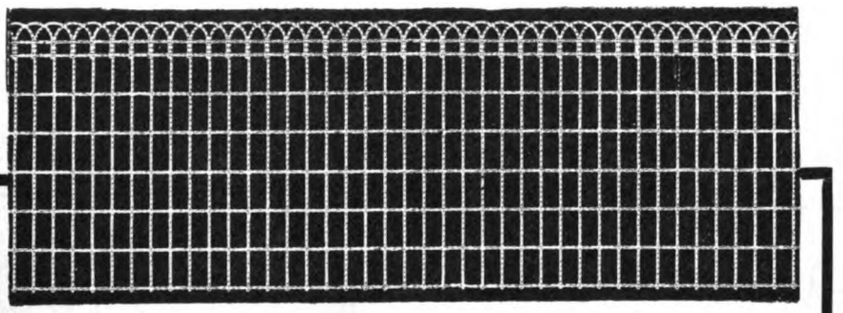
For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar.

Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.

The E. L. Watrous Mfg. Co.
Des Moines, Iowa.

OPEN





"Cyclone" Ornamental Fence and Gates

are a good line for the Dealer, whether they handle our farm fence or not. Built up to 6½ feet high. We carry a stock in New York City for nearby deliveries.

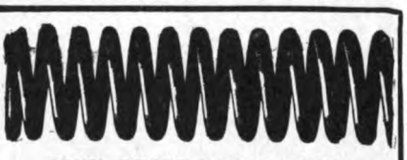
CYCLONE WOVEN WIRE FENCE CO.

Holly, Mich. Cleveland, Ohio. Waukegan, Ill.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.



GODDARD'S MOP PRESS

The best machine made for drying a mop. Nothing to get out of order; only four pieces in it. The most simple, durable and efficient on the mraket.

ALL MALLEABLE IRON

Sells on Sight. Warranted One Year

Send for Circulars to

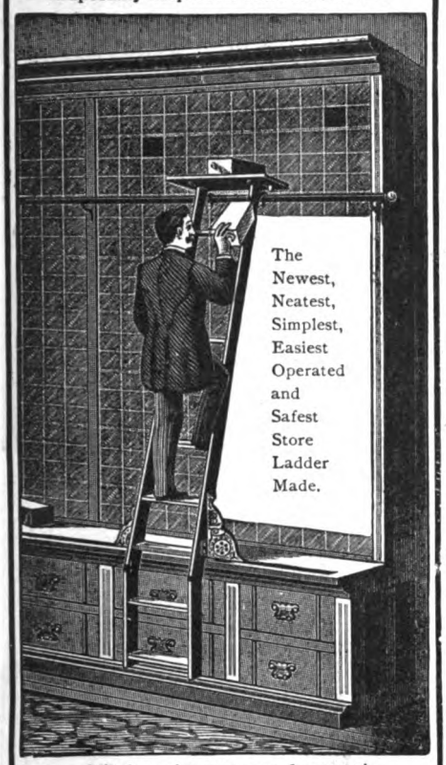
GODDARD MOP PRESS CO.
Arcade Building AKRON, OHIO

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100 Perfection Paper Fasteners, mailed for 10 cts. Schooley Novelty Co., Homestead, Pa.

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The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new noiseless track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

MALE HELP WANTED

YOUNG men of ability desiring a right start in some high-grade business or technical line; good positions now open in every locality; write us to-day stating age, experience, salary and position preferred. HAPGOODS, 305 Broadway, N. Y.

A LONG established Stove, Hardware and Ship Chandlery business in a growing, healthy, county seat town of five thousand population of the West Gulf Coast. Good graded schools, five churches, telephone and electric light system, telegraph, daily mail, two ice plants, an oyster cannery, several saw mills, artesian water, water works and sewerage under construction.

An excellent opportunity for a plumbing business. Several lines river and coastwise steamers. A railroad (A & N) building and to be completed by next Summer. Stock is in first-class shape and inventories about $8,000. Will rent the corner, three-story 30 by 80 brick building.

Present owners have not the necessary time to give proper attention to the business on account of more pressing outside matters. Correspondence unsolicited unless you mean business. For further particulars, address HERMAN RUGE & SONS, Apalachicola, Fla.



CORRESPONDENCE SOLICITED
with American Manufacturers desiring trade in Great Britain.
S. GUITERMAN & CO. LTD.,
American Importers,
35-36 Aldermanbury, London, E. C.
New York Address: 35 South William Street

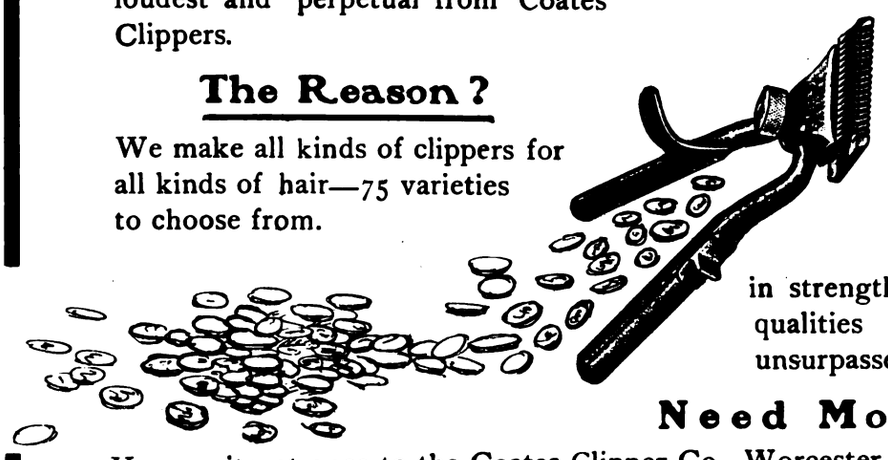
THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.

The Jingle of Profits

In your till from Clippers will be loudest and perpetual from Coates Clippers.

The Reason?

We make all kinds of clippers for all kinds of hair—75 varieties to choose from.



We have made Coates Clippers for over

A Quarter Century

In beauty of finish—in strength and in fine cutting qualities Coates Clippers are unsurpassed.

Need More Be Said?

Yes—write at once to the Coates Clipper Co., Worcester, Mass., for catalogue and prices. Better still: Try a sample order this Fall of

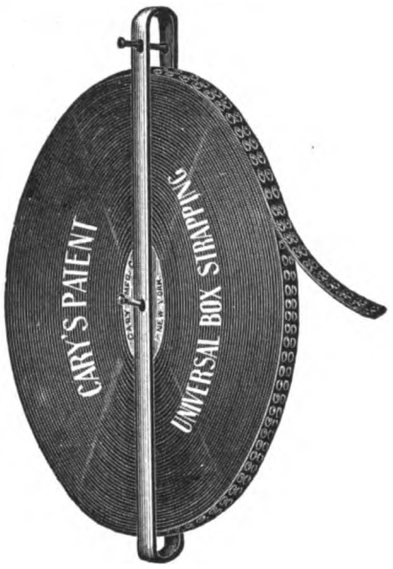
JOHN H. GRAHAM & CO., Sole Selling Agents, 113 Chambers St., New York.

COATES CLIPPERS

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CARY'S UNIVERSAL BOX STRAP

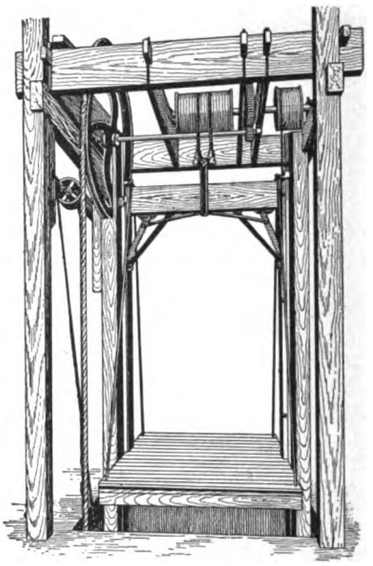
A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

We Pay the Freight
You Install Elevator Yourself



STORE HOIST

We will ship this Elevator direct to you, freight paid and you can itstall it yourself without expense except the help of the average mechanic. This is an exceptional offer. Everyone knows that **EATON & PRINCE** means dependable Elevators. No other Elevator is quite as good because none is made with such infinite care. Send for Catalogue No. 57.

We are also extensive makers of Passenger and Freight Elevators for direct and alternating electric current. Send postal for illustrated catalogue No. 56.

EATON & PRINCE COMPANY
70-76 Michigan St., Chicago, Ill.

The WILKINSON FORGE-FEED OILER



Is the Best oiler for all un-get-at-able places—anywhere.

Forces out any gravity oil, light or heavy, in any position in the coldest weather. Its spout cannot clog. Made of best cold rolled steel and will withstand the hardest wear.

Reduces Oil Bill One-Half

as it puts oil just where wanted. Doesn't waste a drop.

All parts interchangeable; easily repaired.

It's the Oiler you ought to sell. May we send you circular and prices?

Wilkinson Manufacturing Co.
69 Wall St., New York

DON'T FAIL

TO MENTION "HARDWARE"

WHEN WRITING

TO

THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₩ gal	48c
Linseed, City, boiled, in bbls, " "	45c
Out of Town, on spot, ₩ gal	42c
Calcutta, raw, in barrels, ₩ gal	70c
Lard, prime city, ₩ gal	72@75c
Lard extra, No. 1	47@49c
Lard, No. 1	40@44c

Paints and Colors

Barytes, Foreign floated, ₩ ton	$18.50@20.00
Barytes, American floated, ₩ ton	$19.00
White Lead, American, dry, in bbls., ₩ lb	6¾c
White Lead, American, in oil, in lots of less than 500 lbs., ₩ lb. net	7¾c
In lots of 500 lbs. and over, ₩ lb	7¼c
White Lead Eng., in oil, ₩ lb	9¾@10c
Zinc, American dry, ₩ lb	5¾@5¾c

Putty, Commercial—₩ 100 lb

In bladders	$1.70 @1.85
In bbls or tubes	1.30 @1.40
In 1 lb. to 5 lb cans	1.85 @1.95
In 100 lb cans	1.70 @1.90

Spirits Turpentine

In regular bbls	70½@71
In machine bbls	71@71½

Dry Colors

	₩ Lb
Blue, Chinese	36@46c
Blue, Prussian	28@c34
Blue, Ultramarine	8@15c
Sienna, Italian, burnt & powdered	3@3½c
Sienna, Italian, raw & powdered	3@3½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7½c
Green, Paris, in kegs	13½@14½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Ivory, best	16@20
Blue, Chinese	36@46
Blue, Prussian	27@30
Blue, Ultramarine	14½@15
Sienna, burnt	3@3½
Sienna, raw	3@3½
Umber, burnt	2½@3½
Umber, raw	2½@3½

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....52@55c
G. D.....per M 34@35c
F. I.....per M 40@42c
G. E.....per M 48@50c
Musket.....per M 62@68c

PRIMERS—

Berdan Primers $2.00 per M.....20%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $6.50.....10&5%
22 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
22 cal., Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gge..65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.....25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....20%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.90
Drop, B and larger, per 25 lb bag.....2.15
Buck, 25 lb bag.....2.15
Chilled, 25 lb bag.....2.15
Dust Shot, 25 lb bag.....2.35

GUN WADS—₱ 1000—

B. E., 11 up.....$ 60
B. E., 9 and 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00
P. E., 9 and 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
Ely's B. E., 11 and larger.....$1.70@$175
Ely's P. E., 12 to 20.....$3.00@$3.25

} 15%

Animal Pokes

	₱ doz.
Iowa Farming Tools.	
Hawkeye	$3.25
Western	4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net..$2.00
Burton's, ₱ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: ₱ Gro.
Daisy, No. 4.....Net. $4.80
Perfect, No. 2.....Net. 6.00
Belt Holder, No. 1.....Net. 8.40

Anvils

American "Horse-Shoe".....9¼c
Arm and Hammer.....8¼@8¾c
Eagle Anvils, ₱ lb, net.....7@7¼c
Hay-Buddens, Wrought.....9¼@9¾c
Peter Wright's.....11@11½c
Trenton.....9 1-2@9¾c
Columbian, all steel, ₱ lb, net.....9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells.....70%
Comn. Auger Bits.....75@75&5%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits, Car Bits, Machine Bits.....40@40&5%
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 80..40&7½&10%
Nobles Double Spur, No. 83.....55&10%
No. 10, Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 80.....40&7½&10%
Ring Augers.....60&5&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits:
Extra.....60&10&10%
No. 1.....60&10&10&10%
Russell Jennings' Augers and Bits.....25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$5.50@6.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $6.50.....25%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat...33⅓&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ₱ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.60@5.75
Mayhew's Diamond ₱ doz. $1.25.....40%
Snell's Bell Hangers.....60%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....33⅓&5%
L'Hommedieu's.....15%
Snell's.....40&10%
Watrous'.....33⅓&7½%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.50@4.00
Patent Peg	.31@34c
Sewing, Cam	.83@$1.00
Shouldered Peg	.65@70c
Shouldered Brad	.63@66c
Socket Scratch ₱ doz	$1.00

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10.....60&10%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓&5
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....30%

Axes

Single Bit, base weights:
First Quality.....$5.00
Second Quality.....$4.50
Double Bit, base weights:
First Quality.....$7.50
Second Quality.....6.75

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....50%
Broad and Bbl.....40&10%
Boy's Axes.....50%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....50%
Broad and Bbl.....40&10%
Boy's Axes and Hatchets.....50%

Axle Grease

Dixon's "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
2 " " " " .....25 "
10 " firkins (6 in case).....$1.20 "
25 " " .....2.75 "
50 " kegs.....5.00 "
100 " " .....9.00 "
200 " half bbls.....} 8½lb
675-400 lb " .....}
Snow Flake:
One-quart cans, ₱ doz. . . . $ 2.00
Two-quart cans ₱ doz. . . . 3.20
One-gallon cans, ₱ doz. . . . 6.00
Five-gallon cans, ₱ doz. . . . 24.00
Quarter bbls. (15 gals.), ₱ gal.. .45
One-half bbls. ₱ gal. 40
Bbls., ₱ gal. 35

Discount 10%

Balances, Spring

Chatillon's:
Light, class A.....30%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1.....50%
Class A3.....40%
Class D, E, F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10@60%

Beef Shavers

Enterprise:
Japanned, each, $3.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....60@60&10%
Nickel Plated.....50&10@60%
Pure bell metal.....60%
Silver chime.....33⅓@35%
Swiss.....50&50&7½%
White metal.....60%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....40%
Gong, Yankee.....55%
New Departure:
Rotary.....50@10%
Push.....30%

COW—

Common wrought.....75%@75&10%
Kentucky.....70@70&10%
Texas Star.....50%
Western, Sargent's list.....70@70&10%

Bellows

Blacksmiths'.....65&10@5%
Hand.....25&10%
Moulders'.....25&10%

Belting Rubber

Boston Belting Co:
"Boston".....50%
"Imperial," seamless stitched.....45%
Niagara.....60%
New Jersey Car Spring & Rubber Co:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Miller's Falls.....15&10%

Binder Twine

	Per Pound
Steel	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	13c

Bit Holders.

Angular.....45%
Extension:
Barber's, ₱ doz. $15.00.....45@50%
Ives' ₱ doz. $30.00.....60&10%

Blind Adjusters

Columbian.....33⅓%
Domestic, ₱ doz. $3.00.....33⅓%
Excelsior, ₱ doz. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr.....$9.00
Zimmerman's.....50@50&10%

Blocks, Tackle

Eddy's.....50&10@60%
Hartz' Steel.....50@50&5%
Iron Strapped, Japanned Sheaves...70&10%
Iron Strapped, Lig Vitae Sheaves.....60%
Rope Strapped, Japanned Sheaves...65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....60%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....80%
Wrought Barrel Bolts, Griffin's.....75%
Wrought Square.....70%
Wrt Shutter, St'nrd list.....70&10%
Wrought Spring, Sargent's.....70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller.....70&12 1-2%
Larger and longer.....60&2 1-2%
Phila. Eagle, $3.00 list May 24, '99.....80%
Bolt ends, list Feb. 14, '96.....60&7 1-2%
Bolt ends, with C and T nuts.....60%
Machine, ⅜x4 and smaller.....75%
Machine, larger and longer.....65@65&5%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99.....80%
Bay State, fluted.....80%
Eagle Phila.....62½%
Norway, Phila.....80%
Common.....75&10@80%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....33⅓%

STOVE AND PLOW—

Plow.....65&10%
Stove.....35&10%

MISCELLANEOUS—

Sink.....30%

Bone Mills

Enterprise.....25@30%
Stearns.....40%

Borers, Tap

Enterprise.....20@25%

Each	$1.25,	$1.75,	$2.50
Nos.	1	2	3

C. E. Jennings & Co.:
No. 6.....30&10%
No. 10.....25&10%
Common ring.....20&10%
Ives.....25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat.	$2.50,	$3.75
Ajax		40%
Phillips		$4.00 net

Box Scrapers

Bradley's.....20%
Stanley's Adjustable.....45%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal".....25&10%
Standard Metal Strap Co's.:
Eclipse.....33&10%

Braces

Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
C. E. Jennings & Co.:
No. 108@114½.....50&5&10%
No. 208½@214½.....50&5&10%
Lancaster Mach. & Knife Works.....50%
Gen. Spofford's.....50%

Brackets

Griffin's Folding.....70&10%
Griffin's Pressed Steel.....30&30&10%
Bradley's Pat., full cases.50&10@30&10&10%
Bradley's, in broken cases.....30&10%
Baine's Adjustable.....25%

Bright Wire Goods

Standard list, June 24, 1903. 90&20@90&25%

Bull Rings

Humason, Beckley & Co's.....30%
Rea's 2¼ in. net, ₱ doz.....$1.50
Sargent's.....30%

Butchers' Cleavers

New List, Feb. 1, 1906:
Foster Bros., flat heads.....30%
Foster Bros., round heads.....30%
Lancaster Mach. & Knife Works....33⅓&10%
L. & I. J. White.....30%
Plumb's.....30%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star.....15@15&10%
C. E. Jennings & Co.....30&10%

Butter and Cheese Triers

Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges

Stanley's.....35&10%

Butts

BRASS—

Wrought Brass.....50%

CAST IRON—

Fast Joint, broad.....40&10&10%
Fast Joint, narrow.....40&10&10%
Loose Joint.....70&5@75%
Loose Joint, Japanned.....70&5@75%
Loose Joint, Jap. with Acorns....70&5&5%
Loose Pin.....70&5@75%
Mayer's Hinges.....70@70&5%
Parliament Butts.....70@70&5%

WROUGHT STEEL—

	Discount.
Reversible and Broad	75%
Light reversible, Light Narrow	75%
Loose Joint, Narrow L't, Inside Blind, etc	70&10%
Back Flaps, Table Chest	70%

Extra, 10&10%

Calipers

Bemis & Call:
Wing.....60%
Double.....65%
Inside and outside.....65%
Straight leg.....65%
Call's Pattern, inside.....55%

Can Openers

American.....₱ gross, $1.75@$2.00
No. 5, iron handle.....₱ gross, $3.00
Sardine Scissors.....$1.75@$2.00
Sardine Scissors, forged steel..₱ doz., $3.00
Sprague, Nos. 1, $3.00; 2, 2.25; 3, 2.50.....80%@80&10%

Cartridges

See Ammunition.

Casters

Bed.....70@70&10%
French or Philadelphia Iron wheel.....75@75&10
Plate.....60@60&10
Payson's Furniture.....70&10&10
Payson's Truck.....70&10
Standard, Ball Bearing.....45%

Cattle Leaders

Humason, Beckley & Co's.....70%
Sargent's.....70&10%
Welton's.....70&10%

Chain

American Coil, Straight Link:

Inch	₱ 100 l.bs.
5-16	$5.90
⅜	6.10
7-16	5.10
½	4.40
9-16	4.25
⅝	4.15
11-16	4.10
¾	4.00
⅞	3.90
⅞ to 1	3.85
1¼ to 1½	3 95

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain.....

Chains

Galvanized Pump chain, ₱ lb.....4¼@4¾c
Ger. coil, list July 24, '97..60&10@60&10&10%
Ger. Halter chain, list July 24, '97. 60&10&10%
Jack chain, Iron.....60&10@60&10&10%
Jack chain, Brass.....60&10@60&10&10%
Oneida Wire Dog chains.....45@50&5%
Trace Wagon and Fancy Chains:
New list.....60@60&10%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....30%

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COW TIES—
American ... 45@50%
Niagara ... 45&5&@50&10&5%
Covert Mfg. Co.:
Cotton ... 45%
Hemp ... 45%
Jute ... 45%
Sisal ... 33⅓%

Chain Guards

Aluminum S. & N. Co ... 50%

Carpet Stretchers

Bullard's ... 33⅓%
Montrose' "Excelsior" and Tack Hammer Cumbine-i, ₱ doz., $6.00 ... 20%
Cast iron, Steel points, ₱ doz ... 80c
Sockets, ₱ doz ... $1.75

Carpet Sweepers

Sterling Carpet Sweepers:
Medel A, Nickel trimmings ... $5.00
" B, Japd. " ... 21.00
" " Nickel " ... 28.00
" C, " " ... 21.50
" D, Japd. " ... 19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise ... 25%@30%
Goodell's Family, net ₱ doz ... $5.00
Rollman's, net., ₱ doz ... 6.00

Chisels

SOCKET FRAMING & FIRMER—
Standard Makes ... 75%
L. & I. J. White ... 30&30&5%
C. E. Jennings & Co., No. 70 ... 25&10%
Jennings & Griffin Mfg. Co ... 65&2%
TANGED & MISCELLANEOUS—
W. & S. Butchers' ... $4.75@$5.00 to £
C. E. Jennings & Co ... 25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels ... 25&10%
Tanged Gouges ... 25&10%
Tanged Firmers ... 33⅓&10%
Tanged Gouges ... 33⅓%
L. & I. J. White ... 25&5%
COLD CHISELS—
Good quality, ₱ lb ... 13&16c
Snell's best C. S ... 40&5%
Cronk's ... 50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—
Chicago Flexible Shaft Co's.:

	Each.	
Lightning Belt Clipping Mach.	$15.00	20%
New '98, Chicago	8.75	
1903 Chicago	10.75	
Twentieth Century	5.00	

Coach Oil

Snow Flake.		
One-pint cans, ₱ doz.	$ 3.00	33⅓&10%
One-quart cans, ₱ doz.	4.80	
One-gallon cans, ₱ doz.	15.00	
Five-gallon cans, ₱ doz.	66.00	

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks ... 65&10@70%

Coffee Mills

Box and Side ... 50&10@60%
Enterprise Mfg. Co ... 20@25%
Lane Bros. Co ... 80%

Compasses, Dividers, &c

Atnel Calipers and Dividers ... 40%
Bemis & Call Co's.:
Compasses ... 50%
Dividers ... 65%
Compasses, Calipers, Dividers ... 70@70&10%

Coopers' Tools

Barton's ... 20@20&5%
L. & I. J. White ... 20@20&5
Sandusky Tool Co ... 20@30&10%

Corkscrews

Detroit Cork Screw Co ... 33⅓%
Humason & Beckley Mfg. Co ... 50&10%
Samson, ₱ doz ... $10.00

Corn Hooks

	₱ Doz.
Kretsinger Cut-Easy	net $6.00

Corn Knives and Cutters

Bradley's ... net
Wadsworth's ... 60%

Countersinks

Mayhew's Diamond ... 40@45%
Smith's ... 25%
Snell's ... 40%
Wheeler's Patent ... 50%

Cow Ties

See Chains.

Crayons

Sargent's List ... 30%
Dixon's: ₱ Gro.
Eclipse ... 7 in., $3.75; 9 in., $4.88
Emerald ... 5.00
Oriole ... 5.0
Rainbow ... 3.12
Solid ... 7.50
Tailor black, $5.62; ed and blue ... 9.00

Curry Combs

Kohler's ... 40%
The Metal Stamping Co ... 40%
Southington Cutlery Co's ... 25&10%

Cutlery

Foster's Pocket ... 30%
Carriers' Pocket ... 50%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass ... 40%
Embossed Glit ... 30&10%
Leather ... 40%
Union Hd'wre Co., new list ... 50@50&10%

Door Checks

Bardsley's ... 40@45%
Columbia ... 50&10%
Eclipse ... 30&10%
Home ... 50&10%
Pullman's Screen, ₱ doz. net ... $4.50

Door Holders

Empire ... 50%
Superior ... 33⅓%

Door Springs

Columbian Steel ... 20%
" Faultless ... 50%
Gem (Coil), list Oct. '95 ... 20%
Pullman, Perfect ... 25%
Pullman Coil ... 25%
Star (Coil), list Oct. '95 ... 30%
Torrey's Rod, 39 in., ₱ doz. net ... $1.10@$1.25
" " 48 in., " " " ... 1.50
Victor, Coil ... 50&10&10%
Chicago Coil Springs ... 40&10%
Reliance Coil Springs ... 40&10%

Drain Cleaners

Iwan's Adjustable ... 55%
Iwan's Stationary ... 40&5%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list ... 75&10%
Sargent's list ... 60

Drawing Knives

Standard Makes ... 70&10@75%
Adjustable Handle ... 25@25&10%
Jennings & Griffin ... 60%
Watrous ... 16⅔&10%
L. & I. J. White ... 20&5@25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's ... 40&5@40&10%
Blacksmiths' ... 60%
Breast, Miller's Falls, each $3.00 ... 15&10%
Hand, Goodell's ... 30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00 ... 33⅓%
TWIST DRILLS—
See Augers and Bits.

Egg Beaters

	₱ Doz.	₱ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz, $6.60	1.15	13.00
No. 1, Tinned	1.40	16.20
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.20
No. 2, Tinned, hotel size	2.00	24.00

Emery Wheel Dressers.

Sterling ... 65%

Escutcheons

Wood ... 25%

Farriers' Knives

	₱ Doz.
"Challenge"	$6.00
Popes	3.00
Wilkinson's, net	2.00
Woostenholm's	2.25

Faucets

Iron Petroleum ... 70@70&10%
SELF MEASURING—
Enterprise ₱ doz. $36.00 ... 40&10%
Lane's ... $40.10&5%

Files

DOMESTIC—
New list, Nov. 1, 1899:
American ... 75&10@75&10&10%
Arcade ... 75&10@75&10&10%
J. Barton Smith ... 75&10@75&10&10%
Disston's ... 75%
Disston's Superfine ... 50%
Eagle ... 75&10@75&10&10%
Great Western ... 75&10@75&10&10%
Kearney & Foot ... 75&10@75&10&10%
McClellan ... 75&10@75&10&10%
Nicholson ... 70&10@75&5%
Nicholson's X. F. Files ... 40@40&10%
Royal ... 80@80&10%
IMPORTED—
Stub's ... Stub's list, 30@33⅓

Filters

Acorn ... 50%
Fulper's Natural Stone ... $9.50@$13.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list ... 60@60&10%
Kirby & Limerick, low list (60c. base) ... 10%

Fishing Tackle

	₱ Doz
Bishop's.	
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American ... 60&20%

Freezers, Ice Cream

"Alaska":

Qts.	1	2	3	4	6
Net	$1.15	$1.35	$1.60	$1.95	$2.60

"North Star:"

Net	$1.25	$1.45	$1.75	$2.25

Fruit, Wine & Jelly Presses

Enterprise ... 20@25%

Fry Pans

Standard list ... 75&10@80%

No.	1	2	3	4
₱ doz	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz	$6.00	$7.00	$8.00	$9.00

Kitchen Specialty Co.: Net ₱ Gro.
Size AA ... $8.10
" A ... 8.70
" B ... 9.30
" C ... 9.90

Gauges

Bemis & Call's Steel ... 50%
Disston's Mortise ... 67⅓%
Marking Mortise, etc ... 55%
Stanley's ... 35%
Starrett's Surface, Center and Scratch. ... 25&10%
Wire, Morses ... 25%
Wire, P. S. & W., low list ... 33⅓%

Gimlets

"Diamond" Gimlets, ₱ gro ... $4.00@$4.25
Double Cut ... 40&10&50%
Metal Head ... 50&10%
Wood Head ... 50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid ... 25&25&10%
Mystic ... 40%
Martins ... 40&10%

Glue Pots

See Hollow Ware.

Graphite, Lubricating

Dixon's Pure Flake:
633— 1 lb. cans ... 20c. ea
635— 5 lb. screw top tin cans ... 85c. ea
634— 10 lb. screw top tin cans ... $1.60 ea
644— 25 lb. boxes ... 15c. lb
645— 50 lb. boxes ... 14½c. lb
646—100 lb. kegs ... 14c. lb
647—360 lb. barrels ... 13c. lb

Grindstone Fixtures

Cronk's ... 50%
P. S. & W ... 30@30&10%
Stowells Extra Heavy ... 40&10%
Stowells Light ... 50%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz ... $6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters ... 50%
Sisal Rope ... 30&10%
Web Halters ... 35&5%

Hammers

HANDLED HAMMERS—
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75 ... 50%
Maydole's ... 33⅓&5&@40&10%
Sargent's new list ... 40%
Fayette R. Plumb:
Plumb, A. E. Nail ... 33⅓&7½%
Engineers and B. S. Hand ... 50&12½%
Quaker City Hammers ... 40&10%
Riveting and Tinners' ... 40&2½%
HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb ... 30&5@30&10&5%
3 to 5 lb 40c lb ... 30&5@30&10&5%
Over 5 lb 30c lb ... 30&10&5@30&10&5%
Wilkinson's Smiths ... 9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute ... 40&5%
Sisal ... 20%

Handles

WOOD—
Auger, assorted, ₱ gro ... $2.75
Auger, large, ₱ gro ... 3.35
Auger, Ives' Pat., No. 1 ... 60&10%
No. 2 to 32 ... 40%
Axe, Pick, etc ... 60&5%@60&10%
Bliss Mfg. Co.: 25@33⅓
Chisel
Brad Awl
File
Auger
Soldering Iron
Brad Awl, ₱ gro ... $1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net ... $1.50
File, assorted, ₱ gro ... $1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. ... $2.25@$2.75
Hammer, Hatchet ... 60&10%
Hoe, Rake and Fork ... 45@50
Rollis Hdw. Co. Hafts, $9.00 ... 40&10%
"Simplicity" File Hdls, ₱ gro ... $ .80&1.50
Saw and Plane ... 40&10&50%
Shovel and Spade, Wood D Handle. 40&10%
Shovel and Spade, Long Handles. 40&5&50%
CROSS-CUT SAW HANDLES—
Atkins ... 40&5%
Champion ... 45@45&10%
Disston's ... 30%

Hangers, Barn Door

Old Pattern ... 60&10%
New England ... 66⅔@70
Chicago Spring Butt Co.:
Fraction ... 25%
Oscillating ... 25%
Big Twin ... 25%
Lane's:
Covered ... 60&5%
Hinge Pattern, net ... $6.00 ₱ doz.
Standard ... 60&5%
Special, No. 25 ... $6.50
" " 30 ... 3.50
" " 40 ... 4.00
" " 20 ... 6.25
Track for same, ₱ 100 ft. net ... 3.75
Cronk's:
Nos. 1, 1½, 2 and 3 ... 60&5%
Nos. 11, 12 ... 70&10%
No. 50, net ... $3.60
No. 44, net ... 4.00
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr. ... 60&10%
Myers' Stay-on ... 60&5%
Wilcox's New Century ... 50&10&10%

Hangers, Garment

Pullman's ... ₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard ... net $3.20
Ball Bearing ... " 4.15
No. 105 ... " 2.85
New Model ... " 2.85
New Champion ... " 2.25

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 488, 40 drawers, no partitions, run. ft., $3.50; net each ... $30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.38; net each ... 38.47
No. 1658, 64 drawers, no partitions, run. ft., $6.52; net each ... 54.28
OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each ... 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each ... 18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each ... 22.92
NAIL BIN BASES—
No. 1782, 12 spaces, 150 lbs. each, run. ft., $3.71; net each ... 23.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each ... 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.65; net each ... 30.38

Hasps and Staples

Cronk's ... 50%
McKinney's "Perfect", $1.10 ₱ doz ... 50%
Wrought ... 90@90&10%
Wrought, Stanley ... 80%
Wrought, Griffin ... 80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track ... $7.00
Myers Unloader, wood track ... 7.00
Comb. Car, Double steel T ... 7.00
Comb. Car, wood track ... 7.00
Rev. Car, Double steel track ... 7.00
Rev. Car, wood track ... 7.00
Myers Unloader, cable ... 7.00
Myers Unloader, single rail ... 7.00
Sure Grip Sling Car, steel or wood track ... 12.02
Dbl. Rail steel track, complete, ₱ ft. ... —
Single Rail steel track, complete, ₱ ft ... .20
D. H. Fork steel, regular, each ... 1.60
Nellis Fork, each ... 3.00
Double Grapple Fork, each ... 7.00
Sprouts, Shear Fork, each ... 1.50
Walker Fork, each ... 2.50
Common 6 in. wood sheave pulley, Fig. 482, ₱ doz ... 3.20
Faultless steel frame K. P. pulley, Fig. 485, ₱ doz ... 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz ... 3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz ... 4.80
Reed Wood Frame pulley with hook, Fig. 484, ₱ doz ... 4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz ... 3.50
Floor pulley, wood sheave, Fig. 488, ₱ doz ... 4.50
Hanging Hooks for double steel track, ₱ doz ... 1.40
Hanging Hooks for single steel track, ₱ doz ... 1.40
Hanging Hooks for wood track, 10 in., ₱ doz ... 1.00
16 in., ₱ doz ... 1.30
Floor Hooks, ¾ in., ₱ doz ... 1.40
Malleable Rafter brackets, ₱ doz ... .70
Wrought Rafter brackets, ₱ doz ... .70
Rope Hitch, ₱ doz ... 3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point ... 40&10%
Iwan's Hay, sickle edge, ₱ doz., net ... $9.50
Iwan's Hay, imp. serrated, ₱ doz., net. 10.00
Kohler's Hay, sickle edge, ₱ doz., net. 9.50
Auburn Straw ... 40&10%
Weymouth, pat., ₱ doz., net ... $6.00
Wadsworth's ... 40&10%

Hedge Trimmers

Wadsworth's:
No. 1 ... 10%
No. 2 ... 10%

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap	6 to 12 in., ₱ lb	8½c
	14 to 20 in., ₱ lb	8½c
	22 to 36 in., ₱ lb	8½c

STRAP AND T HINGES—
(New Prices)
List December 20, 1904:

Light Strap Hinges	65%	Extra, 10&10&5%
Heavy Strap Hinges	70%	
Light T Hinges	60%	
Heavy T Hinges	50%	
Extra Heavy T Hinges	66⅔%	
Hinge Hasps	45%	
Corrugated Heavy Strap	70%	
Corrugated Ex. Heavy T	66⅔%	

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SPRING HINGES—

Bommer Brothers:
- Bommer Spring Hinges 40%
- Bommer B. B. Floor Hinges 40%

Bardsley's Patent Checking 15%

Chicago Spring Butt Co.:
- Chicago Spring Butts 25%
- Triple End Spring Butts 50%
- Chicago Ball Bearing Floor Hinge 50%
- Garden City Fire Engine House Hinge 25%
- Chicago Saloon Door Hinge 25%

Columbian:
- Steel Hinges 60%
- Floor Hinges 60%
- American 30%
- Gem 30%
- Oxford 30%
- Acme, Steel 30%
- " Brass 25%

Niles Mfg. Co ..... 30&5%

Superior:
- Floor Hinges 33%

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... 50&10@60&10%
N. E., ₱ dos. $7.20 ..... 60%
N. E., Reversible, ₱ doz., $5.60 ..... 60%
N. Y. State, ₱ doz., $4.90 ..... 60%
Western, ₱ doz., $4.20 ..... 60%

BLIND HINGES—

Parker ..... 70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 18 ..... 75%
W. H. Co's., No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₱ doz. sets ..... 50&10%

Hitching Cords

Covert Mfg. Co 45%
Hitchers Stall ..... 30&2%

Hollow Ware

ENAMELED—

Agate Nickel Steel Ware 60%
"Never Break" Steel:
- Spiders, Griddles, &c ..... 65&10%
- Maslin Kettles, &c 60%
- " " Porcelained 50%

STOVE HOLLOW WARE—

Blacklock:
- Ground ..... 50@50&10%
- Plain or Unground ..... 60@60&5%
- Country Ware ₱ 100 lbs. net ..... $3.75@$3.00
- Enameled Ware ..... 65&10@50%

WHITE ENAMELED WARE—

Maslin Kettles ..... 65@65&10%
Tinned Boilers and Saucepans ..... 35&10%
Enameled ..... 45&10%

GLUE POTS—

Tinned ..... 30&10%
Enameled ..... 35&10%

Hooks

BUSH—

Jennings & Griffin's ..... 33⅓&5%
Wadsworths ..... 55&10%

CAST IRON—

Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60@10%
Clothes Line, Sargent's list ..... 50&10&10%
Coat and Hat, Sargent's list ..... 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60&10%
Picture ..... 50&10%
Screw Hat ..... 60&10@70%
Wardrobe ..... 69&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%

WIRE—

Atlas, new list, single cases 80%
Atlas, Metal Clasp ..... 75@75&10%
Wire Coat and Hat, Acme ..... 60&10%
Wire Coat and Hat, Gem ..... 70&10@75%
Wire Ceiling, Gem ..... 70&10@75%

MISCELLANEOUS—

Belt ..... 80&10%
Covert Mfg. Co.:
- Safety Gate and Scuttle Hooks ..... 35&5%

Grass, Wadsworth's 60%
Cronk's, Grass, ₱ doz $2.75
Hooks and Eyes, Brass ..... 60&10&10%
Hooks and Eyes, Mal. Iron ..... 70&10%
Cotton, box and hay ..... 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	25c	22c	21c	21c	40&5%
American, all sizes, net						9½c
Nos.	6	7	8	9	10	
Anchor and New Haven	12c. net for all sizes 5 to 10.					
Nos.	6	7	8	9	10	
Ausable	25c	25c	25c	24c	23c	50&10%
C. B. K.	25c	22c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	23c	23c	23c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	23c	23c	25c	24c	23c	40&10@50%
Lyra, all sizes, net						9½c
Livingston						10%&10%
Maud S	25c	23c	23c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb						13c
Northwestern	25c	25c	23c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western						40&10%

Horse Shoes

F. O. B. Pittsburgh:
- Horse and mule, Iron, ₱ keg $4.00
- Steel, ₱ keg 3.75

Horse Ties

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Sisal 33⅓
- Jute 45%

Hose, Rubber

Boston Belting Co.:
- "Boston" 30%

Niagara 60%

N. J. Car Spring & Rubber Co.:
- Extra Para ..... 40&10%
- Reliable ..... 50&10%
- Staple ..... 60&10%

Standard ..... 70&10%

Hose Bands

Star Hydrant ..... 30&20%
Steam 70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross ..... $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, ... No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain ..... 20@25%

Knives

Kimball's:
- Bread Knives, ₱ doz. $1.50 ..... 20%
- Butcher Knives 25%
- Shoe Knives 25%

Cronk's Chopping, net ₱ doz $1.50
Foster Bros., butcher, &c 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw

Wadsworth ..... 40&10%

Knife Sharpeners

Pike's: 40%
- Nat. Grit Carving Knife Hones ₱ doz $3.00
- Solid Stone Carving Knife Hones ₱ doz $2.50
- Quick Edge Pocket Knife Hones ₱ doz $2.00
- Mounted Kitchen Sandstone ₱ doz $1.50

Knobs

Bardsley's wood, door, shutter and base ..... 10@15%
Base, rubber tip, 2¼ in bead, ₱ gro ..... $1.15@$1.25
Door Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75
Door Por. Nickel ..... $2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D ..... 40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion ..... 75&10%
Clipper Improved ..... 50&10&5%
Enterprise ..... 40&10%
Genuine Philadelphia Mowers:
- Styles M, S, C, K, T ..... 70&10%
- Style A (all steel) ..... 60&10%
- Style E, low wheel ..... 60&10%
- Style E, high wheel ..... 70&10&5%
- Drexel, low list 50%
- Gold Coins, low list 50%

New Departure, high wheel ..... 70&10%
New Departure, low wheel 75%
Pennsylvania ..... 60&10

Lawn Sprinklers

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3
Per Dozen	$12.00	$15.00	$24.00

Kohler's: 30%
- Daisy, net, ₱ doz $7.50
- Mystic 6.00
- Rainmaker 4.20
- Dew Drop 1.20

Leads

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Jute 45%
- Sisal 33⅓

Lemon Squeezers

Berger Bros., ₱ doz...8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz $9.60
Little Giant ..... 50@50&5%
Porc. lined, Iron, ₱ doz $1.75
Porc. lined, Wood, ₱ doz $1.25
Wood, common, ₱ gro.... No. 0, $5.25 @$5.50; No. 1, $5.25@$5.50

Levels

C. E. Jennings & Co's.:
- Hexagon ..... 25&10%
- Iron Bench, new design ..... 25&10%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 30%
Samson Cot., Nos. 4, $2.20; 4½, $2.75 ..... 20%
Silver Lake braided, ₱ gro., Nos. 0, $8.00; 1, $6.50; 2, $7.00; 3, $7.50 ..... 20%
Wire Clothes:

	18	19	20
100 feet	$2.25	$2.00	$1.75
75 feet	1.80	1.65	1.40

Shells

tion.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 40%
Reading Hardware Co 40%
Sargent & Co 40%

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 ..... 40%
Ames Sword Co ..... 40@45%
Brown's brass 25%
Brown's chain 25%
Champion 40%
Eagle 40%
Smith & Egge bicycle 50%
Wrought Iron ..... 75&10@80%
Yale Lock Co 60%

TRUNK—

Corbin's ..... 25&10%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory ..... 45@5&50%
Lignumvitæ ..... 45@5&50%
Bliss:
- Carpenters, Tinners, Box, Carvers 33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden, net ₱ doz $4.00
Regular Goods ..... 70&10%@75%

Meat and Food Cutters

American 30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz ..... 30&10@40&10%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise ..... 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$3	$4.50	$6

Little Giant ..... 40@50%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz ..... 40@50%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Juice Extractors

Enterprise ..... 35&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	20c
Kosmic	12c
Magnolia, Anti-Friction	25c
Mystic	16c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00 ..... 40%
Sargent's ..... 60@60&10%

Mitre Boxes

C. E. Jennings & Co ..... 30&10%
Seavey's, ₱ doz., $30 ..... 40%
Stanley Rule and Level Co.:
- Nos. 340 to 460 ..... 30%
- Nos. 50 and 60 ..... 35%

Mop Wringers

	₱ Doz.
No. 1 Reliance	$12.00
No. 2 Reliance	16.00

Motors

COFFEE MILL—

Specialty Novelty Co., each $5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Asan list, July, 1899 ..... 85@85&10%

PICTURE—

Niles' Patent 40%
Porcelain head, combination list ..... 60&10%
Porcelain head, Sargent's list 60%

Nail Nippers

'Gem," ½ gross lots, ₱ gross $21.00
" less quantity, ₱ dozen 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net $7.50
Black Hawk, ₱ dozen 9.00
Cyclops ..... 40&10%@50%
Cronk's, ₱ dozen, net $12.00
Eureka, No. 74, ₱ doz., net $3.50
Eureka, No. 75, ₱ doz., net $3.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00 ..... 30&5%
Lightning, ₱ doz., $18.00 ..... 30%
Morrills No. 1, list $30.00 ..... 50%
National, ₱ doz., $24.00 ..... 10%
Pelican, ₱ doz., $ 9.00 ..... 40@40&10%
Rollis Hardware Co., No. 1, $18.00 ..... 50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	.55
Corrugated	.65
Knurled	.60@70%

Nippers

Acme 50%
Nettleton Mfg. Co.:
- Reversible Cutting 40%

Smith's cutting 30%
Todd's cutting 30%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $3.00	30%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, blank	$4.80
Hexagon, blank	5.10
Square, blank, C. T. & R	5.10
Hexagon, blank, C. T. & R	5.70

Hot Pressed:

Mfrs. U. S. or Nar. Guage	Standard
Square, blank	5.00
Hexagon, blank	5.40
Square, tapped	4.70
Hexagon, tapped	5.10

Oils

Linseed, city, boiled, in barrels, Linseed, city, raw, in barrels, Out of town on spot, Calcutta, raw, in barrels } See "Review of Markets"
- Lard, prime city, ₱ gal ..... 72@78c
- Lard, Extra, No. 1 ..... 47@49c
- Lard, No. 2 ..... 40@44c

Oilers

Brass and copper ..... 50&10
Tin or steel ..... 65@10&70%
Cushman & Denison's: ₱ Doz
- Genie ..... $ .50
- Leader ..... .60
- Perfect oilers 1.50
- Star pocket oilers ..... .75

"Paragon," brass ..... 50&10%
"Paragon," zinc ..... 65&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust ..... 70@70&10%
Zinc and tin ..... 65@65&10%
American Tube & Stamping Co.:
Spring bottom cans ..... 70@70&10%
Railroad oilers, etc ..... 60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes': 40%

		₱ lb
Hindostan, large axe	8c	₱ lb
" small "	10c	" "
Queer Creek Axe	20c	" "

OIL STONES—

Pikes': 33⅓

Lily White Washita	60c	₱ lb
Rosy Red "	60c	" "
Extra "	50c	" "
No. 1 "	40c	" "
No. 2 "	30c	" "
Lily White " round edge slips	90c	" "
No. 1 Washita, round edge slips	70c	" "
Washita Pen Knife pieces	70c	" "
No. 1 Hard Arkansas stone 3 to 5½ in. long	$3.50	" "
No. 1 Hard Arkansas stone 5½ to 8 in. long	$3.50	" "
No. 1 Soft Arkansas stone 3 to 5½ in. long	$1.50	" "
No. 1 Soft Arkansas stone 5½ to 8 in. long	$1.70	" "
Soft Arkansas, round edge slips	$3.50	" "
Hard Arkansas, round edge slips	$4.00	" "
Hard Arkansas Pocket Knife pieces	$4.00	" "

Pikes': 40%
- Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes 40%
- India Oilstones, all grades and sizes 33⅓%
- Queer Creek Oilstones ..... 20c ₱ lb
- Chocolate Oilstones ..... 50c " "
- Regular Hindostan ..... 8c " "
- Small Hindostan ..... 10c " "

Pike's Selling Assortments:
- Assortment No. 1 ..... $20.00 net
- " " 2 ..... ₱ 12.00 "
- " " 3 ..... 15.00 "

Packing, Steam

RUBBER—

Boston Belting Co.:
- Phoenix, net ₱ lb 50c
- Plumbago 50%

Pure Packing, "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₱ Lb

American Packing ..... 8@10c
Cotton Packing ..... 16@25c
Italian Packing ..... 9½@12c
Jute ..... 4½@5c
Russian Packing ..... 8½@11c

Padlocks

See Locks.

Parers

APPLE—

	₱ doz	$ 4.00
Advance		
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	66.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	8.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO— ₱ Doz

- Saratoga $7.00
- White Mountain 6.00

Pencils

	₱ Gro
Dixon's:	
Carpenter's	$2.17@$3.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.37
Colored lumber	9.00
Black artists	9.37
Colored	4.88@7.50
Assortment boxes	1.51@3.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 25, 1899 ..... 70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire 50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.) ..... 35&2½%
Bench, first quality ..... 35@35&10%
Bench, second quality ..... 45@45&40%
C. E. Jennings & Co ..... 30&10%
Molding ..... 30@30&10%

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IRON PLANES—
C. E. Jennings & Co., iron ... 50&10%
Sargent's ... 60@60&10%
Standard Tool Co ... 50@60&5%
Stanley Rule & Level Co.:
Bailey's ... 35%
Miscellaneous ... 30&5%

PLANE IRONS—
Buck Bros ... 30%
C. E. Jennings & Co ... 16⅔&10%
Stanley R. & L. Co ... 35%
L. & I. J. White ... 20&5@25%

Pliers and Nippers
Acme Nippers ... 50&5%
Button ... 75&10%
Cronk & Carrier Mfg. Co.:
American Button ... 75&10%
Cronk's ... 60%
Stub's Pattern ... 50%
Combination and others ... 33⅓%
Heller's Farriers' Nippers, Pincers and Tools ... 40&10@40&10&10%
The Nettleton Mfg. Co. Reversible Cutting Nippers ... 40%
P., S. & W. Tinners Cutting Nippers ... 40%
Utica Drop Forge & Tool Co.:
Pliers and Nippers, all kinds ... 40%

Plow Bolts
See Bolts.

Plumb Bobs
Keuffel & Esser Co ... 33⅓%

Plumbs and Levels
Cook's ... 40&10&10%
Davis':
Inclinometers ... 20%
Iron Levels ... 25&10%
Disston's Plumbs and Levels ... 67½%
Disston's Pocket Levels ... 67½%
C. E. Jennings & Co.'s Iron ... 33⅓%
C. E. Jennings & Co.'s Iron, Adjustable ... 40&7½%
Stanley R. & L. Co ... 40%
Stanley's Duplex ... 55%
Woods' Extension ... 33⅓%

Poachers
See Egg Poachers.

Police Goods
Tower & Lyons ... 25%

Polish Metal
Prestoline Liquid, new list ... 40%
Prestoline Paste ... 40%
George William Hoffman
U. S. Metal Polish Paste, 3 oz boxes,
₩ doz ... $ .50
₩ dozen ... 4.50
₩ gross ... 1.25
¼ pound boxes, ₩ dozen ... 2.25
1 pound boxes, ₩ dozen ... 1.25
U. S. Liquid, 3 oz cans, ₩ dozen ... 12.00
₩ gross ...
Barkeeper's Friend Metal Polish
₩ dozen ... 1.75
₩ gross ... 18.00

Polish, Stove
Black Eagle benzine paste, 5 lb cans, ₩ lb ... 10c
Black Eagle, liquid, 10 oz. cans, ₩ doz ... 75c
Black Jack paste, ¼ lb cans, ₩ gross ... 9.00
Black Kid paste, 5 lb can, each ... 65c
Ladd's Black Beauty, ₩ gross, $10.00 ... 50%
Joseph Dixon's, ₩ gross, $5.75 ... 10%
Dixon's Plumbago, ₩ lb ... 8c
Fireside, ₩ gross ... 2.50
Gem, ₩ gross, $4.50 ... 10%
Japanese, ₩ gross ... 3.50
Jet black, per gross ... 3.50
Peerless iron enamel, 10 oz. cans ₩ doz ... 1.50
Wynn's:
Black silk, 5 lb. pail, each ... 70c
Black silk, ¼ lb. box, ₩ doz ... 1.00
Black silk, 5 oz box, ₩ doz ... 75c
Black silk, ½ pint liquid, ₩ doz ... 1.00

Poppers, Corn
	₩ Doz	₩ Gro
Square.		$ 8.00
1 qt		10.00
1½ qt		12.00
2 qt		

Post Hole Diggers
Avery's' Neverbreak" ₩ doz. $24.00 ... 60%
Disston's Samson Digger, ₩ doz. $24 ... 25%
Kohler's:
Little Giant ... ₩ doz., net $12.00
Hercules ... " " 10.00
Invincible ... " " 9.00
Pioneer ... " " 7.20
Universal ... " " 14.00
New Champion ... " " 5.00
Rival ... " " 8.00
Ryan's ... ₩ doz., $30.00 ... 25%
Iwan's: ₩ Doz
Split handle ... net $7 25
Perfection ... " 5.25
Rockford Tack & Nail Co.:
Rockford brand ... ₩ doz., " 6.50
Atlas pattern ... " " " 7.50

Post Hole Augers
Iwan's Patent improved ... 40&5%
Vaughan's, 4 to 9 in ... " " 6.00

Potato Hooks, Etc
Hoe Down Hooks ... 75&10&2½%
Hop Hooks ... 60&10&2½%
Potato Hooks ... 70

Powder
See Ammunition.

Presses
See Fruit and Jelly Presses.

Primers
See Ammunition.

Pruning Hooks and Shears
Cronk's Pruning Shears, all styles ... 33⅓%
Disston's Combined Pruning Hook and Saw, ₩ doz., $18.00 ... 25%
Disston's Pruning Hook, ₩ doz., $12.00 ... 25%
Smith's:
Pruning Shears ... 60&10%
Rockdale Pruners ... 33⅓%
Standard Tree Pruners ... 75%
E. S. Lee & Co's. Pruning Tools ... 40%
P. S. & W. Co's. Shears ... 33⅓%
Waters' Tree Pruners ... 75&10%

Pulleys
Awning ... 60@60&10%
Axle ... 50&10@60%
Brass screw ... 45&10%
Ceiling ... 50@10&40%
Clothes line, Japanned ... 60
Common Sense ... 60%
Dumb Waiter ... 60@60&10%
FompreSash Pulley ... 60"
Axe sizes 1, No. 2, 7, 2 in. t₩l doz ... 50%
Grand Rapids," all steel ... 50%
Hay Fork, swivel eve., ₩ doz., 4 in., $5.75; 5 in., $6.00 ... 55%
Hay Fork, Hartz, 4¼ in., ₩ doz., $8.00 ... 50&10%
Hay Fork, 5 in., solid, $5.70 ... 50%
Hot House ... 50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₩ doz., $12.00 ... 40%
Side, Anti-Friction ... 30%
Shade rack ... 35%
Upright ... 50&10@50&10&10%

Pumps
Cistern, best grades ... 60%
Pitcher Spout, best grades ... 75&5@75&10%
Power Pumps, Myers' ... 50%
Spray Pumps, Myers ... 50&10%
Spray Pumps, Kohler's:
Daisy, net ₩ doz ... $ 7.50
Mechanical, net ₩ doz ... 7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump ... 13.00
No. 3, Fig. 328, 3¼ in. Shallow Well Pump ... 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump ... 15.00
No. 6¼, Fig. 307, 3¼ in. Deep Well Pump ... 17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump ... 15.00
No. 32, Fig. 522, 3 in. Deep Well Pump ... 17.00
No. 56, Fig. 321, 3 in. Shallow Well Pump ... 14.00
No. 59, Fig. 322, 3¼ in. Shallow Well Pump ... 17.00
No. 70, Fig. 333, 3¼ in. Deep Well Pump ... 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump ... 15.00
No. 102, Fig. 448, 3 in. Lift Pump ... 9.00
No. 108, Fig. 448, 3¼ in. Lift Pump ... 11.00
No. 128, Fig. 510, 3 in. Lift Pump ... 7.00
No. 131, Fig. 510, 3¼ in. Lift Pump ... 8.50
No. 235, Fig. 389, Windmill Pump ... 12.50
No. 235, Fig. 408, Windmill Pump ... 16.00
No. 240, Fig. 406, Regulator Pump ... 28.00
No. 302, Fig. 477, Spray Pump, complete ... 11.50
No. 320, Fig. 547, Knapsack Spray Pump ... 10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net ... 5.00
No. 320, Fig. 492, Bucket Spray Pump, net ... 2.00

Punches
Bemis & Call Co's.:
Cast Steel Drive ... 50%
Morrill's ... 50%
Niagara Hollow ... 40%
Niagara Solid ... 55&10%
Saddlers' or Drive, good ... 60@65&10%
Snells' Tinners' ... 40&5%

Rail
Barn Door, Light, Inches	¾	1	1¼
₩ 100 feet	$1.40	1.95	2.80

Barn Door, "None Better" No. 1, ₩ ft ... 5½c
Barn Door, "None Better" No. 2, ₩ ft ... 4c
B. D. for N. E. Hangers:
Angular, ₩ ft., 6c ... 70%
Double Flange, ₩ ft., 8c ... 70%
Cronk's: ₩ Ft
O. N. T. style, No. 13 ... 2½c
Double braced, No. 10 ... 2½c
Lane's:
O. N. T. 1 in., ₩ 100 ft., net ... $2.75
O. N. T. 1¼ in., net ... 3.00
O. N. T. 1½ in., net ... 4.00
Hinge Hanger, 1 in., ₩ 100 ft ... 3.50
" " 1¼ " " " ... 3.25
Stowell's Wrought steel ... 25%
Sliding Door, Bronzed Wrought iron, ₩ ft ... 6½c
Sliding Door, Steel, Brass Plated, ₩ ft ... 5½c
Sliding Door, Wrought brass, 1¾ in ₩ lb. 36c ... 25@30%
Victor Track Rail, 7c ₩ ft ... 60&10&2½%

Rakes, Etc
Cronk's:
Malleable ... 70&10%
New Champion ... $3.75, 4.00, 4.25 net
Victor ... $3.00, 3.25, 3.50 net
Anti-Clog Lawn ... $4.00 net
Never Break Garden ... 75&10%
Queen City Lawn ... 40%
Kohler's: Net
Lawn Queen, 20 ... $3.15
" " 24 ... 3.35
Jumbo Lawn, 36 ... 5.40
Paragon (wood head) ... 2.50
Steel Garden, 10th ... 2.00
" " 12th ... 2.10
" " 14th ... 2.25
" " 16th ... 2.40

Rasps, Horse
Disston's ... 75%
New Nicholson Horse Rasp ... 70&10@75%
See also Files.

Razors
Electric ... List Net
Boracic ... 60%
Fox ... 40%
J. R. Torrey Razor Co ... 20%
Wostenholm & Butcher, $10.00 to $2 ... 10%

Razor Hones
Pike Mfg. Co.:
Belgian German and Swaty, all sizes ... 50%
Pike's Selling Assortments:
Assortment No. 1 ... $18.00 net
" No. 2 ... 10.00 net

Registers and Ventilators
HOT AIR—
New list, July 1, 1906:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated ... 70%
White Porcelain ... 60%
Solid Brass and Bronze Metal ... 40&10%

Revolving Chimney Tops
Iwans' Volcano ... 55%

Rifle Cleaners
Bishops':
Small Bore Rifle Cleaner, ₩ doz ... $5.00

Rings
See Bull and Hog Rings.

Rivets and Burrs
COPPER—
Belt with Burrs ... 40&2 1-2%
Hose with Burrs ... 40&2 1-2%

IRON OR STEEL—
New list, Jan. 3, 1904.
Tinners ... 75@75&5%
Miscellaneous ... 75@75&5%

Rivet Sets
Regular list ... 70%

Rollers, Stay
Cronk's:
Nos	50	55	56	60	65
₩ Dozen	.90c	.80c	.75c	.75c	.75c

Rope
Cotton Rope:	₩ Lb
Best ¼ in. and larger	16½@18c
Medium	15½@16½c
¼ in. and larger	——
Common	10½c

Jute Rope:
A grade ... 8¼ to 8½c
C grade ... 7¾ to 8 c
Manilla Pure:
7-16 in. and larger ... 13½c
⅜ in ... 14c
¼ and 5-16 ... 14½c
Sisal, Pure:
7-16 in. and larger ... 9½c
⅜ in ... 9¾c
¼ and 5-16 in ... 10¼c

Root Cutters
Lane's ... 25%

Rules
Athol, Steel ... 33⅓%
Boxwood ... 60&10@60&10&10%
Ivory ... 35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood ... 35&10%
" steel ... 33⅓&10%
Lufkin's:
steel ... 50&10%
Lumber ... 60%
Miscellaneous, Stanley's ... 60%

Sad Irons
DOVER ASBESTOS—
Polishing ... 50%
Pressing ... 50%
Laundry ... 45%
Sleeve ... 50%
Tourist ... 50%
Toy ... 50%
Blacklock:
Plain black in cases, ₩ 100 lbs ... $2.75
Bronze finished in cases, ₩ 100 lbs ... 3.15
Aluminum finish, in cases, ₩ 100 lbs ... 2.95
Full nickel, in cases, ₩ 100 lbs ... 3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa ... 20&5&5%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel ... 70&10&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's. list:
Emery cloth ... 50&10%
Garnet paper ... 25%
Flint and emery paper ... 50&10@60%

Sash Balances
Caldwell Mfg. Co ... 50%
Pullman ... 50&10@60%
Victor bronze ... 75%
Victor steel ... 70%

Sash Chain
Competition ... 50&10%
Giant ... 40%
Pullman bronze ... 60%
Pullman cop steel ... 60&10%
Royal metal ... 30%

Sash Cord & Weight Fastener
Ives ... 40%

Sash Cord
Cable Laid Italian, ₩ lb ... 16@18c
Cable Laid Russia, ₩ lb ... 15c
Common India, ₩ lb ... 10@10½c
Patent Russia, ₩ lb ... 14c
Patent India, ₩ lb ... 12 1-2@13c
Silver Lake:
A Quality, drab, ₩ lb ... 45c
A Quality, white, ₩ lb ... 40c
B Quality, drab, ₩ lb ... 40c
B Quality, white, ₩ lb ... 35c

Sash Fasteners
Imperial ... 33⅓%
Sash rollers ... 70%
Ives casement fasteners ... 40%
Champion ... 50%
Monitor, steel ... 25%
Shutter sheaves ... 60%
Window screen sash lifts ... 62%

Sash Locks
Champion meeting rail ... 50%
Champion side ... 60%
Ives' patent:
Bronze and Brass ... 60%
Crescent ... 40&20%
Iron ... 62½
Window ventilating ... 55%
Robinson pat. ventilating sash lock ... 33⅓%
Wrought bronze and brass ... 55%
Wrought steel ... 55%
Paysons Signal ... 30%
Pullman patent ventilating ... 25%

Sash Weights
Ton lots at factory (Eastern) ... $27.50@$28.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co ... 25@25&7½%
National Specialty Mfg. Co ... 33⅓%

Saws
Atkins:
Band to 14 in. wide ... 60%
Band ½ to 3-16 in. wide ... 50%
Butcher ... 40&10%
Pruning and Compass ... 40%
Circular ... 50%
Cross Cut ... 35&5%
Gang ... 50%
Hand, Panel and rip ... 40%
Wood ... 40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws ... 50&10&10%
Disston's:
Circular, solid and inserted tooth ... 50%
Band 3 in. to 16 in. wide ... 60%
Band ½ in. to 1¾ in ... 60%
Cross cuts ... 45%
Narrow cross cuts ... 50%
Mulay, mill and drag ... 50%
Framed wood saws ... 25%
Wood saw blades ... 25%
Wood saw rods ... 25%
Hand saws, Nos. 12, 66, 9, 16, D100, D66, 120, 76, 77, 5 ... 30%
Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 00, combination ... 25%
Compass, keyhole, pruning, dovetail, &c ... 20%
Butcher saws and blades ... 40%
C. E. Jennings & Co's.:
Butcher ... 30&10%
Hand Panel, rip & other saws ... 30&2½&10%
Peace:
Cross cuts ... 50%
Hand panel and rip ... 30%
Richardson:
Circular and mill ... 50%
X cuts ... 50%
Hand saws ... 50%
Star, Butcher ... 25%

HACK SAWS AND FRAMES—
Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines ... 10%
Sterling Saw Machines ... 10%
Sterling hack and saw blades ... 35%
Sterling hack saw frames ... 25%
Disston's:
Concave blades ... 25%
Keystone flex. back and mach. blades ... 25%
Hack saw frames ... 30%
Griffin's:
Complete ... 40&10%
Saw blades ... 35&5&10%
Star, saws and blades ... 15&10%

Saw Filer
Disston's D8 Clamp and Guide, $30.00 ₩ doz ... 30%

Saw Frames
C. E. Jennings & Co ... 20%
Richardson's Wood ... net
Sterling ... 25%

Saw Sets
Atkins,
Criterion saw sets, ₩ doz ... $3.00
Excelsior saw tools No. 1, ₩ doz ... 4.80
Disston's Monarch, Nos. 1 & 10 & Star ... 30.
Hart's patent lever ... 20%
Kohler's:
"Giant Royal," ₩ doz. net ... $7.50
"Royal," ₩ doz. net ... 4.50
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63 ... 50%
Cross cuts, Nos. 3 & 4, $30.52; 5, $30.00 ... 50%
Richardson's ... 25%
Seymour Smith & Son, hammer, ₩ doz ... $4.75
Stillman's, ₩ doz ... 1.00
Taintor's Positive, $15.00 ₩ doz ... 60%

Scales
Chatillon's:
Eureka ... 25%
Favorite ... 40%
Grocers' triple scales ... 50%
Family, Turnbull's ... 50@50&10%
Hatch:
Counter ... 40%
Tea ... 40%
Union Platform, plain ... $1.80@$2.00
Striped ... $2.00@$2.20
Pelouze ... 50%

Scale Beams
Chatillon's No. 1 ... 25%
Chatillon's No. 2 ... 25%

Scrapers, &c
Adj. Box scrapers (S. R. & L. Co.) $6.00 ... 45%
Box, 1 handle, ₩ doz ... $2.00@$2.25
Box, 2 handle, ₩ doz ... $2.50@$2.80
Foot ... 55&5@60&5%
Ship, Common, ₩ doz., net ... $2.40
Ship, R. I. Tool Co ... 10%

SIDEWALK—
Kohler's steel No. 7, ₩ doz ... $2.00

Screw Drivers
Brace Screw drivers ... 25&10&5%
Buck Bros ... 30%
Screw Driver Bits ... 45@50%
Champion ... 40%
Disston's Flat Blade, electric, telegraph and cabinet makers ... 70%
Electric spiral, No. 01, ₩ doz., net ... $6.00
Electric spiral, No. 02, " " " ... 5.00
Ellrich's socket and ratchet ... 40&10%
Fray's hollow hdle sets, No. 3, $12.00 ... 50%
C. E. Jennings & Co., No. 285 ... 40&10%
Jennings & Griffin ... 66⅔%
Sargent & Co's.:
No. 1 forged blade ... 50&10@50&10&5%
Nos. 20 and 40 ... 66⅔%
Screw Driver bits (Snell's) ₩ doz ... 60c
Stanley R. & L. Co's.:
No. 64, varnished handles ... 60&10%
No. 66 ... 70&10%
Victor ... 55%
Defiancio ... 70%
Snell's No. 5 ... 75&5%
No. 10 ... 75&10&10%
Nos. 20 and 30 ... 60&10&10%
Tower & Lyon:
Champion ... 40%
Magazine ... 25%
Machinists' ... 40%
Belsley's patent ... 33⅓%

Screws
WOOD SCREWS—
List July 23, 1906.
Drive screws, diamond point ... 87½&10%
Iron, bright flat head ... 87½&10%
Iron, bright round and oval head ... 82½&10%
Brass, flat head ... 55&10%
Brass, round head ... 60&10%
Bronze, flat head ... 77½&10%
Bronze, round head ... 75&10%
Nickel Plated, iron flat head ... 77½&10%
Nickel Plated, iron round head ... 77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head ... 50@50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99 ... 75&5%
Hand Rail ... 70&10@75%
Lag screws, list Oct. 1, 1899 ... 75&10%
Cone Point ... 70&10%

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BENCH, HAND, ETC—
Bench, iron, ₩ doz.....1 in., $8.50@$8.75
1¼, $9.00@$9.25; 1¼, $9.50@$9.75
Bench, wood, beech.....85@25&5%
Hand, wood.....25@25&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes
	₩ Doz
Cronk's	$8.00

Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush.....40%

Scythe Rifles
4-Coat, ₩ gro., $10.00 } 40%
4-Coat, ₩ gro., $12.00 }

Scythe Stones
	₩ Gro
Pike's Selling Assortments:	
Assortment "A"	$4.75 net
" "B"	$3.75 net
No. 1, Indian Pond	$ 7.00
No. 2, "	4.50
White Mountain	9.00
Black Diamond	12.00
Lamoille	11.00
Green Mountains	6.00
Leader Red End	4.50
Willoughby Lake	9.00
Extra Quinnebog	7.00
Pike's Coro- Inm	18.00
" Qu'a Cut Emery	10.00

40%

Seeders
Raisin, Enterprise.....25@30%

Shears
Acme (cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutler / Co.:
N. P. Straight Trimmers.....60%
N. P. Bent Trimmers.....60%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
Straight Trimmers, etc.60&10@30&10&10%
Tailors' Shears.....10%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....10%

Shears, Hedge
Wm. Wilkinson & Sons.....50%

Sheep Shears
Wilkinson's:
1900 List.....30&10&5%

Sheaves
SLIDING DOOR—
Corbin's list.....60&10&3%
Hatfield's Pattern.....70&10@30%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells
See Ammunition.

Ship Tools
L. & I. J. White.....25%

Shot
See Ammunition.

Shovels and Spades
Association List, Nov. 15, 1902.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Snow Shovels
Long Handles.....$2.75@$3.00
Black D Handles.....$3.25@$3.50

Shutter Bars
Ives'.....45%

Shutter Bolts
See Bolts, Shutter.

Skate Sharpeners
Eureka.....₩ doz.. $1.75; ₩ gro., $18.00

Slaters' Tools
Plumbs.....30%

Slaw and Kraut Cutters
Disston's:
Slaw, vegetable, corn grater, turnip shredder.....35%
Kraut cutters, 26x7, 26x8, 30x9.....35%
Kraut cutters, 36x13, 40x13.....35%
Tucker & Dorsey:
1 knife, ₩ gro.....$18.@$20.00
2 knives, ₩ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers
See Hammers.

Slicers
Vegetable, Enterprise.....25%

Smiths' Bellows
See Bellows.

Snaps, Harness, &c
German, new list.....40@40&10%
Sargent's:
Patent Guarded.....60%
Covered Spring.....50@55%
Covert Mfg Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps....30&3%
Breast strap protector.....45%
Thimble for hits or trace carrier.....45%
Trojan snaps.....45
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&3%
Rope snaps.....40%
Yankee snaps.....30&3%

Scythe Snaths
National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves
Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₩ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33½%

Spoons and Forks
SILVER PLATED FLAT WARE—
International Silver Co.:
"1847".....40&10%
"Anchor".....30%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10%
German silver, unplated.....60@60&5%
KNIVES AND FORKS, NO. 12—
	₩ Doz. Net
"1847"	$3.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co.	3.25
Rogers & Hamilton	3.25
Holmes & Edwards	2.75

Springs
See Door Springs.

Spring Balances
See Balances.

Spring Hinges
See Hinges.

Squares
Disston's Try sq're & T bevels, new list 67½%
Try square and T bevel.....60&10&5@70%
Winterbottom's Try and Mitre:
Iron Handle.....35%
Wood Handle.....40%
Nickel-pl'ted, new list, Jan. 5, '00.70&7½@75%
Steel and iron.....70&7½@75%

Staples
Barbed blind, ¼, ⅝, & ⅝ in., ₩ lb...6@6½c
Poultry Netting.....8½@8¾c

FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers
Cronk's, No. 50, net ₩ doz.....$1.00
" " 55 " " " " 80c
" " 56 " " " " 84c
" " 60 " " " " 84c
" " 65 " " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels
Chatillon's "Dicks".....30%
Foster Bros.....30%

Stocks and Dies
BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50@50&10%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%
PIPE MAKERS—
Holroyd & Co.....30@30&10%

Stones
See Oilstones.

Stops
See Bench Stops.

Store Door Handles
See Handles.

Store Ladders
Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts
See Bolts.

Stove Polish
See Polish, Stove.

Sweepers
See Carpet Sweepers.

Tackle Blocks
See Blocks.

Tacks, Finishing Nails, &c
New List, May 1, 1905.
American Carpet Tacks.....90&37½%
American Cut Tacks.....90&37½%
Swedes Cut Tacks.....90&37½%
Swedes Upholsterers'.....90&45%
Gimp Tacks.....90&45%
Lace Tacks.....90&45%
Trimmers' Tacks.....90&37½%
Looking Glass Tacks.....60%
Bill Posters' & Railroad Tacks.....90&45%
Hungarian Nails.....80&20%
Finishing Nails.....70%
Trunk and Clout Nails.....80%

NOTE.—The above prices are for Standard Weights. An extra 5% is given on Medium Weights, and an extra 10&5% is given on light weights.

MISCELLANEOUS—
Double Point, in dozens.....90&6tens

Tack Pullers
Columbia, No. 1, ₩ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₩ doz., net..... 1.00

Tapes, Measuring
Eddy's:
American Asses' skin.....40&10@40%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers
See Borers, Tap.

Taps
American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....30&20%
Pipe, 2 to 3 in.....30&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench
Rollis Hdw. Co., $8.00.....50%

Thumb Latches
See Handles.

Ties, Wall and Veneer
The Metal Stamping Co., Niagara...20&10%

Tinware
Stamped, Japanned and Pieced..net prices

Tire Bolts
See Bolts.

Tobacco Cutters
National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers
See Clippers.

Trace Holders
Fernald's, ₩ doz. pairs.....net $1.25

Trammel Points
C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters
Payson's solid grip, Nos. 643 and 644, ₩ 100, net.....$36.00
Payson's:
Balance, Iron list.....70&10&10%

Traps
FLY—
Balloon	₩ doz.	$1.25,	₩ gro.,	$12.00
Globe	" "	1.25,	" "	12.00
Harper	" "	1.40,	" "	13.50

GAME—
Enterprise Mole..: .....15&10%
Hawley & Norton.....65%
Newhouse .....45@45&5%
Victor.....70&10@70&10&5%

MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....30%
Improved Rat.....30%
New Rat.....30%
Mouse, round wire, ₩ doz., $1.00.....10%
Mouse, wood, choker, ₩ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₩ doz.....$18.25
No. 2, Rat, ₩ doz., $5.50; case of 50.. 5.75
No. 3½, Rat, ₩ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₩ doz., $3.85; " " 150 3.00
No. 5, " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₩ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers
Pullman No. 1, ₩ gro.....$ 9.00
" " 4, " " 24.00

Trowels, Mechanics
Brade's Brick.....50%
Disston's:
Brick and Pointing.....25%
Plastering.....20%
"Standard Brand" and Garden.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....60%
W. & McP. Plastering.....25%
"Rose" Brick, Plast'rng & Moulding..25&5%

Trowels, Garden
Kohler's:
Mal. Hdl. Jap., ₩ gross, net.....$4.20
" " Tinned, ₩ gross, net..... 6.00
Wood Hdl., ₩ gross, net..... 4.80
Disston's.....30%
Avery's, net ₩ gro $6.00

Vegetable Slicers
Enterprise Mfg. Co.....25%

Vises
Oval slide.....60%
Solid box.....60%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....30%
Mooney's Champion.....40&10
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&5%
Lowell Hand.....33⅓%
Massey:
Perfect.....15%
Clincher.....25%
Wood-working.....15%
Planer.....15%
Comb. Pipe.....15%
Millers' Falls:
Mechanics'.....10%
Oval Slide.....30&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....30&25%
Sargent's.....40%
Sneliker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS
Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads
See Ammunition.

Wagon Jacks
Covert's Auto Screw Jacks.....30&25
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters
Otis A. Smith's.....20&10&10%

Water Motors
Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. P'd..40&10%

Weights, Hitching
Covert Mfg. Co.....40&25

Well Wheels
Japanned, 8 to 14 in.....net

Weed Extractors
"Pastime," ₩ doz., net.....$1.75

Window Cleaners
Barnes Mfg. Co.....40%
Bealey's Peerless.....60%
Boaley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters
Ives' new list.....25%
Taplin's "Perfection".....25%

Wire Gauges
See Guages.

Wire and Wire Goods
Brass wire.....Net List
Bright Wire Goods:
New list June 24, 1903.....20&25%
Cast steel wire.....50%
Copper wire.....10%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60@60&10%
Market Wire, Bright or Annealed:
Nos. 0 to 9.....20%
Nos. 10 to 18.....30&2½%
Nos. 19 to 26.....30&7½%
Nos. 27 to 36.....30&2½%
Galvanised:
Nos. 15 to 26.....75%
Coppered:
Nos. 6 to 14.....75&5%
Nos. 15 to 18.....72½&10%
Tinned:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&7½%
Cast steel.....60%
Picture wire, list of Oct. 2, 1900.....
85&10@85&10&10%
Stub's steel wire.....$6.00 to2 35½%

Wire Clothes Lines
See Lines.

Wire Cloth, Netting, &c
Galvanised wire netting.....30&5@30&10%
Painted screen cloth, good quality, ₩ 100 sq. ft.....$1.15@$1.35

Wire Rope
Bright.....45&3½%
Iron, galvanized.....37½&3½%

Wire Rope Clips
Crosby.....25%

Wire Stretchers
W. C. Heller's grip, ₩ doz.....$1.50

Wrenches
Agricultural.....75&10&10@ 80%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50&10%
Bemis & Call's:
Briggs pattern.....40%
Improved Pipe, bright.....65%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohu .....&10%
Eagle pie .....&10%
Gem.....30%
Stillson pipe.....60&10%
Acme .....60@60&10%
Hercules.....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes
National Cutlery Co., Detroit, Mich.

Agricultural Implements
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O

Aluminum Oil Heaters
Novelty Mfg. Co., Jackson, Mich.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

"Atlantic" Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Automatic Door Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Automatic Knife and Scissors Grinders
Colonial Supply Co., Wellsville, N. Y.

Automatic Sash Holder
Automatic Sash Holder Co., New York.

Automatic Shears and Scissors
Davies Automatic Shear Co., New York.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Axes
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Bank Locks
The Yale & Towne Mfg. Co., New York.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Blind Hinges
Parker Wire Goods Co., Worcester, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York

Box Straps
Cary Mfg. Co., New York

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Brackets, Shelf
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"
Atlantic Stamping Co., Rochester, N. Y.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Brooders
H. M. Sheer Co., Quincy, Ill.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.
The Yale & Towne Mfg. Co., New York

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Machinery
Cleveland Butchers' Supply Co., Cleveland, O.

Butchers' Scales
John Chatillon & Sons, New York

Butts, Door
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinet Hardware
The Yale & Towne Mfg. Co., New York.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
Ellis Mfg. Co., Milldale, Conn.
John H. Graham & Co., New York
A. F. Meisselbach & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Stretcher and Tack Hammer Combined
Richard W. Montross, Galien, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Myers & Bro., Ashland, Ohio

Casters
Faultless Caster Co., Nebraska City, Neb

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chain Blocks
The Yale & Towne Mfg. Co., New York.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N.Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Chute, Coal, Wood, Vegetable
Chappell Furnace Co., Morenci, Mich.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers
Coates Clipper Mfg. Co., Worcester Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coaster Wagons
Wabash Mfg. Co., Wabash, Ind.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York
Parker Wire Goods Co., Worcester, Mass.

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Combination Squares
A. W. Hight, Toledo, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, Ohio.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Copper Ware
Atlantic Stamping Co., Rochester, N. Y

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Shellers
A. H. Patch, Clarksville, Tenn.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Countersinks
C. E. Jennings & Co., New York

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Creamery Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspidors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery
Davies Automatic Shear Co., New York

Cutlery Machinery
Waterbury Farrel Foundry & Machine Co., Waterbu,y, Conn.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers
Taylor & Boggis Foundry Co., Cleve., O.

Diamond Tools
The Tanite Co., Stroudsburg, Pa.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Check and Spring (Blount)
The Yale & Towne Mfg. Co., New York.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.

Door Pulls
Parker Wire Goods Co., Worcester, Mass.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Keuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.

Drawing Knives
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Drop Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

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Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevators
Eaton & Prince Co., Chicago, Ill.
Kimball Bros. Co., Council Bluffs, Io

Emery
The Tanite Co., Stroudsburg, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Glue
The Tanite Co., Stroudsburg, Pa.

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co. Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.

Faucets, Metal
John H. Graham & Co., New York

Fences, Wire and Iron
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fishing Reels
A. F. Meisselbach & Bro., Newark, N. J.

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Phila., Pa.

Foot Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forging Drops
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y.

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Schooley Novelty Co., Homestead, Pa.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
C. E. Jennings & Co., New York.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.

Grinding Machines
The Tanite Co., Stroudsburg, Pa.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saw Frames
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Cheney Hammer Co., Little Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand and Foot Power Grinders
Royal Mfg. Co., Lancaster, Pa.

Handles, Tool
Berger Bros. Co., Philadelphia

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Franklin Specialty Co., Reading, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Parker Wire Goods Co., Worcester, Mass.
Taylor & Boggis Foundry Co., Cleveland, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co. Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn
Standard Horse Nail Co., New Brighton, Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City N. J.

Hot Pan Lifters
E. L. Watrous Mfg. Co., Des Moines, Ia.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Norlund & Co., Williamsport, Pa.

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.

Importers
S. Guiterman & Co., Ltd, London and New York.

Inclinometers
Russell-Kimball Mfg. Co., Dunkirk, N. Y.

Incubators
H. M. Sheer Co., Quincy, Ill.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Job Lots
Chas. Weiland, New York, N. Y.

Kerosene Furnaces
Barnes Tool Co., New Haven, Conn.
Barthel Blow Lamp Co., Boston, Mass.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.

Ladders (Rolling)
Bicycle Step Ladder Co., Chicago,

Lamps, Bicycle
John H. Graham & Co., New York

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Landing Nets, Ring, Staff
A. F. Meisselbach & Bro., Newark, N. J.

Lawn Fences
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Reading Hardware Co., Reading, Pa.
Worcester Lawn Mower Co., Worcester, Mass.

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Russell-Kimball Mfg. Co., Dunkirk, N. Y.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels, Semi-Circular
Russell-Kimball Mfg. Co., Dunkirk, N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks
Yale & Towne Mfg. Co., New York.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Rochester, N. Y.

Machinists' Supplies
Diamond Saw & Stamping Works, Buffalo, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mallets
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa. Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Shingles
Montross Metal Shingle Co., Camden, N. J.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Mills, Coffee and Spice
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mops
Bay State Mop Co., Woburn, Mass.

Mop Press
Goddard Mop Press Co., Akron, Ohio.

Mop Wringers
Lee Chair Co., Oneida, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
Nettleton Mfg. Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.
Wilkinson Mfg. Co., New York.

Oil Cans
Atlantic Stamping Co., Rochester, N. Y.
A. F. Meisselbach & Bro., Newark, N. J.

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Veorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
The Yale & Towne Mfg. Co., New York.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Clips
Cushman & Denison, New York

Paper Fasteners
Schooley Novelty Co., Homestead, Pa.

Patents
Davis & Davis, New York
O. J. Haegler, Philadelphia, Pa.

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Plated Ware
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Plate Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishing Pastes
The Tanite Co., Stroudsburg, Pa.

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York

Post Office Lock Boxes
The Yale & Towne Mfg. Co., New York.

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Poultry Specialties
Keyes-Davis Co., Ltd., Battle Creek, Mich.

Poultry Supplies
H. M. Sheer Co., Quincy, Ill.

Power Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pulleys (Norris)
Frank B. Sloan & Co., Baltimore, Md.

Pulleys (Sash)
Frank B. Sloan & Co., Baltimore, Md.

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
American Fork & Hoe Co., Cleveland, O.
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National Cutlery Co., Detroit, Mich.
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Pike Mfg. Co., Pike, N. H.

Razors, Safety
Gem Cutlery Co., New York
Gillette Sales Co., New York, N. Y.
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Real Estate
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Reamers
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Reels, Rope
Udell Works, Indianapolis, Ind.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Reversible Nippers
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Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Rifles
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Rivet Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Rivets
Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates
M. C. Henley, Richmond, Ind.

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
American Sheet & Tin Plate Co., Pittsburgh, Pa.
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
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Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co., Jersey City, N. J.

Rules
Alfred Field & Co., New York
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Rules, Steel
Keuffel & Esser, New York, N. Y.
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Norlund & Co., Williamsport, Pa.

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Sanitary Stoneware
Fulper Pottery Co., Flemington, N. J.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Hangers
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Lifts
Champion Safety Lock Co., Geneva, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Pulleys (Norris)
Frank B. Sloan & Co., Baltimore, Md.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Diamond Saw & Stamping Works, Buffalo, N. Y.
Henry Disston & Sons, Phila., Pa.
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John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

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Pelouze Scale & Mfg. Co., Chicago.

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American Fork & Hoe Co., Cleveland, O

Scythe Stones
Pike Mfg. Co., Pike, N. H.

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Schwerdtle Stamp Co., Bridgeport, Conn

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Cyclone Seeder Co., Urbana, Ind.

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Sink Brushes
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Springset Shears and Scissors
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Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

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Am. Tool Chest Co., New York, N. Y.
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Tools
Armstrong Mfg. Co., Bridgeport, Conn.
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C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia, Pa.
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L. S. Starrett Co., Athol, Mass.
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Turner Brass Works, Chicago, Ill.

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Royal Mfg. Co., Lancaster, Pa.

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Smith & Egge Mfg. Co., Bridgeport, Conn

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Trouser and Skirt Hanger
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Henry Disston & Sons, Philadelphia
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John Chatillon & Sons, New York
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Valves, Pump
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio

Varnishes
Adams & Elting Co., Chicago, Ills.
E. E. Nice, Philadelphia, Pa.

Ventilating Sash Locks
Champion Safety Lock Co., Geneva, O.

Ventilators
Berger Bros. Co., Philadelphia

Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
John H. Graham & Co., New York
Walworth Mfg. Co., Boston, Mass.

Wagon Jacks
Covert Mfg. Co., Troy, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.

Washers, Iron and Steel
Columbus Bolt Works, Columbus, O.

Washing Machines
Blackstone Mfg. Co., Jamestown, N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
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Atlantic Stamping Co., Rochester, N. Y.

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Water Coolers
Buffalo Mfg. Co., Buffalo, N. Y.

Water Filters
Fulper Pottery Co., Flemington, N. J.

Water Motors
The A. Rosenberg Co., Baltimore, Md.

Well Augers
Iwan Bros., Streator, Ill.

Wheelbarrows
American Fork & Hoe Co., Cleveland, O
Bryan Mfg. Co., Bryan, Ohio

Whetstones
The Tanite Co., Stroudsburg, Pa.

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John H. Graham & Co., New York
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Chandler & Farquhar, Boston

Wire Stretcher Gates
C. F. Smith Co., DeKalb, Ill.

Wood Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.

Wood Fillers
E. E. Nice, Philadelphia, Pa.

Wood Hardware Specialties.
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New Britain Conn.

Woven Wire Fences and Gates
Cyclone Woven Wire Fence Co., Holly, Mich.

Woven Wire Stretchers
C. F. Smith Co., DeKalb, Ill.

Wrenches
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Wrought Butts
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McKinney Mfg. Co., Allegheny

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ALPHABETICAL INDEX TO ADVERTISERS

A

Adams & Elting Co., The..... *
Ajax Mfg. Co..... 4
American Fork & Hoe Co..... 5
American Shearer Mfg. Co..... 56
American Sheet and Tin Plate Co.. 35
American Tool Chest Co..... *
American Tube & Stamping Co.... 14
Ames Sword Co..... 55
Arcade Mfg. Co..... 12
Armstrong Mfg. Co..... 9
Atlantic Stamping Co..... 37
Automatic Sash Holder Co. ..... *
Avery Stamping Co 33

B

Baeder, Adamson & Co..... 8
Barnes Tool Co..... 42
Barnett (G. & H.) Co..... 56
Barrett, W. L..... *
Barthel Blow Lamp Co., The 42
Bay State Mop Co..... 55
Bemis & Call Hardware & Tool Co. *
Berger Bros. Co..... 55
Bicycle Step Ladder Co..... 43
Blackstone Mfg. Co..... 6
Bommer Bros..... 56
Boston & Lockport Block Co..... *
Brammer (H. F.) Mfg. Co..... 13
Bristol Co., (The) 1
Bryan Mfg. Co..... 13
Buffalo Wire Works Co..... 43

C

Caldwell Mfg. Co..... 5
Capewell Horse Nail Co..... 56
Cary Mfg. Co..... 44
Champion Safety Lock Co..... 2
Chandler & Farquhar Co 2
Chappell Furnace Co., The..... 6
Chatillon (John) & Sons 42
Cheney Hammer Co., Henry..... 10
Clark, Horrocks Co 12
Cleveland Butcher Supply Co. 55
Coates Clipper Co..... 43
Coes Wrench Co..... *
Coldwell Lawn Mower Co..... 39
Colonial Supply Co..... 13
Columbus Bolt Works..... 56
Coulter Mfg. Co. ..... *
Covert Mfg. Co..... 1
Cronk & Carrier Mfg. Co..... *
Cushman & Denison Mfg. Co..... 6
Cyclone Seeder Co..... 2
Cyclone Woven Wire Fence Co..... 42

D

Davies Automatic Shear Co..... *
Davis & Davis..... 4
Diamond Saw & Stamping W'ks.... 56
Disston (Henry) & Sons, Inc..... 4
Dixon (Jos.) Crucible Co..... 8
Duby & Shinn Mfg. Co..... 5
Ducharmes & Co., The ..... *

E

Eaton & Prince Co..... 44
Ellis (F. E.) & Son..... 55
Enterprise Fdy. & Fence Co..... 55
Enterprise Mfg. Co., of Ohio..... 2
Enterprise Mfg. Co. of Pa..... 35
Erie Specialty Co..... 2
Eureka Chair Seat Co ..... *

F

Faultless Caster Co..... 10
Field (Alfred) & Co..... 6, 8
Foster Bros..... 42
Franklin Specialty Co., The..... *
Fuller Bros. & Co 2
Fulper Pottery Co. 3

G

Gem Cutlery Co. 1
Georgetown Chemical Works .....
Gillette Sales Co 32
Goddard Mop Press Co..... 42
Graham (John H.) & Co..... 9
Guiterman S. & Co., Ltd. 43

H

Haegler, O. J..... *
Hamilton Rifle Co..... *
Hapgoods 43
Hardwaremen's Exchange..... 43
Harrington & Richardson Arms Co. *
Heinisch's (R.) Sons Co..... 4
Henley, M. C..... 12
Hight Mfg. Co., (The)..... 37
Hoffmann, Geo. W..... 56
Holt-Lyon Co..... 39
Horton Mfg. Co. ..... *

I

Iowa Farming Tool Co..... 5
Ives (H. B.) Co..... 1

J

Jennings (C. E.) & Co..... 1
Josef Mfg. Co. (E. E.)..... *

K

Kampfe Bros..... *
Keuffel & Esser Co..... 3
Keyes-Davis Co., Ltd. (The) 5
Kimball Bros. Co..... 4

L

Lane Brothers Co..... 2

M

Magnolia Metal Co..... 1
Manhattan Screw & Stamping Works .....
McCalla, Harold..... 4
McKinney Mfg. Co..... 55
Meisselbach (A. F.) & Bro..... *
Miller (Frank) Co..... 8
Montross Metal Shingle Co., ... 2
Montross, Richard W..... 13
Munn & Co..... 9
Murray, Robert..... 42
Myers & Bro., F. E..... 2, 5

N

National Cutlery Co..... 10
Nettleton Mfg. Co..... 14
New Jersey Wire Cloth Co..... 7
Nice, Eugene E..... 56
Nicholson File Co..... 30
Nickel Plate Stove Polish Co..... 55
Niles Mfg Co..... 2
Norlun[illegible] Co..... *
North [illegible] Mfg. Co..... 8
Novelty Mfg. Co..... 7

O

Oneida Community..... 1

P

Parker Wire Goods Co. 1
Patch (A. H.)..... 12
Pelouze Scale & Mfg. Co..... *
Philadelphia Lawn Mower Co., The 33
Pike Mfg. Co 1, 42
Piqua Bracket Co..... 3
Prentiss Clock Improvement Co.... 6
Pritchard-Strong Co. (The)..... 1

R

Reading Hardware Co. 11
Reynolds, J. W 55
Rochester Lunch Box Mfg. Co..... *
Rodgers (Joseph) & Sons..... 6
Rosenberg Motor & Mfg. Co.(The A.) 1
Royal Mfg. Co 4
Ruge (Herman), & Sons..... 45
Russell-Kimbell Mfg. Co., ... 6

S

Schooley Novelty Co.....
Schwerdtle Stamp Co..... 2, 4,
Sheer, H. M. .....
Sholes (The Charles E. Co. ...
Sloan (Frank B.) & Co.....
Smith (C. F.) Co. .....
Smith & Egge Mfg. Co.....
Snowflake Axle Grease Co.....
Sprague Correspondence School of Law, The..... 8
Standard Horse Nail Co..... 56
Stanley Rule & Level Co. 30
Starrett (L. S.) Co..... 14
Stevens (J) Arms & Tool Co..... 1
Stowell Mfg. Co 4, 6, 9
Strauss (Adolph) & Co..... *

T

Taff (David P.) 42
Tanite Co. (The)..... 6
Taylor & Boggis Foundry Co..... *
Toledo Cooker Co..... *
Townsend, C. C. & E. P..... 1
Turner Brass Works, The 42

U

Udell Works..... *

V

Van Dorn Iron Works..... 55
Voorhees Rubber Mfg. Co..... 10

W

Wabash Mfg Co. 11
Walworth Mfg. Co..... 1
Waterbury Farrell Foundry Machine Co..... 56
Watrous (E. L.) Mfg. Co 9, 42
Weiland, Chas. 1
West Haven Mfg. Co..... 1, 56
White (L. & I. J.) Co..... 3
White Lily Washer Co..... 9
Wilkinson (A. J.) & Co.,..... 1
Wilkinson Mfg. Co. 44
Winchester Repeating Arms Co.... 28
Withington & Cooley Mfg. Co. 5
Worcester Lawn Mower Co..... 55

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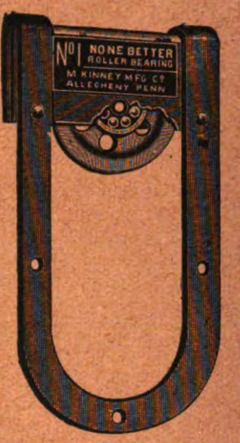
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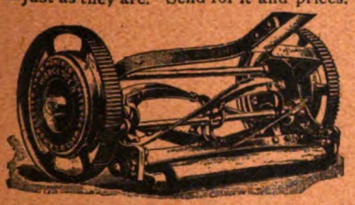
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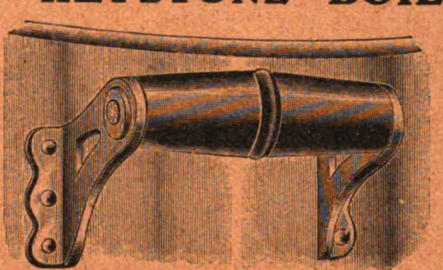
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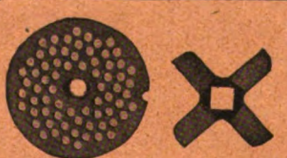


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The only Metal Polish that works quick and easy and keeps its lustre. Holds old trade and makes new. It does not deteriorate. Established 16 years. 3-oz. Box for 10 cents. 5-lb. Pail $1.00. Sold by agents and dealers all over the world. Ask or write for FREE samples. GEO. W. HOFFMAN, Expert Polish Maker, 235 E. Washington St., Indianapolis, Ind. Branches—1 Park Row, New York City; Chicago, Ill.; San Francisco, Cal.

PRIEST'S CLIPPERS.

THAT'S SUFFICIENT!



CATALOGUE ON APPLICATION.

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NASHUA, N. H., U. S. A.

Wiebusch & Hilger, Ltd., Selling Agents, 9-15 Murray St., New York City.

"NICE"

FILLERS, VARNISHES, PAINTS, STAINS, ENAMELS

TRADE WINNERS---TRADE KEEPERS

Catalogue, Color Cards and other literature sent on request.

EUGENE E. NICE, 272-274 So. 2nd St., Phila., Pa.

STANDARD HORSE NAIL CO.

NEW BRIGHTON, PA., U.S.A.

MANUFACTURE

A Full Line of Horse Nails

Send for Catalogue, Prices & Samples.

THE MANUFACTURERS OF "THE CAPEWELL" HORSE NAIL

PROTECT THE HARDWARE MERCHANTS

It is the most Economical, the most Durable and the most Popular horseshoe nail in the world.

THERE IS NO HORSE NAIL TO COMPARE WITH "THE CAPEWELL"

Made by

The **CAPEWELL HORSE NAIL CO., Hartford, Conn., U. S. A.**

Branches: New York, Philadelphia, Baltimore, Buffalo, Detroit, Cincinnati, Chicago, St. Louis, New Orleans, Denver, San Francisco, Portland, Mexico City, Toronto, Canada.

Catalogue Free upon application.

BLACK DIAMOND FILE WORKS.

Est. 1863 Inc. 1892

Twelve Medals Awarded at International Expositions.



Special Grand Prize Gold Medal at Atlanta, 1895.

Copy of catalogue will be sent free to any interested file user on application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Sterling Hack Saws

Convince the Hack Saw user that Sterling Hack Saws are THE BEST —and Sterling Hack Saws will back you up.

They'll never make a liar of you.

By the way: Have you our catalog?

Be Sure: **Get It Today**



Diamond Saw & Stamping Works

Buffalo, N. Y., U. S. A.

BOMMER SPRING HINGES



Are Quality Goods

But cost no more than the inferior kinds.

The springs never go Lame.



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Sell Hack Saws?

Get our Proposition.

Tells *just why* UNIVERSAL and UTILITY Hack Saws cut so much faster—why they last so much longer—than other Blades.

Send your name and address!

WEST HAVEN MFG. CO., NEW HAVEN, CONN.

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Lest Ye Forget--India Oilstones are the Hardest, Sharpest and Quickest Oilstones on the market.

VOL. XXXIV
NO. 7

HARDWARE

NEW YORK
JAN. 10
1907

Entered as Second Class Matter at New York, N. Y. Postoffice

IVES PATENT WINDOW STOP ADJUSTER



and 30-page Catalogue of
WINDOW HARDWARE SPECIALTIES
Mailed Free.
The H. B. Ives Co.
NEW HAVEN, CT.



CHAIN



Halter Chains—Dog Chains—Cow Chains—Coil Chain. Chains for all kinds of Machinery.
ONEIDA COMMUNITY, Oneida, N. Y.



All hardware dealers should carry this draw knife in stock.
A. J. WILKINSON & CO.,
180-188 Wash. St., Boston, Mass.

COVERT MFG. CO.,
TROY, N. Y.



Harness Snaps,
Chain, Rope and
Web Goods, etc.
For sale by Jobbers at Manufacturers' Prices.





The A. Rosenberg Faucet Motor runs in the proper direction for grinding and polishing. Is 5 inches in diameter, with a 4½ inch wheel. Polisher on one side and the grinder on the other. Any kind of chuck can be screwed on the spindle ends — for household use, for dentists, for jewelers, etc. Price of motor is $5.00. Right and left-hand chucks, each 25 cents. No wrench or other tool required to take the wheels or chucks off. Interchangeable bearings only 25 cents each. A motor that IS A MOTOR scientifically constructed in every way. Agents wanted. Prices on application to

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THE A. ROSENBERG MOTOR & MFG. CO.
Established since 1894. Baltimore, Md., U. S. A.

Parker Wire GOODS COMPANY
1 Assonet St., Worcester, Mass., U. S. A.
GENERAL AND SPECIAL Wire Hardware
WRITE US FOR PRICES

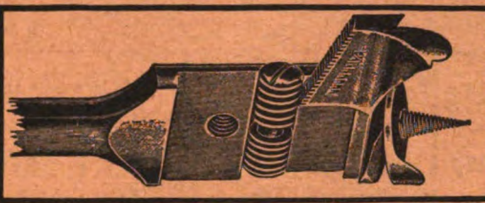
RIVETS & WIRE NAILS.



O. C. & E. P. TOWNSEND,
New Brighton, Pena.

STEVENS

Varied and attractive Assortment of Advertising Material increases SALES for the MERCHANT handling FIREARMS.
Send for a liberal supply of Part Envelopes, Abridged Catalogs, Hangers, Advertising Cuts, etc.
Ask your Jobber for STEVENS ARMS
J. STEVENS ARMS & TOOL CO.,
255 MAIN STREET,
CHICOPEE FALLS, MASS., U. S. A.



C. E. JENNINGS & CO.
Steers' Patent Expansive Bit
This Bit is drop forged from selected cast steel and is finished in a most thorough manner.
See those teeth; cutter cannot creep.
C. E. JENNINGS & CO., Sole Mfrs.
42 Murray Street, - - New York.



The World Renowned MAGNOLIA METAL
ONE GRADE, ONE QUALITY ONLY.
CHEAPER and better than "Genuine Babbitt." Lasts longer with less friction. Saves oil, fuel, power, etc. The only anti-friction babbitt metal that is used all over the world by the leading Railroads, Steamships, Manufacturers, etc., and by twelve leading governments. Sold by leading dealers everywhere or by
FAC-SIMILE BAR OF MAGNOLIA METAL.
MAGNOLIA METAL CO., NEW YORK, 113-115 Bank St., CHICAGO, Fisher Bldg.
Pittsburg. Montreal. (We manufacture all grades of Babbitt metals at competitive prices.)



Norris Sash Pulley
THE STANDARD OF THE WORLD
TRADE MARK REGISTERED
FRANK B. SLOAN & CO., BALTIMORE, MD.

We Make the Norris Pulleys in all the Different Sizes, Qualities and Finishes
ALSO MADE BALL BEARING



The Champion Metallic Base Knobs
NEVER BREAK
(TRADE MARK)
Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.



HEINISCH
TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.
BEST IN THE WORLD
R. HEINISCH'S SONS CO.
NEWARK, N. J., U. S. A.
New York Office and Salesroom, 155 Chambers St.

THE ORIGINAL AND ONLY GENUINE
STILLSON WRENCH
WILL BE KNOWN BY THIS TRADE MARK
See to it when buying from jobbers that they do not give you an imitation wrench. If your dealer does not keep the Genuine Stillson Wrench write to the WALWORTH MANUFACTURING COMPANY for prices and terms.
128-136 Federal Street, Boston, Mass.
Park Row Building, New York City.
Write for Red Book of Tools showing complete line.

STILLSON TRADE MARK

STILLSON TRADE MARK



BRISTOL'S STEEL BELT LACING
PERFECT FASTENER FOR ALL BELTS.
TONS SOLD EVERY WEEK. WRITE FOR CIRCULAR B.
THE BRISTOL CO., WATERBURY, CONN., U. S. A.
NEW YORK: 114 Liberty St. CHICAGO: 753 Monadnock Bldg.



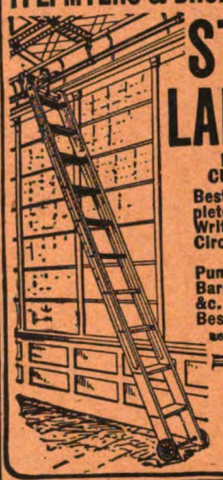
READY TO APPLY FINISHED JOINT

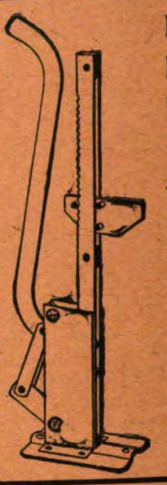
STAR EXPANSION BOLTS
New York City
Lag or Machine

"PRISCO" MONEY-BACK METAL WARE "PRISCO"
The Pritchard-Strong Co., Rochester, N. Y.

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Fuller Brothers & Co.,
139 GREENWICH STREET,
NEW YORK.
STEEL WIRE NAILS.
Iron and Steel
CUT NAILS.
Plain and Galvanized Wire.
BARB WIRE.
Wire Straightened and Cut to Length

F. E. MYERS & BRO., Ashland, O.

STORE LADDERS
NOISELESS. CUSHION TIRE.
Best and Most Complete in the Market. Write for Descriptive Circular and Prices.
MFRS. Pumps, Hay Tools, Barn Door Hangers, &c. Largest and Best Line in the World

Lane's Steel Jack.

No Wood.
No Cast Metal.
Unbreakable.
Compound Levers.
Finish Black or Galvanized.
No. 0, to lift 500 lbs.
" 1, " 900 "
" 2, " 1800 "
" 3, " 4000 "
Lane Bros. Co.,
429-461 Prospect St.,
Poughkeepsie, N. Y.

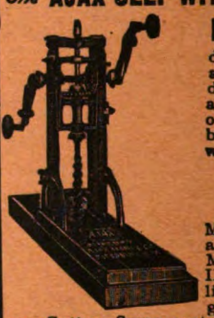


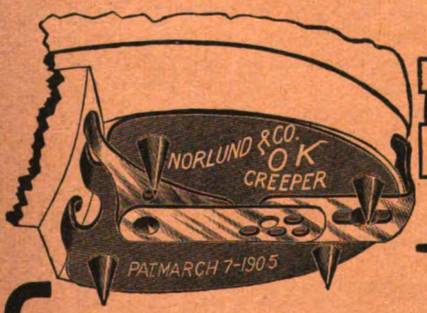
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Quick and Easy
Steel Tempered Anti-Rust Nickel Plated Ice Picks. Every one tested and guaranteed.
ERIE SPECIALTY CO., ERIE, PA.

THE SCHWERDTLE STAMP CO.,
Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
BRIDGEPORT, CONN.



NOTHING BETTER
NILES
SPRING HINGE AND PIVOT.
WRITE FOR PRICES.
NILES MFG. CO.,
14-16 N. Canal St.,
CHICAGO.

The **AJAX SELF WITHDRAWING WOOD BORING MACHINE**

does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the wholesale hardware trade.
AJAX MFG. CO.,
Pittsburgh, Pa.
Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.



The ICE O K CREEPER

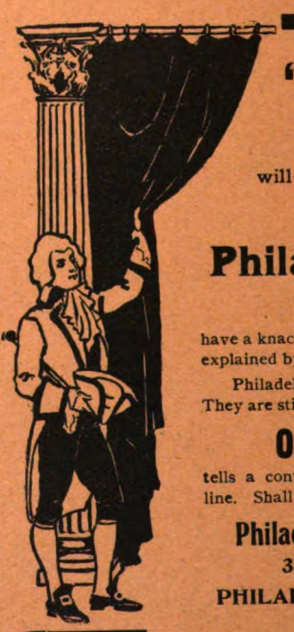
This King of Creepers *is incomparable.* Neat in appearance—adjustable to fit several size heels—applied like a pair of skates—quickly detached—light and strong, it is the best selling Ice Creeper on the market.

Sold by many Jobbers. Ask your Jobbers for the **O. K.** If they do not keep them write the manufacturers for prices, etc.

Norlund's Safety Heel and Ball Plates
Are the Plates for Lumbermen.
They have given satisfaction for years. Can be used on rubber shoes and boots. Can be used summer and winter
Made of best quality steel, and will not ball up.
Manufactured for the jobbing trade by



Norlund & Co.
WILLIAMSPORT,
PA.



"A Look Behind The Scenes"
will prove to any dealer that
Genuine Philadelphia Lawn Mowers
have a knack of winning customers which is easily explained by their up-to-date excellence.
Philadelphia Mowers have led for 37 years. They are still at the head of the procession.
Our 1907 Catalog
tells a convincing tale. It shows our complete line. Shall we send you a copy? Answer at once.
Philadelphia Lawn Mower Co.
3101-3109 Chestnut St.
PHILADELPHIA,
PA.



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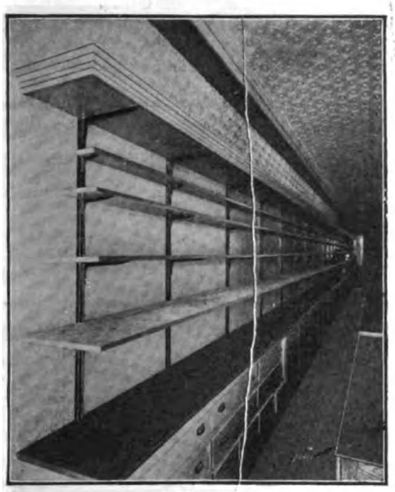
K&E STEEL METALLIC LINEN POCKET

THE BEST

MEASURING TAPES



KEUFFEL & ESSER CO. NEW YORK.
CHICAGO. ST. LOUIS. SAN FRANCISCO.



Thirty Per Cent. More Room

is easily gained in any store by the use of Piqua Adjustable Brackets.

They do away with props—partitions—with moving into larger quarters.

PIQUA ADJUSTABLE BRACKETS

give you a free, unobstructed line of shelving, and permit of changing your entire shelving arrangement at short notice—

Without Expense

Give your store a modern up-to-date appearance. Write us.

THE PIQUA BRACKET CO., Piqua, Ohio.

FULPER FILTER ACTS

IMPROVED

Natural Stone Germ Proof

Water Filters

Are as represented—always.

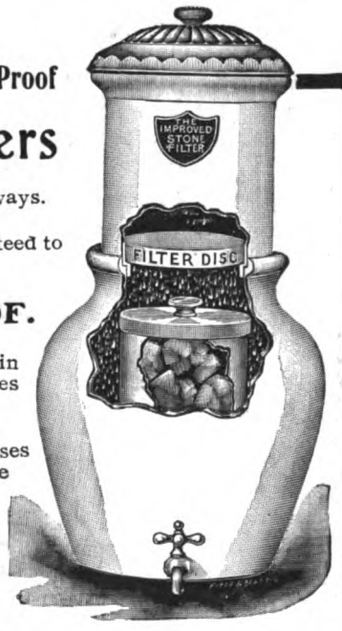
Every Filter is guaranteed to be absolutely

GERM PROOF.

Every Filter is perfect in every detail when it leaves our factory.

Prevent Zymotic diseases by pushing the sale of these goods in your locality.

A handsome display card with each shipment.



FULPER POTTERY CO.

Flemington, N. J., U. S. A.

That's IT!

The Universal Chair Seat

It is better and cheaper than cane or leather—more durable than either

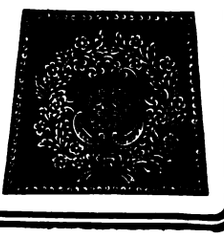
Pretty good proof of their excellence, isn't it, if John Wanamaker and other large Department Stores, as well as the largest chair makers use them?

Try a sample lot. Anybody with a pair of shears can mend any ordinary bottomless chair with **The Universal Chair Seat.** That's why they sell so well. Try and see.



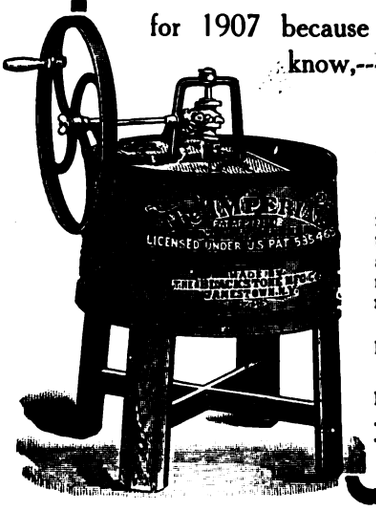
EUREKA CHAIR SEAT CO.

Syracuse, N. Y.



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We are After  Your Order



for 1907 because we know---and thousands of users know,---that

The Imperial Rotary Washer

is well made--of the right kind of material to last and--outlast other washers. It has all steel roller bearings; is noiseless and most easily operated. Has gold and aluminum bronze castings.

We've made Washers for 32 years and know how.

Get our most recent Catalog with 1907 prices and discounts.

BLACKSTONE MFG. CO.
JAMESTOWN, N. Y.



BAY STATE MOP CO.
Wm. H. Curtis, Prop'r
Manufacturer and Wholesale Dealer in all kinds of **MOPS**
Yacht and Hard-wood Floor Mops a Specialty.
Office and Factory, Buel Place, WOBURN, MASS.
Send for Catalog and Prices.



Tackle Blocks
for every purpose. 65 years' experience.
Boston & Lockport Block Co.
Boston, Mass.

HAROLD McCALLA
IRON AND STEEL
Plain and Galvanized Bars. Hoops, Bands, Angles, Channels, Tees, Plates, Sheets, Wire, etc.
444-446-448 FAIRMOUNT AVE.
PHILA., PA.

Federal Bench Punch
10 inches high, 10 inches long, Weighs 64 pounds
PUNCHES 5-16 inch hole in ⅛ in. Iron plate, 2½ in. from edge. Send for Circular.
Chandler & Farquhar Co.,
131 Congress Street,
Boston, U. S. A.



AGENCY **JOSEPH RODGERS & SONS. LTD.**
FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND
Has had neither equals nor superiors in the manufacture of

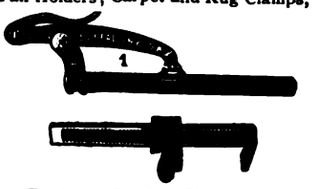
Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

HARDWARE SPECIALTIES
Pillow Sham Holders, Broom and Dust Pan Holders; Carpet and Rug Clamps;



Flask and Corebox Clamps, etc,
E. E. JOSEFF MFG. CO.,
BUFFALO, N. Y.

PFLUEGER'S FISHING TACKLE

Hooks—Flies—Trolls—Spinners—Phantoms—Reels—Furnished Lines—everything in Fishing Tackle has enjoyed the enviable reputation of being

The Best for Twenty-five Years.

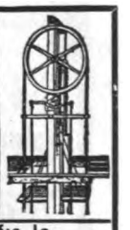
It still leads. As quick seller it is unsurpassed.

Let a sample order convince you. Send for 170 page catalogue at once.

Enterprise Mfg. Co. *Akron, Ohio.*

Improved Quick and Easy Rising Steam, Electric and Hand Power

ELEVATORS



Send for Circulars.
Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 39 Vincent St., Cleveland, O. 120 Cedar St., New York.

Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

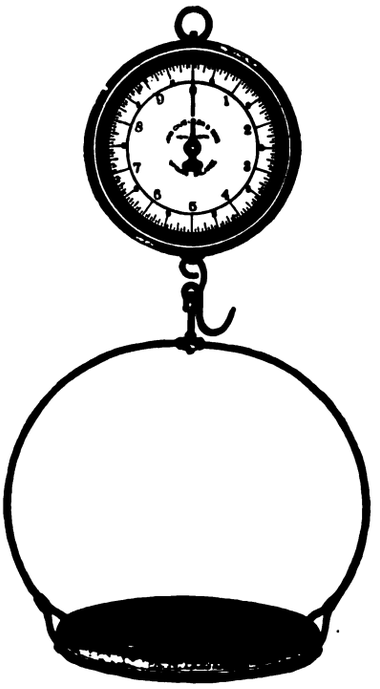
MONARCH ROOFING

SECURE
PROTECTION AND LONG SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRING
SAVES RECOATING
SAVES RENEWING
Send for Samples and Pamphlet
STOWELL MFG. CO.
JERSEY CITY, N. J.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chatillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

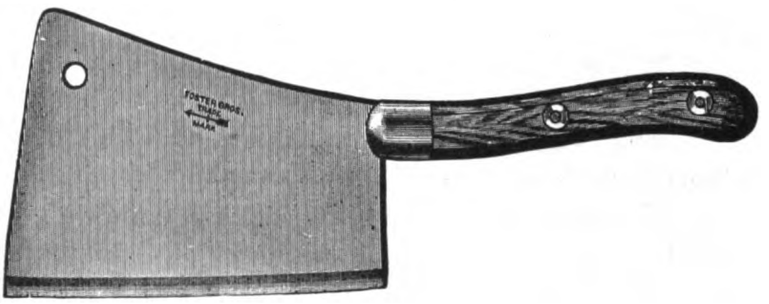


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.



These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD



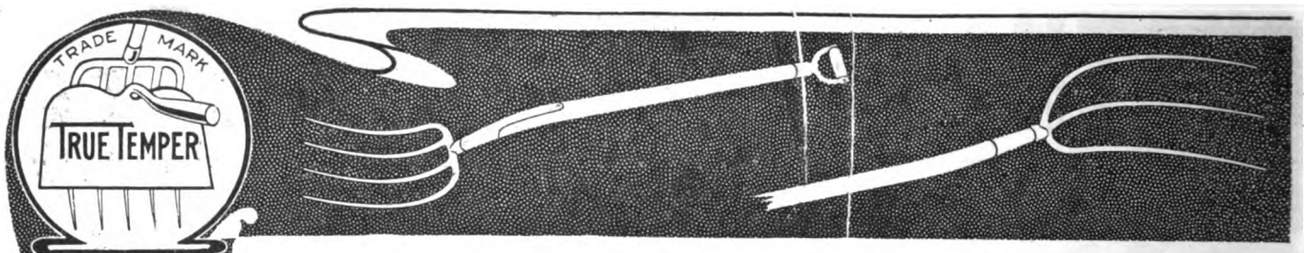
Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.

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Get Your Share of Profit

Big Advertising Campaign on True Temper Farm and Garden Hand Tools.

Mr. Retail Dealer:—One of the biggest advertising campaigns of the year is being conducted on *True Temper* Hand-Tools.

They are being advertised for the purpose of *helping you to sell them.*

Thousands of dollars are being spent and millions of people are being appealed to.

Every leading farm and garden paper read in your territory is carrying large advertisements of this line.

Not only large advertisements but forceful advertisements—the kind that sells goods.

They deal with the merits of True Temper Forks, Hoes, Rakes, Hand Cultivators, Weeders, Corn Hooks, Sugar Beet Tools—*every Hand Tool the Farmer and the Gardener needs.*

We are making a personal talk to your customers through these advertisements.

And we shall keep everlastingly at it and make *every* one of them thoroughly familiar with True Temper tools.

Moreover, they shall become convinced that there are *no tools so good*—no others so economical.

And they will be asking you for True Temper tools—that's certain.

Our advertising campaign is big enough, strong enough and persistent enough to guarantee this.

It means easy sales, more sales, and—

A handsome profit in Steel Goods for you.

Understand, this is not a line of fancy tools at fancy prices.

They are simply the best tools made and sell at the same prices you are accustomed to paying.

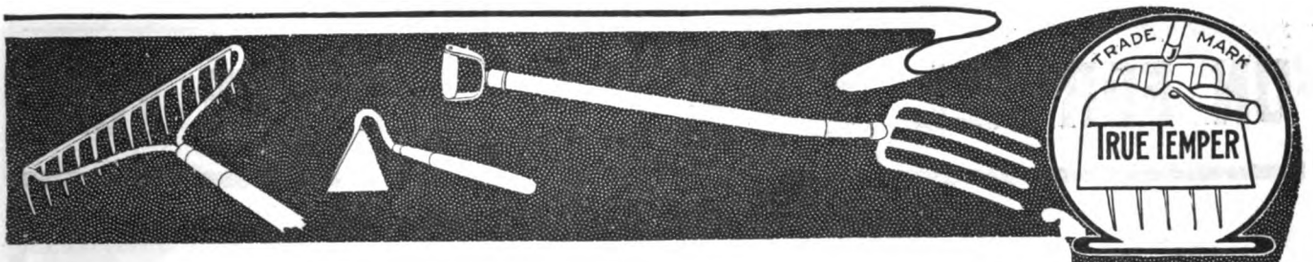
If you are now handling one of our first quality brands you need not change your line.

You can procure the True Temper quality of that brand, and thus supply two demands—the old and the new—with the one line of tools.

Here is a great opportunity for you to meet mail order competition on its own ground. The mail order houses try to take your business away from you by advertising. Our big advertising campaign is for the one purpose of sending buyers to you. It doesn't cost you a cent. Will you use it?



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Your Patrons Will Ask for More Kinds of Tools

Farmers and Gardeners are no longer satisfied to use a few tools for doing all kinds of work

It is now generally realized that *real economy* is in having the proper tool for each kind of work.

Where formerly two or three hand-tools sufficed, they are now buying a dozen—each adapted to its special purpose. With such a supply *more* work and better work can be done, and in the end the cost is less.

Present day scientific and intensive methods of agriculture and the need of less expense and more profit in crop production make them necessary.

All these tools are included in the True Temper line. And our advertising campaign tells all about them. We are creating a bigger demand than ever for the Special Purpose tools.

This means a large increase in your tool trade if you take advantage of it.

IT IS NEW TRADE FOR YOU.

As True Temper Tools are sold only through Dealers, you get the *Direct Results* from this great outlay for advertising.

But *how much* of this new business you will get *depends entirely upon you.*

The Retailer that tells the people — and tells them early and often — that *he* is the *man* to call on for True Temper Tools will reap the harvest.

Of course, you must have a complete line, and often display the tools in your windows and on your floor up in front where your customers can look them over.

And if you are ready to meet the *first* inquiries, you have the best opportunity to get and hold True Temper Tool trade.

You should be familiar with the advantages of the different tools. These are all interestingly related in our attractive, illustrated book "Tools and Their Uses," which we will send you free on request.

OUR FREE SALES AIDS FOR YOU.

When our convincing advertisements in Farm papers have worked the people up to the buying point, the next step is for you to get them into your store.

AID No. 1.—You can do this with the *advertisements* we will supply **free,** for you to run in your local papers.

AID No. 2.—And our "Delighted Farmer" Poster, which we will also supply **free,** is another *persistent business getter.*

AID No. 3.—Then there is our book of "Selling Pointers" for clerks that will make them better salesmen and show them how to *increase your sales.*

AID No. 4.—We also have a plan whereby you can supply your customers with free copies of our book "Tools and Their Uses."

Write for these *Free Sales Aids* to-day and let us tell you more about how our True Temper plan indorses your brand of tools and helps you to sell more of them.

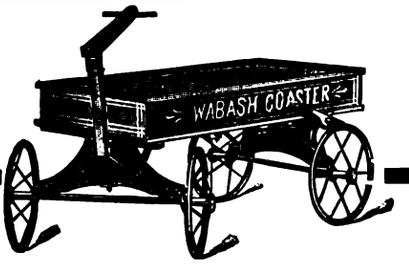
Then write your Jobber and ask him to supply you with the True Temper quality of your line. Remember there is no difference in price.

ALL LEADING HARDWARE JOBBERS SELL THEM.



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ALL THE YEAR

THE WABASH COASTER WAGON

sells readily at a good margin of profit. Guaranteed to give satisfactory service.

THE WABASH COASTER WAGON is a substantial, general purpose wagon, 34 inches long, 16 inches wide; large, roomy box of hard wood, removable. Well balanced to prevent tipping. Turns easily on narrow walk. All wheels (our exclusive Wabash patent) are 11 inches in diameter—of wide tread, on steel axles, no bumping or pounding. A nobby, solid wagon in which any youngster will have pride and pleasure.

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WABASH COASTER WAGONS will be in demand; they're advertised

The people know about them

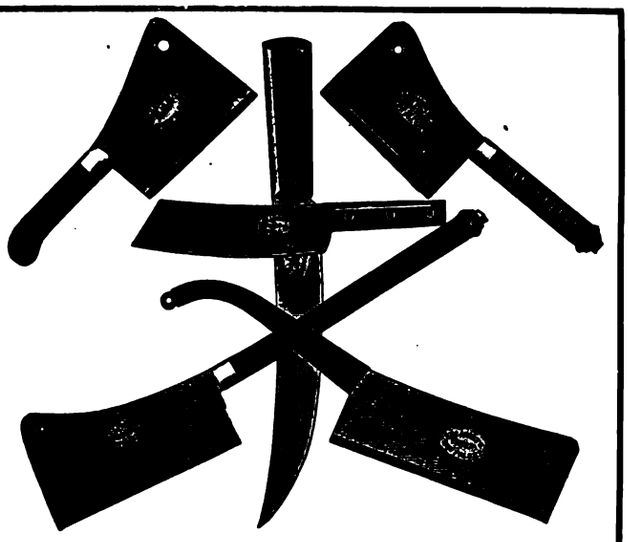
Order now through your jobber or direct from us; we have nine shipping stations as follows:

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ST. PAUL, MINN. KANSAS CITY, MO. SEATTLE, WASH. PORTLAND, ORE. WABASH, IND.

Send for our catalogue illustrating Wabash Farm Wagons, Hand Cars and Steel Sleds.

Direct all mail to Wabash office.

Wabash Manufacturing Co., Wabash, Ind.



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Pork, Lamb and Beef Splitters; Market and Family Cleavers; Butchers' Knives and Steels ---have been made by us for **nearly three-quarters of a century.** They are the best that money can buy.

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Write To-Day

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Let us put you next to our price list for 1907.

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Sausages made with the **ENTERPRISE SAUSAGE STUFFER** have no air inside the casing. For this reason they keep better.

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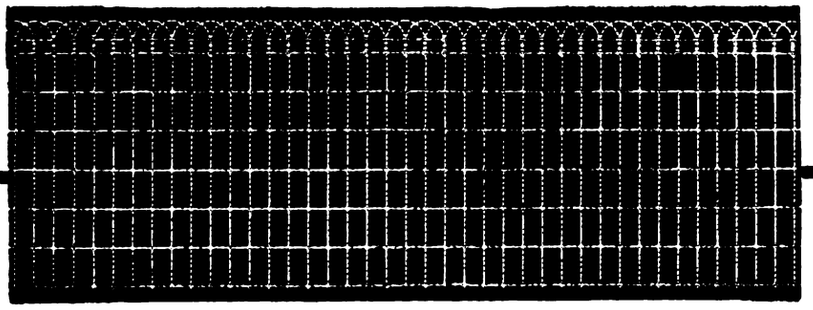


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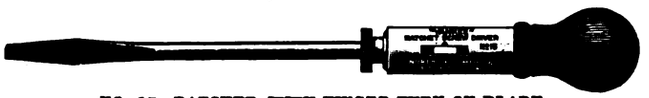
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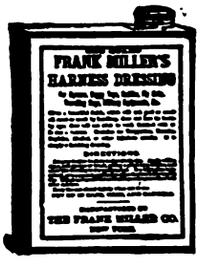
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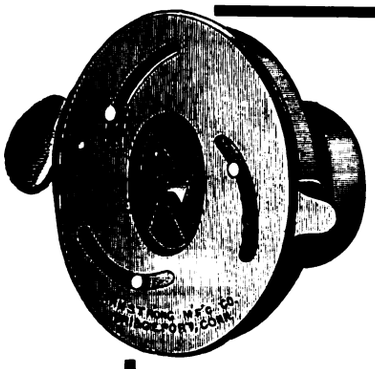
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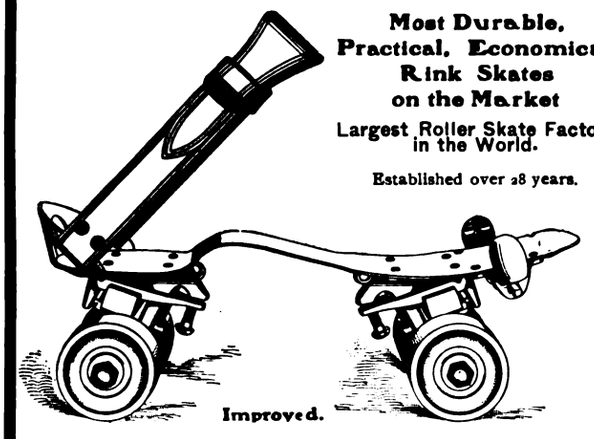
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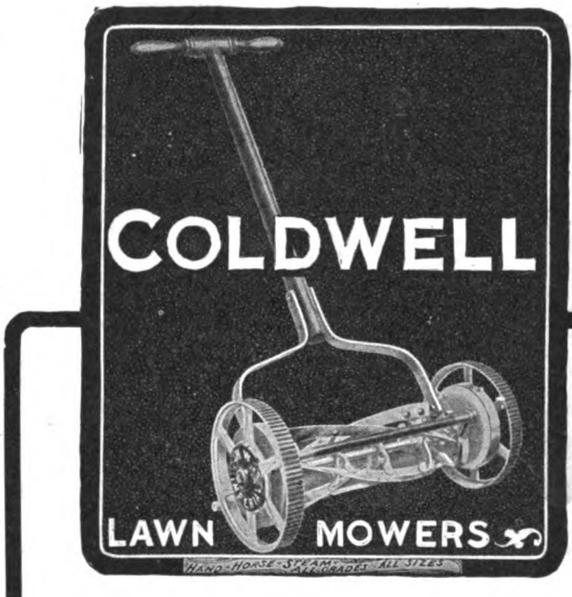
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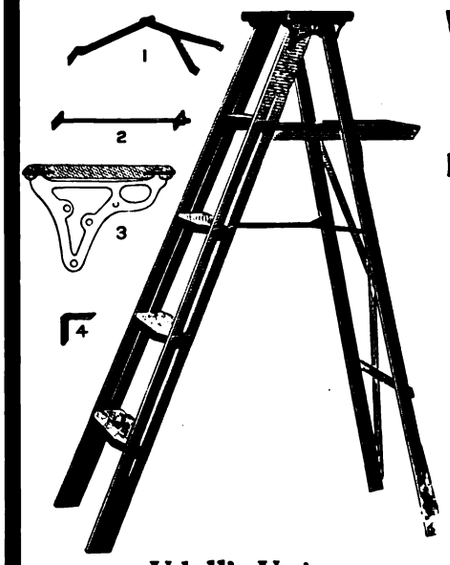
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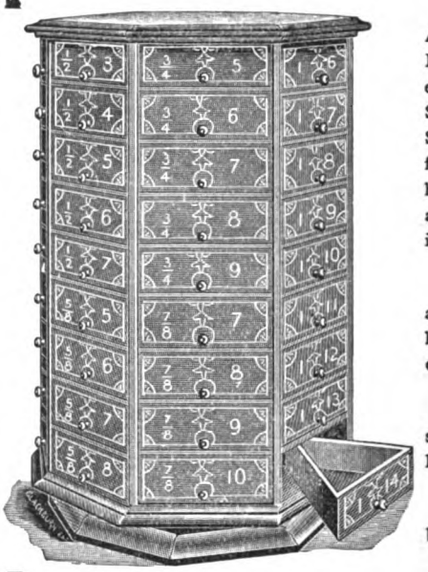
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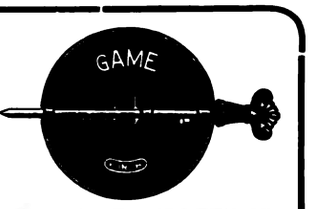
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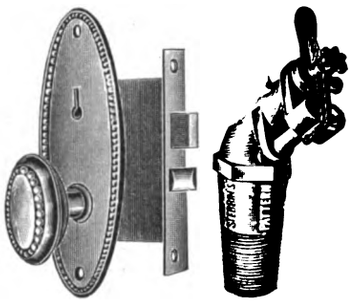
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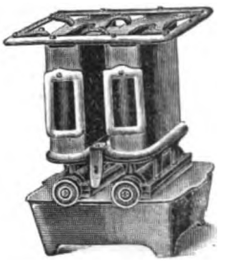


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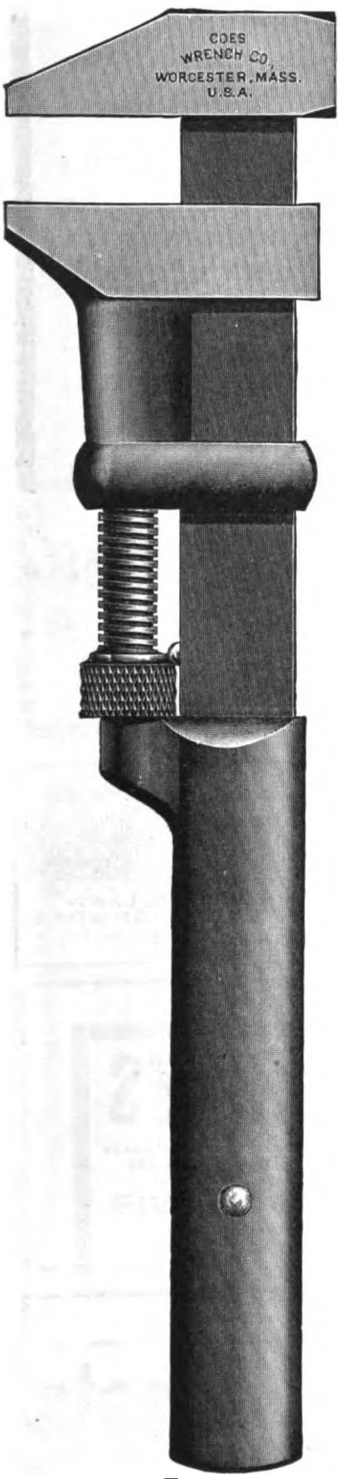
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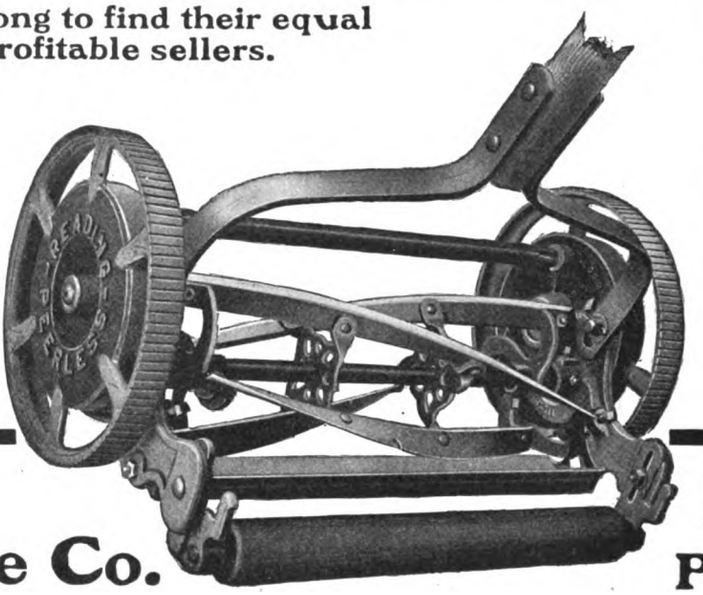
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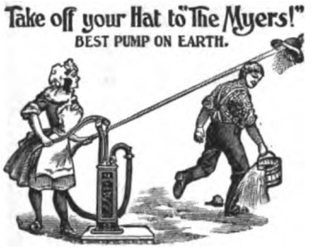


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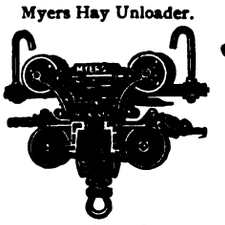
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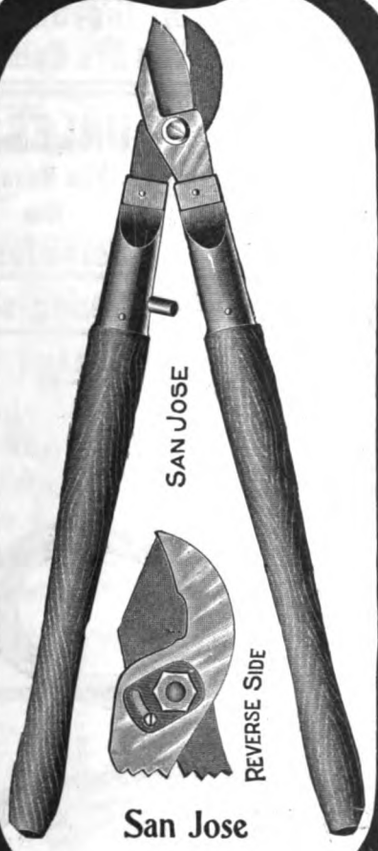
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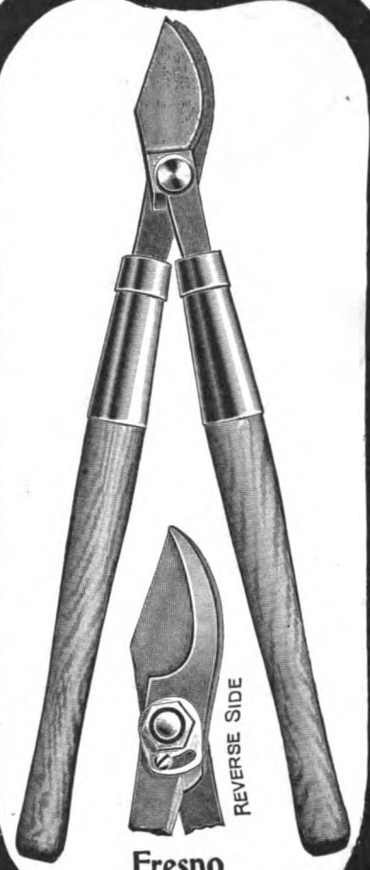
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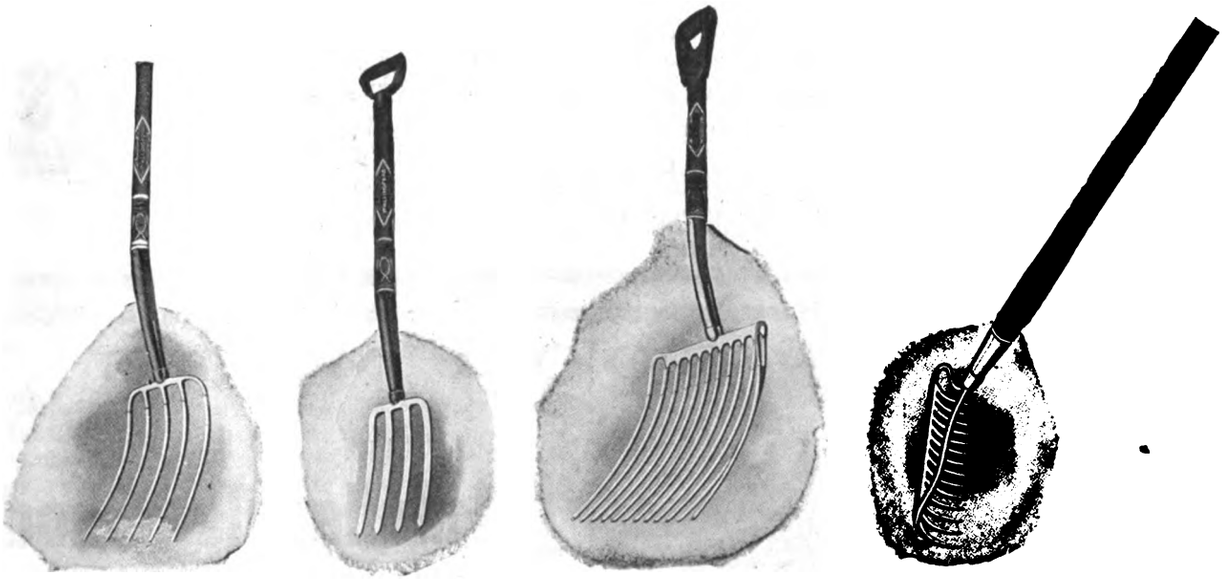


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THAT Is the Shear You Should Buy and the Shear You Should Sell

Which Kind do YOU Handle

The Screw-loose, Screw-set Shear

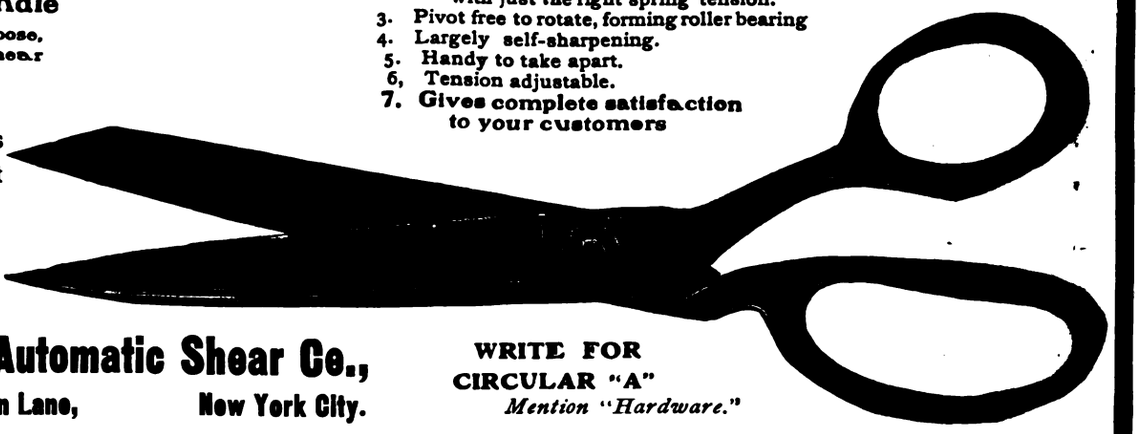
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The "Camera" Folding Lunch Box

INSECT - DUST - WATER - PROOF

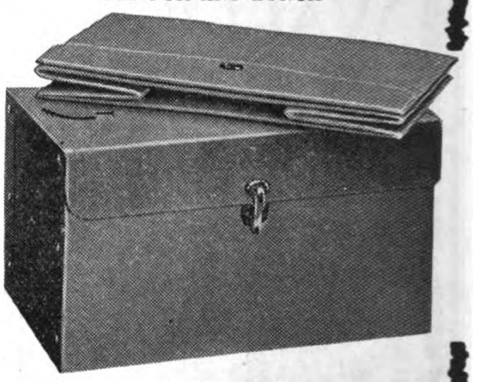
This is the original and best folding lunch box on the market.

Made from one entire piece of material of best fiber board, cloth-covered, and is easily folded, lasting and attractive in appearance.

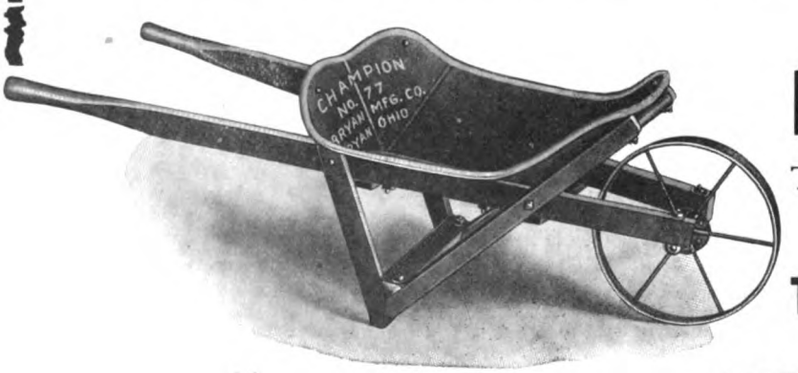
Send for Samples and Prices.

Rochester Lunch Box Mfg. Co.
ROCHESTER, N. Y.

FIT FOR ANY LUNCH



NO. 4--GOOD MADE



If It's

Malleable Shod

Try It, for There's Nothing to Equal It. You Know It.

THE BRYAN MFG. CO.
BRYAN, OHIO

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GET BUSY

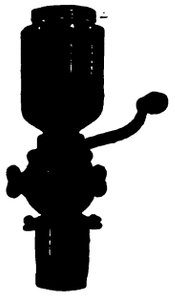
That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

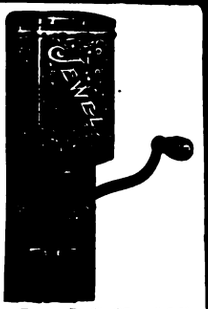
To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

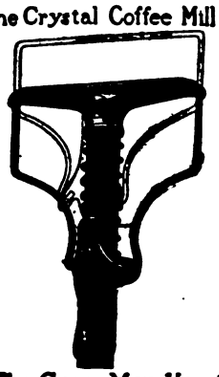
THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.



The Jewel Coffee Mill

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.



Eight Space Spice Cabinet

THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.



AD-EL-ITE

TRADE MARK

PAINT and VARNISH REMOVER

Do You Sell It?

That's the question your customers will soon be asking you. Do you sell Ad-el-ite?

We are going to spend thousands of dollars in advertising and will acquaint millions of people with Ad-el-ite

Our advertising will create an enormous demand for Ad-el-ite. Are you prepared to meet this demand?

Is your stock of Ad-el-ite complete? If not, now is the time to place your order. Don't wait until your competitor has taken advantage of it and is reaping the profits that our advertising is sure to bring.

Do it now. Today. Write for prices.

Adams & Elting Co.

Sta. 3 Chicago

Quality Sells

When Henry Disston was asked the question:

"What do you put in your saws?"

He replied:

"Good steel and honest work."

UPON THIS FOUNDATION IS BUILT

DISSTON QUALITY



"If you want a saw it is best to get one with a name on it that has a reputation. A man who has made a reputation for his goods knows its value as well as its cost and will maintain it."

HENRY DISSTON & SONS., Inc.

Established 1840. PHILADELPHIA, PA.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . . .



Sash Chains

"Giant," "Red Metal"

Cable and Jack

Chains . .

Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*. :-: :-: :-:



No. 40.

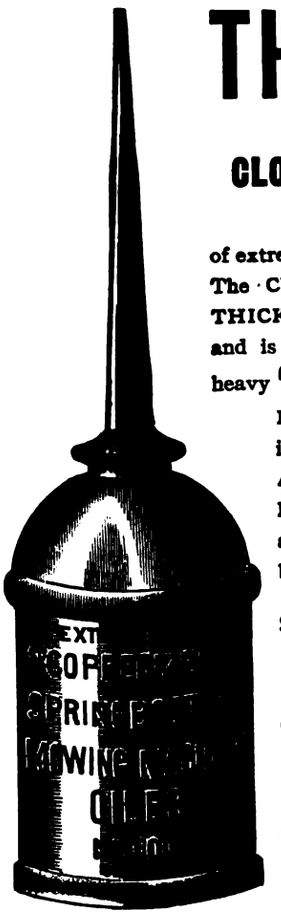
New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

CENTER PUNCH

No. 18-A



AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

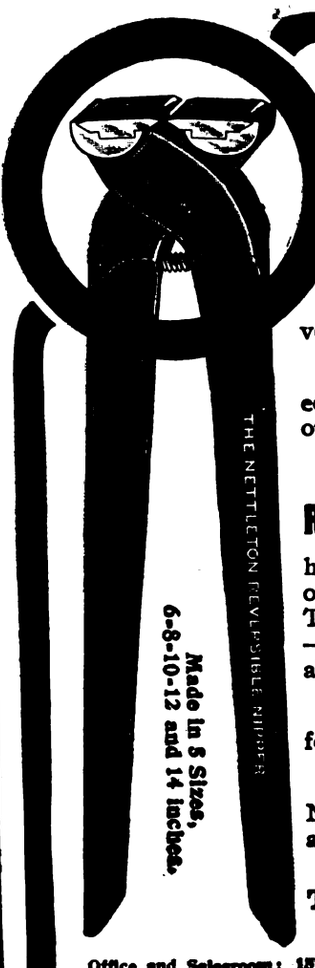
By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.

Athol, Mass., U. S. A.



ONE-HALF THE COST

and more—is saved by any mechanic buying the Nettleton Reversible Nipper.

Each "Nettleton" is equal to two nippers of any other make, for

THE NETTLETON REVERSIBLE NIPPER

has *two* fine cutting edges on *each* blade. Better still: The Nettleton is adjustable—reversible—interchangeable.

Costs you half the effort to sell it.

Talk Nettleton to the Nipper user in your town, and watch them sell!

THE NETTLETON MFG. CO.

Office and Salesroom: 157 CHAMBERS ST., NEW YORK.
Factory: MIDDLETOWN, CONN.
Address all correspondence pertaining to sales to N. Y. Office.

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HARDWARE

TROUT HARDWARE COMPANY.

Trout Hardware Company, 174, 176, 178 Lake Street, Chicago, Ill., are impressing this fact upon their trade: "On builders' Hardware, it will pay the trade well to write us before buying. We are sole Western agents for the most salable jobbing line being marketed to-day and make lowest factory prices. This is a class of goods that runs into money very fast, and when a dealer can save from ten to twenty-five per cent. right through and get the best standard goods, it is certainly worth investigating. In view of the strong upward tendency on nearly everything in the Hardware line, it will be to your interest to write us at once. Get your orders in and be protected. We also carry a most complete line of general Hardware, cutlery, sporting goods, ammunition, baseball goods, etc."

NICHOLSON FILE COMPANY SOUVENIR.

Nicholson File Co., Providence, R. I., commemorate the holiday season in good old-fashioned style. Mounted in good taste is an illustration of two old cronies dressed in the costume of one hundred years ago clasping right hands in a fraternal grip, and their left hand engaged in holding the long-stemmed "church warden" pipes are wishing each other "Health! Happiness! Good Luck! May these be yours through the coming year," while an old-fashioned clock indicates the psychological moment of midnight on December 31.

THE WEAVER HARDWARE COMPANY.

The Weaver Hardware Company, Rochester, N. Y., announce that having recently organized the company above, by April 1, 1907, they plan to occupy the stores Nos. 31, 33 and 35 Main Street, East, with which location their name has been identified since 1866; where they intend to conduct a wholesale and retail business in general Hardware, agricultural tools and implements and house furnishing goods, for which purpose they desire the catalogues of manufacturers of the above lines of goods and request a call, when in that city, of their representatives. They plan to use as temporary warehouse and office after January 1, 1907, the store at No. 1 Aqueduct Street, while awaiting the occupancy of stores as above.

AMERICAN LOGGING TOOL COMPANY.

Surpless, Dunn & Co., 74 and 76 Murray Street, New York, and 68 and 70 South Canal Street, Chicago, Ill., manufacturers' agents, have been appointed selling representatives for all domestic territory, except the Pacific Coast, and for all export territory, of the American Logging Tool Company, Chicago, Ill. It will be remembered that the latter company, the organization of which was reported some weeks ago, handles the output of several of the large manufacturers of these goods, which places Surpless, Dunn & Co. in a position to give the trade assurance of prompt execution of all orders entrusted to them.

WHAT IS "GOOD WILL?"

United States Circuit Court of Appeals Judge E. Henry Lacombe, in a decision, discusses the question of good will in the following language:

"Good will has been defined as 'all that good disposition which customers entertain towards the house or business identified by the particular name or firm, and which may induce them to continue giving their custom to it.' There is nothing marvelous or mysterious about it. When an individual, or a firm, or a corporation, has gone on for an unbroken series of years conducting a particular business, and has been so scrupulous in fulfilling every obligation, so careful of maintaining the standard of the goods dealt in, so absolutely honest and fair in all business dealings, that customers of the concern have become convinced that their experience in the future will be as satisfactory as it has been in the past, while such customers' good report of their own experiences tends continually to bring new customers to the same concern, there has been produced an element of value quite as important as—in some cases, perhaps, far more important than—the plant or machinery with which the business is carried on. That it is property is abundantly settled by authority, and, indeed, is not disputed. That in some cases it may be very valuable property is manifest. The individual who has created it by years of hard work and fair business dealing usually experiences no difficulty in finding men willing to pay him for it, if he be willing to sell it to them."

PROFIT-SHARING CHRISTMAS PRESENT.

Another New York manufacturing institution has joined the profit-sharing movement. The Three In One Oil Company of 141 Broadway, whose factories are located at Rahway, N. J., distributed a healthy sized bunch of Christmas plums to their various employees as Christmas presents; the same being a percentage of the employees' wages for the year. This co-operative sharing of profits is growing every year and ought to cement more closely the mutual interests of worker and employer. Particularly at the holiday season of the year should a profit-sharing plan appeal to the employees, as they not only get a share of their earnings of the Three In One Co., for the past year, but get the money at a time when it can be made to do a lot of useful and pleasure-producing things. The prosperous condition of the G. W. Cole Co., who are the original and sole manufacturers of Three In One Oil, is not at all surprising, as the volume of their business has been increasing wonderfully the past year. In fact it has severely taxed the capacity of their factory at different times. But Mr. Slee, president of the company, has always insisted on being in a position to make prompt and immediate shipments to jobbers no matter where they are located and how large their order for this famous oil may be.

THE RELIANCE EDGE TOOL COMPANY.

The readers of this magazine will be interested in learning that the new plant recently erected by the Reliance Edge Tool Company at Youngstown, Ohio, is now fully equipped for the production of their product. Under the management of C. H. McCarty, this company has been thoroughly organized for the production of the finest grades of Chisels, Gauges and Drawing Knives. The factory plans have been so carefully constructed and all departments equipped with the most modern machinery and appliances as to represent a model institution in this industry. For the marketing of their product, arrangements have been made with Surpless, Dunn & Company of New York and Chicago, who will act as exclusive sales agents. This firm, so well and favorably known among the Hardware trade, affords an Eastern and export office at 74 and 76 Murray Street, New York City, and a Western office at 68 and 70 South Canal Street, Chicago, Ill. An attractive and very useful price-list showing the variety of tools manufactured will be distributed early in January. Officers—E. L. Brown, President; C. H. McCarty, Vice-President and General Manager; G. E. Dudley, Secretary and Treasurer. Directors—E. L. Brown, C. H. McCarty, G. E. Dudley, Robert Bentley and W. A. Beecher.

MORLEY BROS.' MANUFACTURING DEPARTMENT PARTIALLY DESTROYED.

A fire started early in the afternoon of January 2nd in the manufacturing department of Morley Brothers, Saginaw, Mich., located in the Empire Block on Tilden Street. The blaze lasted over four hours. The loss was given by R. C. Morley as $40,000, of which $30,000 is on stock, $5,000 on machinery and $5,000 on the building. The loss is covered by an insurance of $42,500. The stock consisted of lumbering tools and raw material.

◆

Matthan Harbster has been elected president of the Reading Hardware Co., Reading, Pa., to succeed his son John E. Harbster.

◆

Over one thousand hands of the employes of the Gillette Safety Razor Co., New York, were most agreeably surprised when the manager of the company announced that as a special Christmas gift they were to receive Monday off with full pay. The best of feeling has always existed between the management and the employes of the famous safety razor company, and the appropriate gift came both as an expression of existing good will and a desire to gladden the hearts of the men and women who faithfully serve them.

◆

The "1900" Washer Co., Binghamton, N. Y., now have a branch in Europe, which opened recently in Antwerp, Belgium, and is in charge of J. R. Morrisons, who is the European representative, and has control of the entire field in Europe.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY
HARDWARE PUBLISHING CO.
309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2.50

T. A. MacINTYRE, - - - - - - President.
J. H. EDWARDS, - - - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - - Editor.
J. W. PENTZ, - - - - - - General Manager.

JANUARY 10, 1907

Editorial Trade Review

The year 1906 was noted for its unparalleled demand for goods of every description, the supplying of which was the one aim of the Hardwareman whose efforts to accomplish it were not tinged with the slightest feeling of speculation, but he was abundantly satisfied to accomplish his end could he only make certain that every opportunity of the year could be made a glowing certainty and success crown his every effort.

This was not in every case possible of a perfect achievement; there were too many obstacles to advancement to overcome which the manufacturers as well as dealers found to impede their progress, in addition to a lack of the necessary labor without which the manufacturers could not furnish the extra goods demanded; the greatest want being the necessary raw material, which was essential to its fulfillment. Then a shortage of cars was felt to transport the products either finished or in the shape of material to the waiting customer. The incalculable consumption of goods by our rapidly growing population was one of the reasons why this insistent state of our commercial growth found a natural outlet that made this unparalleled distribution a controlling factor.

The foundation of all this progress and successful achievement in all the coigns of vantage possessed by the Hardware trade especially, was to be found in the teeming crops of the recent years when increased acreage being redeemed from the wilderness, and some thousands of acres made possible by irrigation assisted by the government. Every workman, agricultural as well as mechanical, was employed at good wages to help bring about this state of affairs in which the work of the participant was well paid and contentment generally reigned supreme.

The absence of the speculative impulses so noted in other stages of successful "boom' years of Hardware was due almost entirely to the way the markets of our products were managed and controlled. The manufacturers made every effort to limit and restrain advances on their goods. Instead of taking advantage of every opportunity to make radical changes in the prices of their commodities, and thus start the wheels of speculation, they held down to a few five or ten per cent. advances, those changes in price that seemingly couldn't be avoided. They preferred as wide a distribution as possible and avoided any move that savored of a disposition to encourage buyers to enter up orders for large amounts.

The end of the year is seeing the record made still more manifest for the immediate future, advancing prices on the staple commodities as well as special brands of goods. Mark the assurance felt by so many that for six months of 1907 trade may be regarded as in the safest channels for continued success, and especially as nearly every one will commence the season with a stock abnormally light compared with the quantities wanted to supply the demand the trade requires.

Caution has become the watchword of the dealer and that will prove as a guiding star in the Spring trade approaching. Stocks will be moderately supplied, being held down steadily to a conservative demand at the augmented prices. The fear exists that the quotations next Fall will have to be of a character that will hold in check the immense quantity of goods that will mark the consumption of the country. The confidence engendered by the continued prosperity which surrounds us will not have the effect of making us lose sight of the landmarks of business, and plunge into the mysteries of the future that in six months may put a new aspect on things that this Spring seem so tinged with the appearance of perennial success. The large quantities of goods which are ordered for delivery this Spring will make the movements through every trade channel present the prospects of a season that in bulk of goods and avidity of buyers will bring with it every harbinger of success looked for by a sanguine trade. But what the future holds in store for us with all our increasing facilities for manufacturing, which may fail to make good, and the fear of overproduction which the older heads in the trade know something about advises the element of caution so that in event of light crops this year, the view of taking excellent care of our export trade, can be fostered largely.

The letters from our correspondents which on the average are of greater length than usual, more optimistic and even more philosophical, will repay perusal, portraying the conditions of the various parts of the continent from which they emanate.

The view of the few manufacturers from whom we solicited a few words of importance bearing directly on the conditions under which they were necessitated to form plans for the future, will all be read with a degree of interest that only increases the good judgment and common sense with which they are severally regarded.

A large part of the conservative and sound judgment advising them, that has welded the brightest members of the retail trade of the country into what seems like one harmonious body, will be found to be owing to the large controlling feeling that has organized them in the several State organizations which will hold conventions during the early months of this year. Many wise counsels prevail at all the gatherings, and the papers read and discussed, filled with lessons taught by their individual experiences, will be filled with the precepts of a successful business that gives evidence of the wide-reaching elements of energetic efforts that have made our trade the brainiest in the land.

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A TRADE FOR THE CHRISTMAS AFTERMATH.

Right after the recoil occasioned by the strenuous commercial life of the holidays is a good time to talk necessary tools for the coming season. Supplies are not so much in demand then until people get their industrial breath and settle down to business, but when the laborer begins to think about picking up his old kit and going to work for another year is the best time in the world to interest him in a new one.

For this particular purpose the mail order Hardware dealer has not in the past been quite an unmixed evil, although, no doubt, he has attracted a good many customers from the home retailer. A good many men who have been content to get along with the purchase of a single tool as needed, have become interested in the subject to the coveting stage by the skillfully advertised sets of tool offered by these patrons of the press. If the home retailer is then alert to his opportunities, he may by personal effort increase that interest to the purchasing stage.

It pays the retailer to keep close watch of these advertised offers and, during every slack season, as after the holidays, begin an active campaign supplementing the work already done by the advertisers in the magazines. Whenever these mail order advertisements are long continued it is pretty certain that there are trade possibilities. Instead of combating the idea, supplement it to the very best of your ability, not by a combination set of tools exactly like those being advertised, but made up as good business sense and past experience convinces you would be most likely to be locally popular.

It is true that the man who buys one of these sets is usually one who would have purchased several of the articles contained in it in the course of the year anyway. Still you are ahead the articles in the set he would not otherwise have purchased and his sales have all come in a bunch and earlier in the season than would have otherwise been the case. Then there is something especially attractive to the average mind in a collection of articles that is complete in itself and brings with it a convenient place for the keeping of each tool. The carpenter might prefer to choose his own set, piece by piece, as his necessities or breakage renders necessary; the farmer, a professional man, or tinkerer who does not really know what a set of carpenters' tools consists of but wants something that would be available in a variety of pastime work or home repairing, is pleased with the idea of having them ready selected for him and listed together for his purchase at one full swoop. Almost any man would rather buy a house and lot complete than to have afterwards to purchase poultry-house (if he mants one), horse barn, carriage house and every requirement separate. It is the same way in buying tools, but even more so. Sets mean completeness, expert selection, to the average man, and it is especially easy to interest them when he is not just then busy purchasing anything else in particular but is getting his forces together to hurl himself into one more year's campaign.

THE OLD SCORE.

Wipe out old scores with the New Year. Most of them originated in occasions of haste or temper or other indiscretion that does not deserve to be longer perpetuated; anyway they have all served their purpose in the year now closed, so just erase them from your mental ledger.

It is surprising, when we think of it, what tribute business men will pay to hatred, anger, jealousy and spite and other bitter little passions that were never meant to furnish the higher stories of the human intellect; and, when we think of it again, 'tis astonishing how many of these unworthy little passions we ourselves are harboring. Let's carry them all down cellar for this once and see how much more room we have to move about in, with all of this rubbish put away. If we can't quite believe it, we can lay it all up carefully in the moral rust and mold, where we may get it again if we find after trial that we really need it.

If our competitors have taken advantage of us in the past, we may of course decline to enter into associations with them that would only lead to future trouble, not as a spiteful memory of the past, but a safeguard for the future. If a customer whom we have trusted has been faithless to our trust, we need not tempt him in that way again, though we forgive the grudge that we have felt. There is a difference between business precautions based upon what we know of men and personal resentment against them.

Not any of us, if none but a commercial reason prevails, has time and room for all these grudges. Anger, malice, hatred all use up a goodly bit of nerve force that we all need in our own business. What right, then, has our enemy to take this out of its legitimate field? What fools we mortals be who let him.

WHEN TO CLEAN UP.

It's a poor sort of stick who cannot learn something from the experiences of others and there's a big lesson in the meat trust ventilation for every business man; clean up before compelled to by public opinion and save credit. The cleaning up will have to come anyway, so why not do it as a free will offering to public approval rather than an enforced concession to public condemnation.

Clean up the business methods that are a little antiquated or questionable. Don't wait for the irate customer to come along and say that he will never enter the store again until this or that objectionable method has been removed. It costs too much to win irate customers back again.

Clean up the shelf-worn antiquated stock. Get next to modern business demands. There is nothing easier than getting a reputation for never having anything that is wanted unless it is getting one for having things that will not fit into modern life. Don't wait for public pressure to compel the keeping of some much needed line or the substitution for an antiquated one of something that surpasses it in every way. Be the man to create the new demand and thereby gradually win the reputation of keeping the best place in town to go for the very latest improvements in all lines.

Clean up the disordered and dusty window. Replace the confusion with the cleanest stock, the latest attractions, the best thought. Clean up the newspaper advertising, that old battered cut has served its purpose, as a filler, years ago. Get busy now and say something that is fresh, attractive and up-to-date. Clean up the old, fly-specked stationery with its eighteen-hundred date line; then pay a visit to some printing office that has cleaned up also. Come out in a 1907 dress to receive your business visitors and be sure that dress is modeled after present fashions.

Clean up the old accounts. Go over disputed claims with creditors or debtors and once for all determine upon some line of action, then follow up that line until the old account is either wiped out or else put upon a new and indisputable basis. It is surprising how many old sores will begin to heal up soon as this is done. There is much to be lost and nothing gained by letting matters run until some one else throws the case into court to compel settlement. Be ready to meet every business associate a little more than half way and insist on putting things upon a business basis, not necessarily to enforce collection if that is not deemed necessary, but for the purpose of eliminating the worn out and battered up accounts of last century and replacing them with new ones which may be regarded as genuine assets (for some one) instead of heavy junk to clutter up the business.

Clean up the clerks and office force. Don't wait for people to become disgusted with the ignorant, slip-shod or discourteous treatment they receive; take enough personal interest in the customer to regard him as a guest of honor from the moment he enters the store until he leaves it. See that he is given true business hospitality without having to ask for it. It's the man who keeps a little ahead of the demands who makes a success where others fail. Let the clerks understand this and convince them by personal example that they will have to clean up their dusty, musty, cob-webbed brains or else make way for others who have undergone the renovating process.

Clean up the whole establishment, wherever it needs cleaning, before compelled to do so. So long as a man keeps in advance of what his customers have reason to expect, it is an easy matter to escape criticism; so soon as he lets them get ahead, the innovations they will demand are more than he can keep in line. It's the one who keeps ahead that is the master of his business; he who falls behind is the constant slave of all his customers' whims.

A MODERN WILLIAM TELL.

The Hopkins & Allen Arms Co., Norwich, Conn., are distributing to the trade a very taking imitation of a water-color sketch by that clever artist, Fletcher Ransom, which is denominated "A Modern William Tell," and depicts two boys, one of whom has a Hopkins & Allen Rifle which he is aiming at his dog, who sits unconcernedly upon his haunches adorned with a ripe, red apple on his head, in which he is supposed to act the part of the younger Tell according to the well accredited story. The boy with the rifle is created in a very natural pose, to which the dog lends a comic interest. A hat is placed upon a pole near by to serve as Gesler's and complete the story. The sketch is well worthy of a frame in which the single line that gives the title has in addition on the same line, the manufacturer's name and address, only with no advertising.

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THE MANUFACTURING OUTLOOK FOR 1907

THE OPTIMISTIC VIEWS OF THE LEADING MANUFACTURERS.

With the wish of knowing how the manufacturers in special lines of goods were enjoying such prosperous conditions on every hand, and whether they thought the future was destined to foster a continuance of such prosperity during the present year, we took the liberty of addressing an invitation to several of them to state their views on the trade they represented, and the sanguine hopes of these busy individuals based on the business of 1906, is given in the following letters:

GOODELL-PRATT CO.

THE SALE OF HIGH GRADE GOODS IN 1906.

On the sale of high-grade tools, we have received the following exceedingly suggestive letter from W. M. Pratt, of the Goodell-Pratt Co., Greenfield, Mass., in which our readers will find many suggestions they can profit by, bearing upon the demands of the future. What Mr. Pratt has to say in regard to a possible shortage in stock in the near future will be read with interest, knowing how scarce skilled labor is, and how difficult of obtainment. This and the inability of obtaining the proper material promptly, are matters that enter into the problems of the future.

Editor HARDWARE:

I wish it were possible for me to reply to your esteemed favor in a manner at all satisfactory to myself. The facts in the case are: We are up against it good and hard, the cost of everything which is consumed in our factory is continually advancing and the goods we are producing, we are selling at exactly the same prices that were in effect two years or more ago.

You ask us why we do it. I will answer you frankly: Because we believe that the purchasing power of the consuming mechanic is already strained; he is earning a large wage, that we will admit, but he has many uses for his earnings; tools he has to have, to be sure, specialties are always looked upon by many mechanics in the nature of a luxury.

We do not believe they are a luxury, we believe they are a necessity, that a mechanic's efficiency is enhanced because of the implements or tools he possesses and knows how to use. On the other hand we should not be guardians of his interest did we not exhaust every endeavor in an effort to increase the purchasing power of his dollar by keeping our prices at the lowest possible notch, consistent if you please with the same high standards of quality we have always maintained; and while we are still hoping that it will be possible for us to pull through these strenuous times without advancing our selling prices, the narrow margin between the need and the absolute necessity may soon be wiped away.

Unless all signs fail, the new year, which is about to be ushered in, will show the largest volume of business in manufactured goods that was ever known, and those thoughtful and far-seeing members of the Hardware fraternity who have in their wisdom anticipated their requirements and fortified themselves against serious shortages that are bound to exist as the season progresses, will have many opportunities to congratulate themselves, for they will have builded better than they knew.

Can there be such a thing as too much prosperity? We are inclined at times to think so; under ordinary conditions the demand for labor-saving devices will naturally increase as their field of usefulness widens, and an understanding of their capabilities becomes more general. We can naturally expect a continued increase in the demand for mechanical tools and specialties, because this is truly a mechanical age and they are required not only in the development of our own country but among other civilized nations as well; this alone would suffice to keep us fully employed, but added to it is an unprecedented demand and a scarcity of material that makes it very nearly impossible to supply the requirements of our customers with even reasonable promptness.

We can only add that we are making every effort to take care of our customers, and shall continue to do so. The large increase which we made in 1905 has helped us during the present year, unfortunately the changes and improvements which we have now under contemplation will avail little during the coming year, and it is difficult for us to see how we can increase our production for next year; and if we could increase our productive capacity, we doubt our ability to get material, and there you are.

W. M. PRATT.

THE H. D. SMITH & CO.

The views of Louis H. Schmitt, of The H. D. Smith & Co., Plantsville, Conn., are optimistic as to the future in an eminent degree. He speaks in high terms of the policy pursued during the year by the leading producers of material in giving such careful control to their manufactured product that the speculative feeling was kept in the background, and few changes were necessary of the "boom" kind to mar the prosperity of the trade or keep the trade guessing as to the future.

Editor HARDWARE:

The situation with us on tools, especially our "Perfect Handle" tools, is excellent; our trade on the same has nearly doubled in the past year. With the present splendid conditions it is not very difficult to sell high grade goods, especially if their value is easily discernible to the consumer.

We continually offer up thanks for the two great elements of prosperity that conduce to our welfare, and by the same token the welfare of the whole country, namely, good crops and the sensible, well managed, thinking for the future, large corporations, that to a certain extent control the price of the raw and semi-raw material that enters into the manufacture of our goods.

It speaks well for the longevity of the country's present prosperity, that it is so politician proof; it speaks well for the people of our country that they set up their images not to be worshipped.

Wishing you the compliments of the season and all prosperity and contentment, I am,

LOUIS H. SCHMITT, *Sec'y.*

CRONK & CARRIER MFG. CO.

The Cronk & Carrier Mfg. Co., Elmira, N. Y., in the letter which follows, believe our trade prosperity is long and well sustained from our constantly increasing immigration, which by that means alone adds one million souls yearly to our steady overflow. This, combined with our crops, which are of record character, is to be held responsible for our great prosperity, and will cause "the year 1907 to be the most prosperous year this country has ever seen."

Editor HARDWARE:

We have been asked repeatedly how long these prosperous times would continue. This is a difficult question to answer. To us it appears that the present phenomenal business is not a boom, but is the actual increased growth of our country which is causing a demand for goods far beyond anything we ever had. When we take into account the fact that there are over 1,000,000 people landing in this country each year, and even if they are most of them poor, they are obliged to have something to eat, wear and work with, we certainly can see no reason for any let-up in the present prosperous times for the whole of 1907, unless the next year's crops should prove a failure. Of course, with the failure of crops there would be some dropping off in business the last half of the year. We cannot find that dealers are speculating by putting in a stock large enough to last a year or two, the demand for goods being for actual needs, and as the prosperous times appear to have struck all parts of the United States, it is not likely that there will be any general failure of crops throughout the entire United States to affect the whole country. We, therefore, believe that we are safe in expecting the year 1907 to be the most prosperous year this country has ever seen. 1906 we thought was a wonderful year, but present indications, with us at least, lead us to look for better things the coming year.

THE CRONK & CARRIER MFG. CO.

THE CONTINENTAL COMPANY.

From W. B. Phillips, president of the A. J. Phillips Co., we have received a review of the screen door and window screen industry, which covers the whole field. He refers to several reforms in the trade that will advance the dealers' interests and enable them to obtain a better supply more promptly.

Editor HARDWADE:

Replying to your recent favor asking for a statement in regard to the present condition of the Screen Door and Window

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Screen industry, we are pleased to say that the outlook is quite satisfactory. Last season we sold our product to the Continental Co. of Detroit, and that company is handling our product this year. Notwithstanding the extreme advance in the cost of wire cloth, the Continental Co. thought best to refrain from advancing its prices. This seems to have met with the approval of the trade generally, especially so as this was done in the face of advances on all kinds of goods, as well as a universal shortage of goods from manufacturers.

There seems to be an idea abroad that wire cloth will be advanced again soon, and that in consequence manufacturers of Screen Doors and Window Screens will have to advance their prices, therefore specifications from jobbers are coming in in immense quantities. The chances are that there will be some shortage in the supply of Screen Doors and Window Screens for early shipment, but the Continental Co., no doubt, will be able to supply the trade comfortably as the goods are actually needed by the consumers. The different manufacturers that supply the Continental Co. are making their lines more uniform, thus making it impossible to ship one line from any of the factories, and making the entire product of all the factories available in case any factory should be oversold. In view of the fact that the Continental Co. factories represent a normal capacity of 18 big furniture carloads per day, it is expected that the service will be satisfactory notwithstanding the increased demand.

There was some prospect that there would be several new Screen factories the coming season, but most of these apparently have failed to materialize, no doubt because at the present prices there is no inducement for intelligent business people to go into the business. Aside from this, it is now coming to be quite well understood that buyers hesitate to leave a *certain* source of supply and an established standard of quality, for an *uncertain* source of supply and the inferior product of a factory during its experimental years. It is very well recognized, indeed, in the Screen industry that goods which are not standard must be sold for a good deal less than the prices of standard goods. Stocks of Screen Doors and Window Screens are apparently well cleaned out and there should be an increased and satisfactory business the coming season.

THE A. J. PHILLIPS CO.

THE OLIVER IRON AND STEEL CO.

We have received from H. B. Lupton, vice-president of the Oliver Iron and Steel Co., the following letter in which he refers to the present prosperity in his especial line, in a manner as characteristic as philosophical.

Editor HARDWARE:

We note in yours of recent date that you want a few lines from us, showing the high-grade hopes of the iron and steel industry.

A correspondent from one of the trade journals has referred to the possibility of the present prosperity getting "over-ripe." We think we understand just what our friend meant, but, when demand is in excess of production, and the buyers paying above the market prices for prompt delivery of material, it establishes new market prices and makes the sellers very independent. When we consider that the Western farmer a few years ago was loaded down with debt, and his account with his store-keeper only settled once a year, and that the change in conditions caused by abundant crops has put this farmer out of debt, and, to an extent, made him a capitalist, we can better appreciate the wonderful change in economic conditions throughout the entire country. The great consumer of iron and steel product, in fact, it is estimated that the consumer of 40 per cent of steel and iron made, is the railroad interests. They are now securing full rates for their freight and reasonably fair rates for passenger traffic, and, with passes and rebates entirely eliminated, it makes them free buyers of all their commodity. They are laying heavier rails, building stronger bridges and heavier cars than ever before, and, there really is not enough freight cars to-day to handle the immense traffic of the country. When a change comes in railroad earnings and they curtail their purchases, then will be the time for us to consider new conditions in iron and steel, but, as far as we can hear, that will not occur during 1907. Of course, if there should be a serious failure of crops next summer, it would, to an extent, affect business; that is, the farmer would curtail his living expenses and the railroads would not have so much material to haul. Our business extends to all sections of the country, and from every section comes but the one report, that business was never better.

OLIVER IRON & STEEL COMPANY,
HENRY B. LUPTON.
Vice President.

FIREARMS—PRESENT AND FUTURE.

From a prominent manufacturer of Firearms we have received the following letter:

The year just past has taxed to the utmost the capacity of all the leading firearms factories, and many have been three and four months behind their orders since the season opened, and the prospect for even an increased trade for 1907 is apparent to all. Nearly all makers of popular goods are preparing for this increased demand, so there will probably be less back ordering in 1907 than there was in 1906.

American-made firearms have practically driven foreign makes out of this market, but if Congress decides to "doctor" the tariff and reduce the duty, it would cripple this growing industry, and free trade would reduce the home output by at least one-half.

Wise (?) State legislation has had much to do with reducing the sale of firearms in many States, and I doubt if the public realize how many bills are introduced in many State legislatures that the originator expects will be bought off, and firearms bills especially are attractive for the "leeches."

Some of the jobbers are feeling very bad, because manufacturers allow their wares to be used for premium purposes, and firearms are as attractive as anything in the Hardware line, but the jobbers who are "howling" the loudest have been in the past the most persistent in selling *all classes* of premium concerns, and are even now so doing "on the quiet."

As the jobbers supply by far the greater amount of Hardware for premium purposes, it is absurd for them to criticise others for doing the same as they do. I am safe in stating two-thirds of the jobbers are *ready to-day* to sell goods for premium purposes in one way or another, and some are cutting prices to get this business. This I know.

When jobbers resolve against manufacturers selling their goods to be used as premiums, and are themselves getting the lion's share of this business, they hurt themselves, for by preaching sophistry they are shown up in their true light.

Firearms manufacturers are enjoying their share of prosperity with no cloud in the horizon, but are not able to advance their prices as do makers of other goods, and gun goods taken as a whole are sold very low indeed.

Single gun makers have at last seen the folly of selling at a loss, and have made a slight advance, but only about a quarter of what it should have been, but if this proves a wise move as I believe it will, there will be "more to follow."

All in all, the present and prospective condition of the firearms market for manufacturer, jobber and retailer, was never in as healthy a condition as it is to-day. We do not expect to reach Utopia—always expect petty annoyances, for it spurs us on to greater activity, but we can never hope for better conditions all along the line than they are to-day. C. F. M.

THE STANDARD CHAIN COMPANY.

From John C. Schmidt, president of the Standard Chain Company, we have received a letter which shows the healthy condition of the Chain industry throughout, under present circumstances. The manufacturers evidently have very encouraging orders on their books for several months ahead, and the conservative manner in which this industry has been handled in 1906 should insure a steady demand for their production during 1907, provided the necessary raw material is forthcoming.

Editor HARDWARE:

Replying to your esteemed inquiry in regard to the prospects in the chain industry during the year 1907, would say that we are now, as the year is going out, with order books crowded, having an insistent and persistent demand for more goods. It has been said that many laws can be changed and circumvented except the law of supply and demand, and it is this rigorous law which affects the market now. It is well nigh impossible to get a sufficient supply of raw material and the troubles of the manufacturer are still further aggravated by the car shortage which is being experienced throughout the entire country. All of these things have their effect upon the business for 1907.

All manufacturers are starting out with overcrowded order books and with absolutely no stocks of finished material and but little stock of raw material. Judging by the persistent demands of the jobbers, their stocks also are depleted to an extraordinary extent. During 1907 therefore when the dull season comes on next summer, it will require this time to make up normal stocks, and consequently I look for a good demand throughout the entire year.

We have been blessed with magnificent crops for a succession of years and the purchasing power of the entire community is thereby greatly increased. This is noticeable in the specifica-

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tions of dealers for an increased proportion of higher grades of chain as they recognize the additional purchasing power and the ultimate economy by reason of their use.

The necessary extensions required of the railroads to handle the traffic offered promises to keep up a strong demand from that great source throughout the year.

When one considers the increased cost of raw material, labor, fuel and all supplies, prices in the chain industry have been remarkably conservative and relatively cheap, and this promises to be the case during the coming year.

JOHN C. SCHMIDT, Pres.

THE L. S. STARRETT CO.

From the L. S. Starrett Co., Athol, Mass., we have received the following, showing how a series of improvements are contemplated in order to keep abreast of their trade:

Editor HARDWARE:

We have your favor of the 3rd, asking for a few lines in regard to the business situation from our point of view. We beg leave to state that the volume of our business has been steadily increasing, and in fact, it has increased more rapidly than we have been able to keep up with. We are consequently behind on a number of lines, the shortage being due in some measure to the delay in getting material with which to make goods. The increase in facilities which we are trying to make is badly retarded by the long time it takes to get anything in the machinery line. We have an addition to our factory 288 feet long, just roofed over, which will be completed within a few weeks, and if we can get machinery, material and employees, we hope to be able soon to fill our orders with the promptness which our friends in the trade have a right to expect, and which we are very anxious to give them. In addition to the slow deliveries on material and machinery, we find it hard work to get as many employees of the kind we require, as we would like to. We feel very grateful to our friends, the dealers, for their great loyalty to our tools and for their forbearance in putting up with unavoidable delays in getting some of the goods ordered of us.

The present prosperity seems to extend in every direction and through every industry that we come in contact with. We hope it will not increase to such an extent that everybody will want everybody else to work for him. We wish HARDWARE a very prosperous New Year, and beg leave to remain,

THE L. S. STARRETT CO.

L. & I. J. WHITE COMPANY.

From the L. & I. J. White Co., the veteran tool manufacturers, we have received the following, who speak very optimistically regarding the immediate future:

Editor HARDWARE:

We are pleased to state that the year just closed has been one of unusual activity and prosperity in nearly all lines of business, and we believe that the year 1907 bids fair to even surpass that of 1906. There is a constant growing demand for high-class grade of goods in nearly all lines, as many jobbers are finding it to their advantage to cut out the cheaper class of goods, as far as possible, and handle only the better quality. The greatest trouble with manufacturers is in being able to keep a supply of raw material on hand for their use, and to get their orders out promptly. Many of them are very much behind in making shipments, owing to the large number of orders which have been received. Many of these orders come unsolicited, except on the reputation already established. Unless something unforeseen occurs we believe that the year 1907 will capture the banner for all successful years.

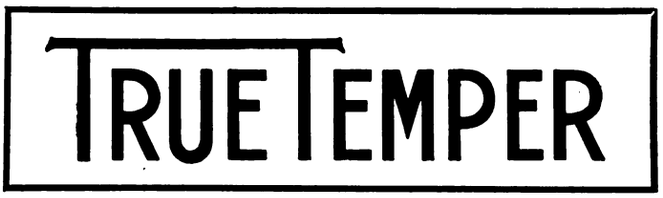
THE L. & I. J. WHITE CO.,
JOHN G. H. MARVIN, *Pres. and Treas.*

A NEW TRADE MARK.

Rarely do we see a trade-mark in which is combined artistic design, peculiar appropriateness, commercial value and attractiveness to such a high degree as is demonstrated by the new "True Temper" name and trade-mark of the American Fork & Hoe Company, Cleveland, Ohio. It represents the new standard of tool production recently adopted by this concern, and in accordance with which its first quality brands are now manufactured. In addition to the labels used by the various American Fork & Hoe Company factories, this new brand will be placed on tools which meet with the requirements of the standard it represents. It endorses the first quality brands, and stamps them as the best that are produced.

The process by which this new trade-mark was devised is interesting. An appropriate name was sought in order that it might be the more easily associated with the goods it represented; an euphonious name that had an agreeable ring to it, and which the tongue could nicely handle was desired. After much study, the name "True Temper" was accepted, because it complies with those two requirements, and also expresses two highly important features of a good tool; which must be true in quality, construction and temper.

By the observer, "True Temper" is directly and instantly associated with steel goods, and therefore is easily remembered.



In devising the trade-mark design, appropriateness was also of prime importance, and how well the American Fork & Hoe Company succeeded in their efforts is plainly demonstrated by a mere glance at the illustration which accompanies this article. The fork and hoe not only herald the nature of the business, and inform the observer what are the products, but in this case embodies a suggestion of the name of the manufacturers.

DEATH OF ANDREW CORBIN.

Andrew Corbin, brother of Philip Corbin, president of the American Hardware Corporation, and one of the brothers who builded the magnificent industry of the house of P. & F. Corbin, died January 4 at Dr. E. L. Styles's sanitarium on Court Street, New Britain, Conn. Mr. Corbin had been in ill health for three years and a half. The strain of his large responsibilities at the concern finally proved too strong for him, and he had to give up, greatly to the sorrow of his fellow factory managers, who recognized his signal ability and whose winning and affable manner had endeared him to their hearts from years of close fellowship. By none was it felt more keenly than by his brother, Philip, as the two had the most kindly feeling for each other. Mr. Corbin had to be placed in a sanitarium owing to his unfortunate condition. He had been at Dr. Styles's sanitarium since December 15, 1903. He has had constant attendance under the care of a trained nurse and sometimes two or more attendants.

In 1858, Andrew Corbin became identified with the company, and he took an active part in the conduct of its affairs up to the time of his illness. In 1860 Frank Corbin, one of the founders, gave up his connection with the company to embark in the plumbers' supply business and Andrew went to New York to take charge of the store. Mr. Corbin remained in New York until 1872, when he came back to the factory to become general manager, a post he held throughout the remainder of his active business life.

He was a man of rare mechanical ability with a quick, accurate judgment of the relative value of the process of manufacture and the Corbin faculty of planning upon broad lines for future needs. It would be difficult to overstate the influence he exerted upon the business. He and his brother Philip, working and planning together, made the factory what it is to-day, as homogeneous and convenient as though planned and built as a whole instead of being erected piecemeal and at intervals of years between building.

With his return from New York, a new and more vigorous spirit seemed to animate the concern. It was at about this time that local competitors came to look upon the business as a permanent one and ceased to oppose it except in the market, and the last superficial aspect of anything like a life and death struggle for existence and local recognition disappeared. Andrew Corbin managed the production with the late John M. Spring, the superintendent, to carry out the details. Quiet and unassuring to the verge of self effacement, the quickening and masterful impulse of Andrew Corbin's factory management has been felt and seen, but never exploited, and will continue to do so, as long as the present line is made in the building now occupied. Andrew's place in New York was left to the youngest brother, George S. Corbin.

Mr. Corbin married Mary Moore November 8, 1854. His wife died a year ago last September. He leaves a daughter, Mrs. Charles E. Wetmore, two brothers, Philip Corbin, president of the American Hardware Corporation, and E. Albert Corbin of Philadelphia, and two sisters, the Misses Lois and Ann Corbin of West Hartford. He is also survived by the following nephews and nieces: George W. Corbin, president of the Cabinet Lock Company; Albert E. Corbin, vice-president of the Union Works; William H. Corbin, a foreman at the Corbin plant; Miss Dell Corbin, Frank E. Corbin of Santa Barbara, Cal.; Willis P. Corbin, manager of H. H. Corbin & Son; Mrs. Mary Rogers of Meriden, Charles Corbin of Martha's Vineyard, Mrs. Clara Corbin Wilson, Albert Corbin of Philadelphia, and Arthur Corbin of Springfield.

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WITH OUR CORRESPONDENTS

THE PHILADELPHIA TRADE.

In pondering over the past year of 1906, we Philadelphians, as well as the country at large, have a great deal for which to be thankful. There has not been a time in recent years when the demand for manufactured articles of all kinds has been as heavy, and the words "Record Breaker" will be allied with it by many. As far as our individual business is concerned, it has been one of the largest in its history.

Everyone has been compelled to devote a greater number of hours each day in the effort to keep apace with the business offered them. Factories in many places have been running night and day in order to supply material by the time it was needed, but in spite of all the extra amount of energy applied, it has been impossible to secure deliveries when desired unless specified for months in advance, and even then only after a series of urging letters have been written. The great beauty of all this, as far as the welfare of the business of the country is concerned, is that until within the last month or so, the orders in the hands of the factories were for immediate requirements. Of course, since that time, owing to advances all along the line, especially noticeable in anything in which cooper, brass and wood played important parts, there has no doubt been some speculative buying, and it is altogether likely manufacturers to-day have a great deal of business covering their customers' needs for the early part of this year, although quite a number of the larger ones, with whom we have come in contact recently, claim to have com-



D. H. REDDIE.

paratively little business of this order in proportion to that on which immediate shipment is requested. This goes to show that the demand continues without any sign of abatement, and if one looks around and takes into consideration the enormous enterprises in process of construction, they cannot help but be imbued with the fact that prosperity reigns supreme at the present time.

Now, as far as Hardware prospects for the year 1907 are concerned, we are exceedingly hopeful, and have laid our plans for a large volume in the Spring months.

We find, upon going over replies received from a letter written the leading manufacturers of Hardware and similar lines with whom we have dealings, that the general consensus of opinion is that a volume equal, if not greater than that of 1906, is practically assured for the first half of the year, and if crops are as bounteous this year as last, there is no reason why there should be any falling off, unless there should be trouble in the financial situation.

Everyone in the business world to-day is traveling at a rapid pace—competition is very keen, and it is only the alert who can expect to win. But as to how long this can last, no one can definitely foretell—if they could, their fortunes would be made.

In an article published in a recent issue of the Philadelphia *Press* entitled "America Triumphant," in which the natural wonders and artificial triumphs of this country were enumerated, it was stated "that in the United States the most gigantic commercial enterprises are undertaken, the greatest fortunes accumulated and the biggest deals in every line of business made; also that this country produces a greater quantity of raw material than any other." With these facts before us, the question arises as to what is the best method to control this condition for the good of all—we cannot stand still, each one naturally looks at their own business—scans existing evils and tries to devise some plan for their elimination, and in doing so, one thing comes to the writer's mind and that is the "Direct Shipment" business, or in other words, the shipping of merchandise direct from the mill to the jobbers' customers. This has grown considerably of late years, and the jobber has been forced to it on account of having to make freight allowances. How much better it would be for all concerned if this policy could be abolished. Let the jobber who has the ability to buy and store large quantities of goods distribute them to his trade direct from his stock, and not be compelled to ship from the factory, often to points within a few miles of his own city, simply because it is necessary to make a freight allowance.

We are sure this will appeal to many of the leading manufacturers who are now asked to handle business of this kind, and some of them seem to be working toward this end by charging an extra 2½ or 5 per cent. on such business. The retail dealer would also be benefited, as he would be enabled to secure much more prompt deliveries.

We wish the readers of HARDWARE as prosperous a New Year as everyone seems to predict.

BIDDLE HARDWARE CO.
D. H. Reddie.

THE CLEVELAND TRADE.

There has been a marked improvement in business methods the past year, much of which is due to organization among manufacturers, jobbers and retailers. The rights of each are considered by the others. Competition that has no regard or consideration for its effect upon business, is less rife. Manufacturers are more carefully considering the effects of their selling



HON. C. B. LOCKWOOD.

plans on the trade. Jobbers were never more anxious to profitably serve their customers and there is a greatly increased interest and effort among retailers to make themselves useful to their customers, and among their customers pride in local prosperity is increasing. There is no doubt that organization among retailers has improved their business and increased their ability

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to serve the community. They have better stocks and up-to-date service. They have learned that poor goods at low prices are not wanted. Cheap racket stores are not popular. The people have money to pay and want the best goods the country affords. Not the cheapest but the best wins as never before. Buying Christmas presents this season has emphasized this fact. Cheap trash is left over, even in toys. Are they durable and will they work, has been the question more than the price. The tools a man buys, the clothes he wears, the kitchen utensils he furnishes and what his family wears, gauges his citizenship. It is a great gain to be freed from the waste that the desire for cheapness has cost. It has been the stock in trade that has built up the catalog houses. We are not yet done in eliminating all faults. There are some things that need correcting.

The manufacturer who makes an extra discount to one house because the order is for a large quantity is creating a competition in his own price. The extra discount is likely to become general. In trying to get the friendship of one house he does an injustice to all his other customers. This is one of the most potent elements of demoralization. It is aiding in building up one customer at the expense of all the others, and it makes unfair competition. Price fixed on quantity tends to over-purchasing to reach the larger quantity, and then unloading the surplus at a cut price in a competitor's territory. The manufacturer who makes his prices giving himself a fair profit and sells his goods through legitimate channels, giving his customers an even chance for business, is doing as he would like to be done by, and that old rule commands respect. Rebating is becoming unpopular. The old year leaves us on the topmost wave of prosperity. 1907 will find a luxurious welcome. Our house is swept and garnished. If the manly moral and ethical spirit keeps pace with material prosperity we shall be a great nation. Edward Everett Hale has recently said: "We are finding out that we can *if we wish to* be partakers of the Divine Nature." With big crops, big banks, big corporations, big exports, we need big men, and this is the way they can be furnished. Indifference along these lines is our present danger. Mistakes of over-enthusiasm for right we can overlook. Plotting for deviltry is the danger. Light being let into dark places is essential in housecleaning. Conviction and punishment of men in high places strengthens respect for government, and kindles patriotism. It is the undiscovered official corruption that disgraces. Uprightness exalteth a nation. Activity in uncovering rascality encourages integrity.

Experience has shown that competition uncontrolled by law is the death of itself, as it ends in monopoly. A large accumulation of wealth in the hands of a few, makes it necessary to protect business by restraining competition, which under other conditions has been regarded as the life of trade. To prevent wealth from effacing manhood is a legitimate government function, because the rights of men are more sacred than the rights of property. In a government of the people we must make, if necessary, a new precedent, making competition where it tends to monopoly illegal, modifying it by the moral law. Capital must be content with a fair deal and must not encroach on the rights of others. Habit has so confirmed the right to do with one's own as he chooses, that it will require the aid of law to enforce the new principle. The rich need it, to protect their capital, and the poor need it to protect their rights. Associations in business have done much to prepare the way for such a reform. It needed a brave leader to suggest it in the face of custom that had obtained such universal usage, that it was regarded as a private right, to do as one chose with his own, but civilization is steadily improving in ethical principles. This is what civilization means and it has gone a long way, but has not yet reached perfection.

THE LOCKWOOD-TAYLOR HARDWARE CO.

C. B. LOCKWOOD, *President.*

THE PITTSBURGH TRADE.

Another year completed and a new year begun. There is a good deal of tameness in these years but enough of variety to make each an interesting study, both in forecast and retrospect. The past year made a record in the amount of business done, exceeding the high mark set in 1902. Manufacturers have been pushed to their extreme capacity and merchants have had difficulty in getting enough goods to supply the demand. Singular as it may seem, much of this business has been done by the wholesaler at little or no profit, while their force was pushed to the utmost to keep up with orders; the salesmen were permitted to take orders for many staple items below the average cost of doing business. This habit of making leaders of certain items has become so ingrained into the jobbing trade that it will be hard to change, yet there is no real necessity for it. The writer remembers when the retail merchant came in to buy and made the tour of the various houses, asking the price of axes. The house giving the lowest price on axes got his entire order without further question. He did not know the value of any other goods. At present, however, the retailer knows prices all through the line, and requires each and every item to be made right in price. This being the case the excuse for leaders is done away with and a fair average profit should be asked on all goods handled. Manufacturers are beginning to realize that while the jobber must handle staple goods, even if sold without profit. Yet he takes no interest in the sale of such goods, will not push them and only sells them because he must. Some have succeeded in getting their goods out of the class of leaders with the result of increasing sales and making the relations of manufacturers and jobbers more agreeable.

Prices advanced very considerably during the latter half of 1906. The advance is based upon the increased price of iron, lumber, cotton and copper, in the raw material, and also upon the increase in labor cost. Back of these is of course the heavy demand, and back of this the general prosperity of the country caused by continued years of large crops. There has never been a term of better times in this country than we are experi-



GEORGE B. LOGAN.

encing at present, and so far as we can see 1907 will be the equal or better than 1906. There has been greater steadiness to prices since the advent of the large corporation. Ten years ago such a demand as we now have for iron and steel would have sent values sky high for six months or a year, to be followed by a big drop, when the profit of the previous year would be swallowed up. As things are now managed by the great concerns prices are advanced slowly, even under a heavy demand, and recede in the same way. This makes it better for those carrying stocks, giving time to adjust to the changed conditions.

As intimated above the general expectation is for a big business in 1907. Orders for the output of the mills and furnaces have been placed, running well through the year at present prices. Railroads and other large consumers have confidence that they will need large supplies and must enter orders now to make sure of getting them. Car companies have orders that will keep them busy all year. Of course, a failure of crops would cause a halt, but this would not be felt until the latter part of the year, and in a country with such diversified crops and climate there is not much probability of entire failure.

As to the future of the jobbing trade as such, compared with other methods of distribution, we believe the jobber will stay. It would be interesting to know the statistics of the past ten or fifteen years in this distribution. Probably it would show a greater increase by other methods, but as these started from nothing, this is natural. The second or third decade of competition will give a better idea of the staying qualities of each. A parcels post law would be a sad blow to both wholesale and retail merchant. If Uncle Sam carries goods from manufacturer

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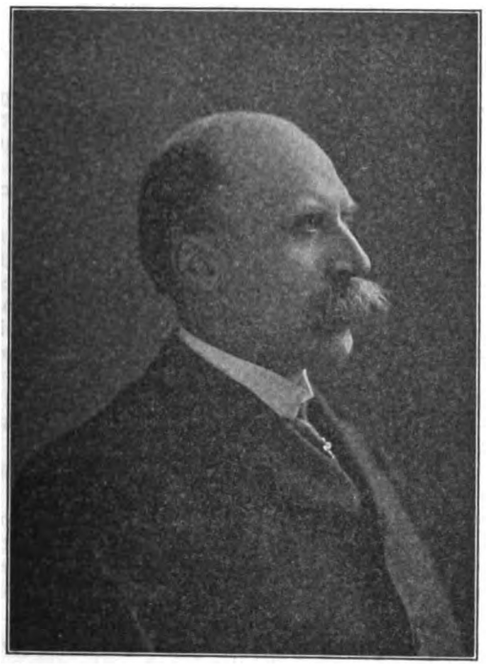
to consumer at one-tenth of the cost for such service, merchants would be at great disadvantage and might have to go out of business. We hardly believe our legislators are ready to go to such lengths as to revolutionize business and slap in the face so large a class of good citizens.

Retail merchants will do well to get in orders for Spring goods early. We know of a shortage in some items and that jobbers have not been able to secure their full stocks.

LOGAN-GREGG HARDWARE CO.

THE COLUMBUS TRADE.

Another year is added to the past, and opportunities are gone so far as 1906 is concerned. We may realize where we made mistakes and, like Happy Hank, know better the next time. If we do, there is a chance to make good where we failed in 1906. The past year has been the most trying and worrying year in my entire business experience. It has also been the biggest year in our history for business. Had it been possible to get goods promptly a very much larger volume of business would have been done. When it takes three to six months to get goods and then have them come in dray loads instead of car loads as



J. H. SMITH.

ordered, it is discouraging; and every jobber knows that was the history of 1906. Managers took orders for delivery in August that were not filled complete until in November. Slow deliveries made extra clerical work on account of constant explanations to your customers' inquiries about shipments. It was wearing on your nerves and Christianity.

The continual and varied advances have made irregular prices among jobbers. Some with good contracts on certain articles have not added the full advance. One jobber may think he is long on one article, while another jobber is long on a different article and so on through the line. The result is uneven prices, and the retailer is enabled to buy many goods for less than the jobber can replace them. I have in mind an article that we paid $675.00 more for one car for 1907 than we bought the same article and same make for in 1906. Were we to buy it to-day, it would cost us $1050.00 more than in 1906; and we are booking orders at $10.00 per ton less than we could replace the goods for, and strange to say we have had to meet a price of $5.00 per ton lower than orders were booked at, which means $15.00 per ton less than the goods can be replaced for. Some jobbers get an idea that they are the only one that is covered at a low price. They had better "wake up," the other fellow has not been sleeping. The only safe and correct way to sell goods is to keep with the market. If an article advances 5 per cent., add the advance. If it declines 5 per cent, reduce your selling price. No reasonable buyer expects to buy goods below market price. The market must be based on the producer's price, not on some jobber's price. If corn is morth 50 cents to-day, you would class a farmer as a fool if he should sell it for 48 cents. The rule is just as applicable to merchants. Prices are not always going to be on the up grade. Figure what an average decline of 5 per cent would lose you on your stock. It would mean any place from ten to twenty five thousand dollars to any large jobber, and that might be repeated more than once in a single year.

We start out this year with more goods sold for Spring delivery than ever before, and we congratulate our customers on having many goods bought at a less price than they could now buy them for. If retailers are up to date, they should make good money this year. They can play safer than the jobber, when goods are high, as they can replenish their stock the same day they order or within one or two days. The jobber must anticipate his wants months before the goods are actually needed. While an advancing market is desired on goods that our judgment leads to believe are too low, I confess that I am getting tired of advances. Our salesmen have to sit up nights making changes, and strange to say, salesmen as a rule are better pleased with a decline than an advance if he can beat the other fellow to it. If an article advances, the change is made reluctantly: but if a decline, they seem happy. They seem to forget that it is much easier to sell goods on an advancing market than on a declining market. When goods advance, it means there is a brisk demand. It means that everybody is making money and everybody has money to spend for what they need and a good many things they don't need.

The outlook for this year is certainly bright. If we get another year of good crops, it will be a record breaker for business. Wise legislation will help materially. If some of our representatives in Congress would devote more time to the things the country needs instead of squandering time on such things as the Brownsville episode, they would serve the country more profitably. A wise and conservative re-adjustment of the tariff and some reciprocal treaties would be more profitable. There is entirely too much spite work injected in legislative matters that should be beneath the dignity of a representative in Congress. Valuable time is wasted investigating why a woman was put out of the White House or on some other matters of as little importance. It is too bad members of Congress are not satisfied with their salaries. The country would be better off if about 50 per cent. of them were left at home. There is no danger of the office-seeking crop being short. If we were as sure of a good wheat and corn crop, we could well feel happy.

I am waiting for the Parcels Post bill to pass so I can send a dog to Denver. It would now cost about $5.00, but by Parcels Post it would only cost 20 cents. When that bill passes, everybody will have to go out of the transportation business but Uncle Sam, and Congress will have to appropriate a good many millions each year to cover the loss: but then just think how it would help Catalogue Houses, Quack Doctors and other unnecessary evils. I may have to send the dog by express, as it is hard to guess what Congress will do, especially when they are getting such measly salaries. Too many Congressmen are like the boy who asked the groceryman for an egg's worth of mustard, saying, the hen is on. I will bring the egg over in a minute. It is safer to have the egg before you spend it. Hens fool you sometimes.

The hen is on all right for 1907 and here's wishing her "lay" may be all we anticipate. I wish all a Happy and Prosperous Year.

SMITH BROS. HARDWARE CO.,
J. H. SMITH.

THE BIRMINGHAM TRADE.

The year 1906 has passed into history with its lessons of mistakes and successes, and 1907 is in prospect holding out hopes of activity inviting us to greater conquests. We have been kept so busy with active transpiring events that we have not taken much time for reflection and speculation. The South is developing very rapidly in many ways, and the chief complaints from all points of the compass in and outside of the South seem to be a congestion of prosperity. The railroads do not seem to get the efficiency out of what equipments they have. The best information obtainable reports that fifteen to twenty miles per day is the distance traveled by freight cars—less than one mile per hour. It does appear to a man on the outside to one who does not know all the difficulties in the way, that with half the present equipment they should get this much service, or average travel of forty miles per day. Does this not suggest that there is a lack of competent help? It may be that during these times when there is so much to do that much of the work has to be left to apprentices. We all know that everywhere and in all departments of work there is difficulty in securing plenty of desirable help. Labor on the farm is scarce, in the contractors' camps, in the builders of factories and other structures, with the lumber mills and, in fact, in all lines of work. We would just now welcome good people from the congested centres of population, feeling that the move to them and to us would be mutually

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beneficial. Our problems now are not the difficulties of getting orders so much as the impossibility of making the deliveries. If one was so disposed and short-sighted enough, they could often obtain a premium for quick deliveries. While contracts for future delivery can be made for pig iron at $17.00 to $18.00 per ton, spot deliveries are bringing $22.00 to $23.00 per ton. The temptation of the seller is great to make the contract customer wait while the customer who offers the premium gets deliveries. This may not be exactly the fair thing, but the temptation is great since there is not much danger of having contract cancelled. When all the railroads now under construction are completed



J. D. MOORE.

we will have splendid facilities for distribution, and the same are not equalled by but few cities in the South. The fact that our mines, furnaces and other industries have so much tonnage to give to the railroads it is not a difficult matter to induce them to come. While they are building they create a good market for contractors' supplies and help business in a general way. The architects have enough work in prospect to make 1907 a good year. It is too early to forecast the crops; but we can in the meantime enjoy the fruits of the crops of 1906, which are such as to encourage the farmers to plan for a good crop this year, and in doing so they will want supplies. To sum up the situation, then, everything prophesies a good year to come, and this raises our hopes and strengthens our courage while we press forward for the prizes that await those who labor diligently. The American citizen soon adapts himself to new conditions and with the experiences we have, we should better use the advantages that await us, having learned how to use them. Wishing you a happy and prosperous year, we remain,

MOORE & HANDLEY HARDWARE CO.

THE ST. PAUL TRADE.

The year of 1906 is past and the record is closed. All the good done has been credited to our account and we hope no evil has been charged to us.

In the business world the past year has, without doubt, exceeded our expectations. Values of all kinds have been held firm or increased. All men who have desired it, have found work at good prices. All is finished so we now look toward the year of 1907 and guess what it has in store for us. Surely never has a more prosperous looking condition confronted us. It is truly said that steel is a thermometer of conditions, and, if so, then surely the thermometer says that the prosperous times must continue. Believing the reports then the entire possible output is sold and oversold. We know that sheet mills report being three months behind on black and four months on galvanized. We know that very many goods are hard to get, within a reasonable time. This is not a time when you can send an order and get immediate shipment. If this condition continues to exist, then we must believe that higher prices will rule.

When prices of building material is high then it is that much building is done because everybody has money. There is use for buildings. Rents are higher and capital dares to invest. Such are the conditions now and we see the result in our own city. The city of St. Paul stands highest for building permits in percentage increase over last year than any city over 100,000 inhabitants. In some places in our city there is hardly room on the streets to put building material. Our jobbing house is expanding and must do so to keep up with the country. The country is experiencing an influx of new people, new farms are being opened up and all this calls for Hardware.

We had a splendid Fall. Just the kind which the farmer likes. Plenty of the right kind of weather that he could do the necessary getting work done for Spring seeding. The snow is covering the ground beautifully, which insures water for Spring, and insures a good crop. The only draw-back we have is the car shortage and this we hope will be remedied. The railroads did not expect such bountiful crops and so were caught short. We believe that the man who buys early and gets his goods in will have an advantage over the one who does not. So, follow us, buy early and don't neglect to take the goods in several weeks before you actually need them.

HACKETT, WALTHER, GATES HARDWARE CO.,
T. G. WALTHER, *Vice-Pres.*

THE MINNEAPOLIS TRADE.

The year 1907 is an established fact and we in the Northwest feel that it has something good in store for us.

The country tributary to Minneapolis is unusually prosperous, farmers to a very large extent have been paying off their mortgages and have money in the banks. Very large amount of railroad building has been done in our territory and considerable more is planned for the coming year. All the principal roads extending their main lines and building branches into new territory. There will probably be more miles built in 1907 that will be of interest to Minneapolis, than has been built for a great many years previous, if ever before. There has been such a congestion and car shortage that has caused large financial loss to farmers, from the fact that they could not get their grain to market and loss of business to the railroads because of the utter impossibility of being able to handle all the business that was offered them. Undoubtedly great efforts will be made to remedy this to a very large extent, but with the long lines of single track with the many branches or feeders leading to them, we hardly see how it is possible for the main lines to handle much more traffic than they have been able to this past season.

At dozens of stations grain elevators have been crowded to their utmost capacity and grain has been dumped on the ground, there being not enough storage capacity to take care of it and the shortage of fuel in many of these places has been very serious and has caused great suffering.

The prices the farmers have sold at have been fairly good, and the crops generally good. Collections have been somewhat slow the past three months and interest rates gradually advanced, but business in all lines remarkably good, and we think generally wholesale merchants have advanced their prices as they were advanced to them.

A determined effort has been made on nails and wire to prevent the dealers giving away a portion of the advances as they have taken place, as has been customary and we think these efforts have been quite successful.

The city of Minneapolis has had her share of the prosperous conditions in the country, as bank clearings have reached the enormous total of almost a billion dollars. Real estate has been receiving more attention; this is particularly true of the down town retail district, and new standards of values have been established that a few years ago would never have been dreamed of. We think more business property has changed hands this past year and at constantly increasing value than ever before.

One concern who had a long lease on a prominent retail corner sublet it for twenty years at an annual profit of $20,000 per year. Butler Bros. have just located here an enormous eight-story brick warehouse costing over $500,000, having been erected for them, they are about ready to commence business. The Hurty-Simmons Hardware Co. are building a seven-story brick building for their requirements, costing about $200,000. Janney, Semple, Hill & Co., are building a large warehouse on trackage. The Warner Hardware Co. are erecting a new building. It is reinforced concrete construction, five stories and basement, and when completed will undoubtedly be one of the best equipped stores in the Northwest.

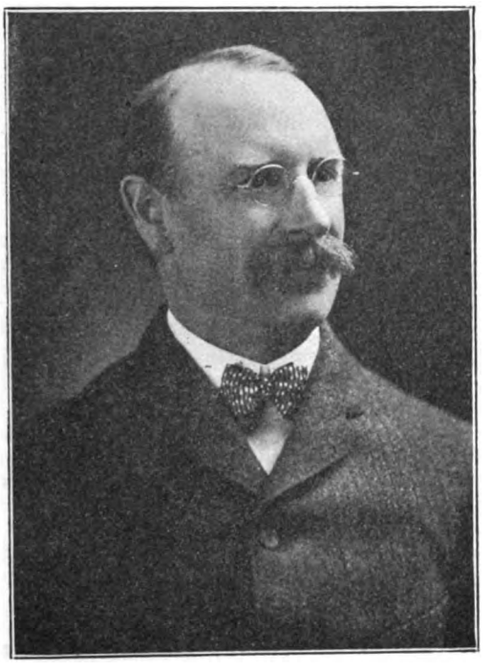
Two large malting companies have been organized and will be ready to do business early in the year, while another with large capital are doubling their capital and capacity. The Board of Education has built three new school houses and have built large additions to three others, and have the foundation in

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for another large high school, which is being built now. The University of Minnesota are building a new four story Main building at an expense of $400,000, and have built two women's buildings costing $75,000. Several of the linseed oil companies have increased their capacity, and one of the largest eastern concerns have just located here and are erecting a large mill, several furniture, sash and door, and wagon companies have located here during the past year. New refrigerator plant, butter tub factory and many of the old concerns have added very materially to their capacity.

One of the large things that was started last year tnat is in process now is a branch of the Armour Packing plant, expected to be completed this year. The Armours have acquired about 900 acres and it is stated besides erecting their packing plant, which will require about half of the land, that they are to erect car shops for the construction and repairs of cars used in their various car lines and wagon shops for building their wagons.

The railroads have found that it is necessary to increase their facilities for handling freight. The Great Northern freight terminals, now under construction, are simply enormous. The Northern Pacific and Soo Railways are also making extensive additions to their terminals. While a new Union Station is assured, we having outgrown our present accommodations years ago, it is hoped that something will be built that will be a credit to this city and of ample capacity to handle all the business.



W. K. MORISON.

One of our most prominent banks have moved into their new headquarters, the Security Building, a new ten-story office building, the exterior of which is of white enamel brick, $150,000 being spent by the bank on their banking rooms alone. While the First National Bank are erecting a new building at an expenditure of nearly $200,000. Banks generally have added a larger amount than usual to their surplus, one of our banks having a capital of two million with present surplus of one million seven hundred thousand; another, million dollar capital, have increased their surplus to a million.

A new hotel, and by the way another one is needed, new grain elevator costing over $200,000, with large additions to a number of others; a new fire insurance company has been organized with capital of $750,000, and another company have increased their capital fifty per cent. While our local life insurance company that was in difficulties a year or so ago has been taken hold of by a committee of our prominent bankers, who have succeeded under judicious and careful management in converting this into a first-class paying institution, doing a profitable business. Confidence in its success under its present management being shown by the fact that already about seventy-five of our prominent business men have taken out policies to the limit authorized by the company, viz.: $10,000 each, thus inspiring confidence and making the company a success beyond all question.

The Minneapolis Club has bought a quarter block of land and have plans completed for a new $350,000 club house, which will be completed this year.

Minneapolis has just claim to be the largest manufacturers of flour in the world, her annual production having reached nearly 17,000,000 barrels, although the last two years, on account of shortage of choice wheat that our millers insist upon using, they have not manufactured quite this amount. We are the largest wheat market in the world, we have recently acquired the same title in flax seed, the largest manufacturers of linseed oil and now have established ourselves as the largest primary barley market; this having been recognized by the transfer of the main offices of the largest barley operators in Chicago and Milwaukee markets to this point and on account of so many new grain concerns and country millers establishing their offices here. The new ten-story addition to the Chamber of Commerce has been found to be quite inadequate and already steps are being taken towards duplicating this building on an adjoining site. One of the large country millers operating flour mills at several points in Minnesota and the Dakotas have purchased ground and are soon to commence the erection of a large mill.

The lumber business has been prominent from a profit standpoint, but gradually our lumber cut is decreasing, as logs are getting scarce and manufacturers have found it more profitable to build mills closer to the timber, but the lumber business with headquarters here is growing constantly and undoubtedly a greater volume is transacted here in this line than ever before, it being the headquarters for the line yards radiating out from here over the different railroads northwest, west and southwest over thousands of miles.

The government is about to purchase a site for a new post-office and have apparently awakened to the fact that Minneapolis is destined to be a big city by requiring at least as many square feet of land as they expected to utilize in Pittsburgh, the center of that enormous manufacturing population; in fact Secretary of the Treasury rather insists upon a whole block of land, which is about fifty per cent. larger than the Pittsburgh piece. We feel that we are entitled to proper consideration from the government, for our post office business is pretty well up to the one and a half million mark and shows an annual profit to the government above expenses of over three quarter million.

You can judge from the above that Minneapolis is growing. We have no doubt the next time the census is taken that we will be well over the 300,000 mark. A large and beautiful city, one of the most attractive we have ever been in, noted for its attractive homes, so many of them built with a little piece of land around them, twelve beautiful lakes in park, and boulevard system and a new river drive on both sides of the Mississippi, having been opened up this past year, connecting the main boulevards via Minnehaha with the river and University on the East Side, and, by the way, our State University is worth mentioning. One of the largest in the country, having a membership of over four thousand; young men who go from here sing the praises of Beautiful Minneapolis as long as they live.

W. K. MORISON & Co.

THE OMAHA TRADE.

All the conditions that are visible at the present time for 1907 would tend to stimulate and encourage the rankest pessimist that ever wore shoe leather; everything points to a continuation



W. S. WRIGHT.

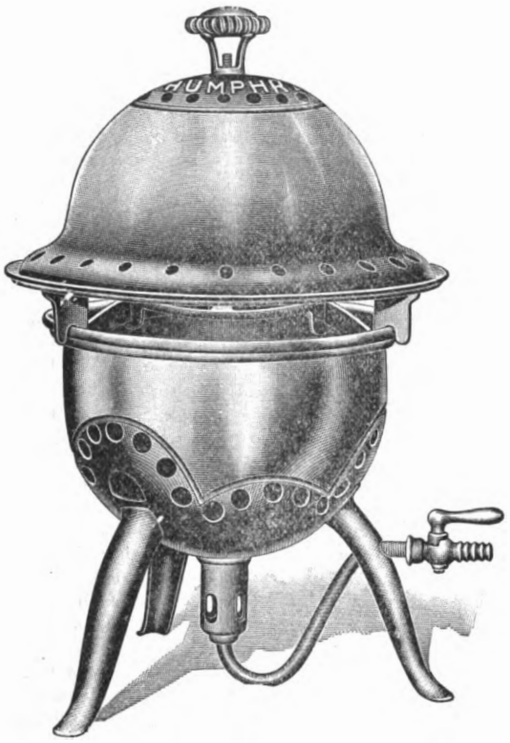
(Continued on page 34.)

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NEW GOODS AND SPECIALTIES

HUMPHREY OVAL GAS HEATER.

Humphrey Co., Kalamazoo, Mich., manufacturers of water heaters, etc., are putting on the market the Gas Heater here shown, which differs in many respects from other articles of its kind. The feature of the stove is that it can be used either for heating or cooking, as the oval top can be lifted off, exposing the flat plate close to the burner, on which to set a kettle or dish.



HUMPHREY OVAL GAS HEATER.

Although made without nuts, bolts or screws, it can be taken entirely apart and put away so as to occupy very little room. A sectional view of the stove, with the top in place, is shown in Fig. 2, from which the method of putting it together and its design for diffusing heat will be understood. Air is taken in through the perforations in the bottom, heated and forced out at the sides instead of directly upward, thus tending to spread the warm air through the room instead of allowing it to rise directly to the ceiling. The heating efficiency is greatly increased by the air chamber in the top, into which the air enters through other perforation near the top. The device is finished in polished nickel, stands 16 inches high and weighs 4½ pounds. Its retailing price is $2.50.

The manufacturers state they are selling thousands of these Ovals all over the United States, at the same time importing them in large quantities to Canada, China, Japan, Australia and nearly all South American and European countries. They have met with wonderful success and they have yet to hear from a user of a Humphrey Oval that has not been pleased with it.

THE LEADER WRENCH.

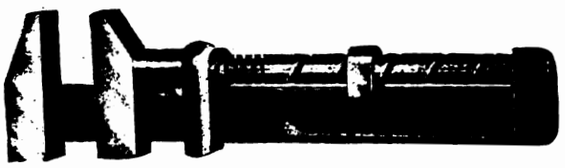
The Ripley Pipe Wrench Co., Ripley, N. Y., are the manufacturers of The Leader Wrench, of which we give an illustration. The hooks and jaws are made of the best quality drop-forged carbon steel, highly polished, and so arranged that the Wrench will grip the pipe with equal force no matter how large the pipe may be. Any pipe within the range of the jaws may be operated upon with equal power. The handles are made of malleable iron, especially prepared for strength and durability. The stock or handle is formed with shoulders and furnishes a support for the swinging jaw, pivoted between them by a rivet. By this means the swinging jaw is held firmly, and all side movements are efficiently resisted. Within the aperture the operating nut is supported and engages the threaded extension, and is disposed by this arrangement to be employed to the full capacity of the jaw distention. The Leader Wrench, it is claimed, will not "stick" to the pipe after use, no matter how hard the "pull" may be, as the peculiar arrangement of the jaw member causes an immediate release of the wrench when the pressure is removed. It is made in six sizes, being especially adapted to the use of automobilists, and for general purposes. The 14-inch size is recommended as having a capacity from ¼ inch to 2-inch pipe.



THE LEADER WRENCH.

THE NOYES AUTOMATIC WRENCH.

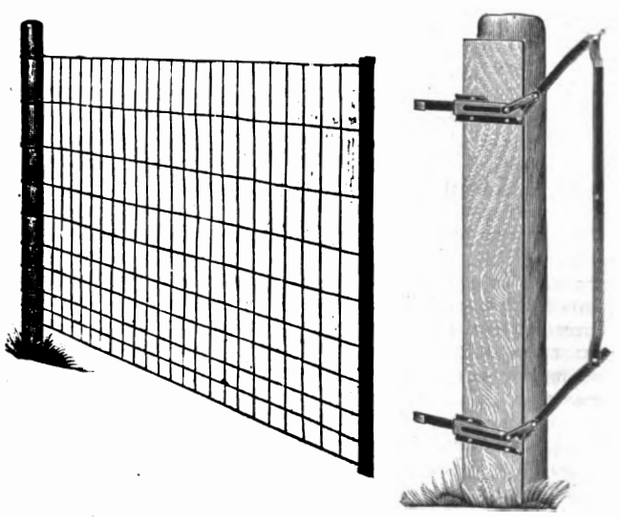
In presenting the Noyes Automatic All Steel Wrench to the trade the Mason Wrench & Tool Company, First National Bank Building, Chicago, Ill., directs special attention to the ease and rapidity of the jaw adjustment. As shown in the accompanying illustration, the movement of the double threaded reversible screw controlling the sliding jaw is accomplished by means of a threaded slide, the downward and upward movement of which opens and closes the jaws. The wrench is also self-locking, although its release is almost instantaneous by the removal of the pressure on the handle and the downward movement of the slide. It is substantially constructed, the end piece being fitted into the handle, and is made up of only five parts. It is furnished in four sizes, 6, 8, 10 and 12 in.



THE NOYES AUTOMATIC WRENCH.

CHARLES WIRE STRETCHER AND LOCKING DEVICE.

The Charles Wire Stretcher and Locking Device shown herewith, and manufactured by the C. F. Smith Co., De Kalb, Ill., is designed as a fastening for a field-fence gate. It is often desirable to make an opening in a fence between fields for moving stock or machinery from one field to another, and to obviate



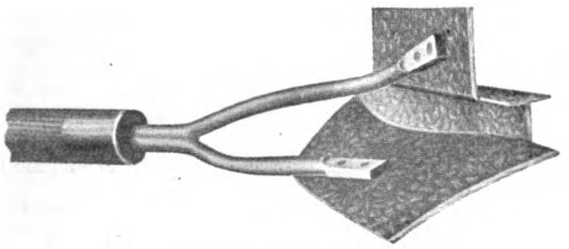
CHARLES WIRE STRETCHER AND LOCKING DEVICE

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the installation of a more expensive gate this attachment can be speedily adjusted, and when locked will prevent this section sagging. The horizontal wires are fastened to either a strip of wood or a steel bar, and the stretcher is secured to an 8-inch board nailed to a post. Two hooked arms operated by a lever engage the grip or bar to which the fence wires are fastened, and with a downward movement of the lever the wires are stretched taut and the gate is locked. The cast parts are malleable, and the arms and lever are constructed of steel bars.

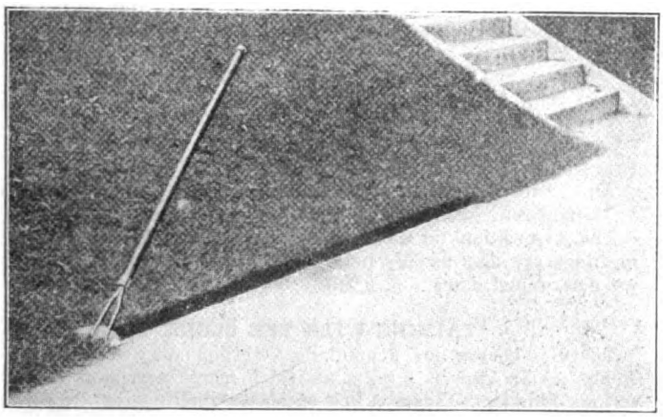
WESTERN LAWN EDGER.

Quimby Mfg. Co., Minneapolis, Minn., are offering the Lawn Edger shown in the accompanying illustrations. It is con-



WESTERN LAWN EDGER.

structed on the plow principle, and throws the turf outward on to the edge of the sidewalk, where it can be readily swept up, and not backward into the furrow, from which it would be re-

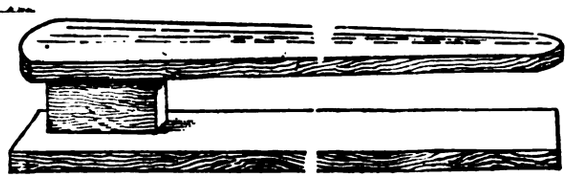


MODE OF OPERATION.

moved with more or less difficulty. The Edger is light and strong, made of one piece of steel, and can be operated as easily as a lawn mower. With the handle complete the Edger weighs two pounds.

THE ECLIPSE SLEEVE BOARD NO. I.

The Eclipse Mfg. Co., North Girard, Pa., are placing before the Hardware and Housefurnishing Goods trade the Eclipse Sleeve Board No. 1, which we illustrate herewith. The Board is nicely gotten up and in a neat, strong and durable style, be-

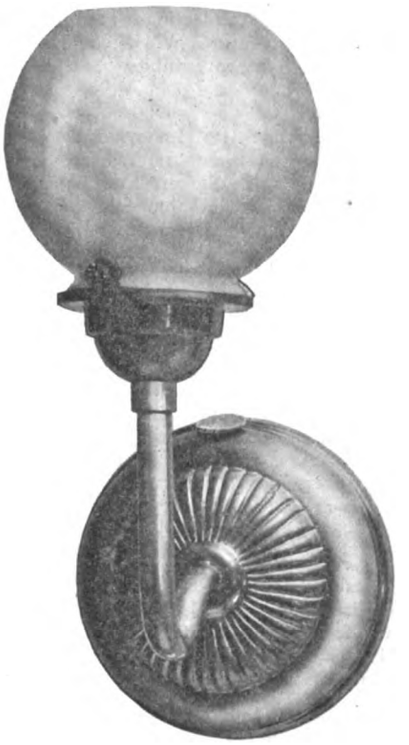


THE ECLIPSE SLEEVE BOARD NO. I.

ing made from selected material with all moulded edges sandpapered and polished smooth, so there is nothing for even the finest fabric to catch on. They make also a No. 2, which is the same as No. 1, only padded and covered with extra-fine muslin, ready for use. The size of board of either number is 2 by 4½ by 20 inches. Base 4 by 20 inches, and height 4½ inches.

SMALL GLOW "ELECTRIC" LIGHT.

The Glow Light Co., 73-75 Pearl Street, Boston, Mass., are placing before the Hardware trade their line of Glow Night Lights, Fixtures and Candles, one of which we illustrate herewith. This fixture is made of brass and is designed to hang up on the wall. It occupies but little space and presents the appearance of a small electric fixture. With a single filling it will burn several nights, and requires little or no attention. It is finished in nickel or dull brass, and is provided with an opal glass shade. All Glow Lights made by this company have a patented glass



SMALL GLOW "ELECTRIC" LIGHT.

burner, which automatically vaporizes kerosene, feeding its own flame with the resulting gas. The oil is lifted through the wick by capillary attraction and vaporized in the bulb by the heat of the flame. The vapor in excess of that required to feed the flame condenses and flows back down the tube, thus making perfect combustion and absolutely odorless.

HORTON'S BRISTOL ROD CALENDAR.

The Horton Mfg. Co., Bristol, Conn., are distributing an exceedingly attractive calendar this year, on which two disciples of Isaak Walton are in a canoe of modern construction and appearance engaged in the piscatorial sport of all ages, while one



of them is engaged in paddling to keep the equilibrium of the canoe steady, the other has all he can do, having hooked a fine specimen that will weigh six or eight pounds before he gets home, and the far-famed Bristol Steel Rod is depended upon to land it safely. Altogether it makes a fine calendar for the embellishment of the fishing tackle department of the store, or would look well ornamenting the window of any store. The characteristic poses of those engaged in the sport are most natural. The manufacturers state this calendar will be furnished free of charge to all dealers in fishing tackle who may ask for it, and to others on receipt of ten cents in silver.

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RETAIL HARDWARE CONVENTIONS.

ANNUAL MEETINGS IN JANUARY AND FEBRUARY.

The State Retail Hardware Associations, which have so far selected dates for their 1907 meetings, are given below in the order in which their conventions will be held. As noted many of the Associations will make exhibits of Hardware manufacturers and jobbers.

INLAND EMPIRE IMPLEMENT AND HARDWARE DEALERS' ASSN.:
President, E. E. Lucas, Davenport, Wash.
First Vice-President, R. L. Spiker, Nez Perce, Idaho.
Second Vice-President, A. Urbahn, Spokane, Wash.
Secretary-Treasurer, E. W. Evenson, Spokane, Wash.
Annual meeting at Spokane, Wash., January 16 and 17.

MISSOURI RETAIL HARDWARE ASSOCIATION:
President, W. H. Hahn, St. Louis.
Vice-President, M. A. Wengert, Kansas City.
Secretary-Treasurer, Frederick Neudorff, St. Joseph.
Annual meeting at Kansas City, January 17 and 18.

TEXAS RETAIL DEALERS' HARDWARE AND IMPLEMENT ASSN.:
President, R. L. Penick, Stamford.
Vice-President, W. A. Spangler, Bonham.
Secretary-Treasurer, J. W. McManus, Waxahachie.
Annual meeting at Dallas, January 22, 23 and 24.

NORTH DAKOTA RETAIL HARDWARE ASSOCIATION:
President, H. F. Emery, Fargo.
First Vice-President, J. S. Cole, Lisbon.
Second Vice-President, J. H. McCollom, Hope.
Secretary, C. N. Barnes, Grand Forks.
Treasurer, H. T. Helgesen, Milton.
Annual meeting at Minot, February 5, 6 and 7.

NEBRASKA RETAIL HARDWARE ASSOCIATION:
President, Nathan Roberts, Omaha.
First Vice-President, H. T. Moore, Alma.
Second Vice-President, C. L. Kelly, North Bend.
Third Vice-President, S. C. Oaks, Seward.
Secretary, J. Frank Barr, Lincoln.
Treasurer, H. J. Hall, Lincoln.
Annual meeting at Omaha, February 5, 6 and 7. Hardware Exhibition.

WISCONSIN RETAIL HARDWARE ASSOCIATION:
President, Emil Teitgen, Manitowoc.
Vice-President, J. Kornely, Milwaukee.
Secretary-Treasurer, C. A. Peck, Berlin.
Annual meeting at Milwaukee, February 6, 7 and 8. Hardware Exhibition.

WEST VIRGINIA RETAIL HARDWARE ASSOCIATION:
President, F. R. Cleland, Fairmont.
First Vice-President, C. D. Kyle, Wellsburg.
Second Vice-President, C. P. Moore, Ravenswood.
Secretary, J. H. Krepps, Morgantown.
Treasurer, J. H. Morgan, Morgantown.
Annual meeting at Clarksburg, February 12 and 13.

PENNSYLVANIA RETAIL HARDWARE ASSOCIATION:
President, William Mendenhall, Montoursville.
Vice-President, A. H. Kaufman, Lock Haven.
Secretary-Treasurer, J. E. Digby, McKees Rocks.
Annual meeting at Pittsburgh, February 12, 13 and 14.

SOUTH DAKOTA RETAIL HARDWARE ASSOCIATION:
President, E. D. Hawkins, Vermilion.
First Vice-President, Otto E. Mueller, Aberdeen.
Second Vice-President, F. J. Pixley, Montrose.
Secretary, Noah Keller, Woonsocket.
Treasurer, B. G. Wattson, Chamberlain.
Annual meeting at Mitchell, February 12, 13 and 14. Hardware Exhibition.

ILLINOIS RETAIL HARDWARE ASSOCIATION:
President, Frank B. McKenney, Rockford.
Vice-President, Fred. Geissing, East St. Louis.
Secretary, Leon D. Nish, Elgin.
Treasurer, H. E. Gnadt, Chicago.
Annual meeting at Chicago, February 14, 15 and 16. Hardware Exhibition.

NEW YORK STATE RETAIL HARDWARE ASSOCIATION:
President, Louis J. Ernst, Rochester.
First Vice-President, L. G. Mattison, Newark.
Second Vice-President, John H. Bradish, Batavia.
Secretary, John B. Foley, Syracuse.
Treasurer, F. E. Pelton, Herkimer.
Annual meeting at Syracuse, February 19, 20, 21 and 22. Hardware Exhibition.

IOWA RETAIL HARDWARE ASSOCIATION:
President, H. S. Vincent, Fort Dodge.
Vice-President, C. E. Haas, Le Mars.
Secretary-Treasurer, A. R. Sale, Mason City.
Annual meeting at Des Moines, February 19, 20, 21 and 22. Hardware Exhibition.

CONNECTICUT HARDWARE ASSOCIATION:
President, George J. Bassett, New Haven.
First Vice-President, Irving C. Treat, Hartford.
Second Vice-President, Eli C. Birdsey, Meriden.
Secretary, James DeF. Phelps, Windsor Locks.
Financial Secretary, F. H. Farrar, South Manchester.
Treasurer, Lewis B. Crosby, New London.
Annual meeting at Hartford, February 20 and 21.

INDIANA RETAIL HARDWARE ASSOCIATION:
President, C. B. Frame, North Manchester.
Vice-President, W. B. Creed, New Albany.
Secretary-Treasurer, M. L. Corey, Argos.
Annual meeting at Indianapolis, February 20, 21 and 22. Hardware Exhibition.

OHIO RETAIL HARDWARE ASSOCIATION:
President, C. S. Johnson, Barberton.
Vice-President, Frank W. Ingalls, Bryan.
Secretary, Frank A. Bare, Mansfield.
Financial Secretary, A. L. Shearer, Dayton.
Treasurer, C. C. Fouts, Middletown.
Annual meeting at Columbus, February 26, 27 and 28. Hardware Exhibition.

MINNESOTA RETAIL HARDWARE ASSOCIATION:
President, Julius Schmidt, Wabasha.
Vice-President, Amos Marckel, Perham.
Secretary, M. S. Mathews, Minneapolis.
Treasurer, George F. Duerre, Plainview.
Annual meeting at St. Paul, February 26, 27, 28 and March 1. Hardware Exhibition.

The Associations in California, Colorado and Kentucky, whose meetings are also usually held in February or March, have not yet determined dates.

TALKING WITH THE CLERK.

There is chance for a good deal of diplomacy in talking to employees and this is a point at which many merchants commit serious blunders. Some never speak to their clerks except to give an order. They gain thereby the dislike of their employees and lose about all semblance of personal sympathy from them. Others talk too much and set an example of verbosity that will be many times duplicated throughout the day in various parts of the store. Another man regards all of life, including himself, too seriously to see the humor in any comment or accident of even the most laughable nature; he is seldom in close touch with his employees. Another hardly sees the serious side until he faces the situation of finding his establishment a centre of tomfoolery. Some men seemingly would not care whether their employees were living or dead so long as their work was done. Such people may feel pretty sure their clerks care little whether they sink, swim or bust, so long as they have a job. Occasionally a merchant finds time to become too inquisitive, so much so that he becomes nosey. Be assured that such a man will have the tables turned upon him at times he little expects and least appreciates.

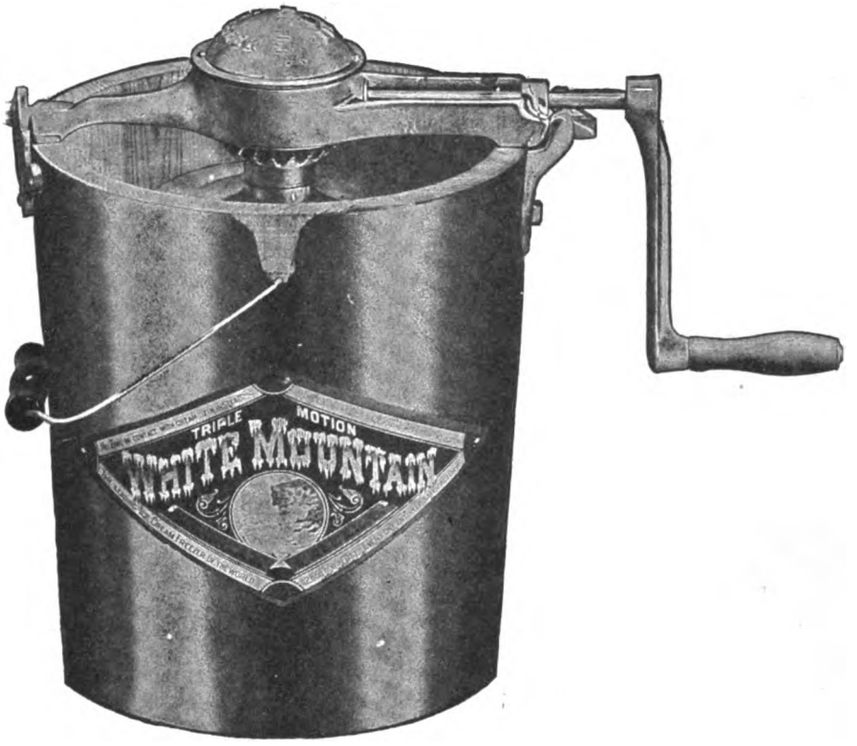
It would be a difficult matter to lay down a hard and fast rule for the treatment of hired help, for the simple reason that there are all sorts of employers and all sorts of help. Usually where there is serious reasons for complaints it will be found that some rule does exist either as a part of the business policy or as a personal characteristic, and that it has been too inflexibly applied. It pays to be on some degree of intimacy with employees but the cordiality that will be necessary to win the confidence of one will cause another to become far too familiar; treat him with a little more reserve. Thaw out the solemn, gloomy clerk with a vein of levity before he freezes a customer, but don't forget to tone his fellow's cheap wit down a trifle before it disgusts some other customer. Be curious about the affairs of your employees only so far as you hope thereby to do them some real good; be just enough indifferent to them to discourage gossip but always sufficiently receptive to invite their confidence when any real trouble is upon them.

In short it is the province of the wise merchant to keep his employees as nearly normal as he can and, if this may be accomplished with the greatest ease in conversation, that is certainly the form a portion of his personal influence should be given out in.

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THE WHITE MOUNTAIN ICE CREAM FREEZER.

If there's one thing we lead the world in manufacturing, it is in Ice Cream Freezers, in which almost every family can claim the honor of having one make or another, or else desiring the same. For the Hardware store they are recognized as being rapid sellers, especially in the season when they are indispensable, although that season is being lengthened in each succeeding year until now it may be truly said of the product of the Freezer "all seasons are thine own."



THE WHITE MOUNTAIN ICE CREAM FREEZER.

They can be sold readily—those that are in popular demand—from a line of samples occupying but little space on the store floor to call proper attention to them. When once you have decided on the line you intend to handle you should become familiar with the essential features that make the line popular sellers. The essential features in which the claimed superiority of the White Mountain Freezer lies are the principle, mechanism, material and construction.

The principle of theWhite Mountain Freezer is the effective Triple Motion. It has been demonstrated that the use of the Triple Motion produces the finest quality of cream in the quickest time, and to the ingenious application of this principle is due the remarkable success of the White Mountain Freezer. With the can moving in one direction, the outside beater moving in the opposite direction, and the inside beater moving in a direction opposite to that of the outside beater, the cream is kept in constant motion. It is thrown from the center to the sides of the can and back continually, thoroughly beating every particle, and making the grain fine and smooth.

The mechanism of the White Mountain Freezer is simple, yet efficient. A combination of three clog wheels produces the triple action, imparts to the can and the two beaters their separate motions, and makes the operation of the freezer a very easy matter. This triple motion is found only in the White Mountain Freezer.

The material used in the White Mountain Freezer is the best obtainable, and while passing through their factories receives additional treatment that makes it still better.

The tub is made of carefully selected second growth white pine, absolutely free from imperfections, and every tub is impregnated with a chemical preparation that renders it waterproof and water-tight. They will never get soggy, never lose their shape, and never smell unpleasantly, as will cedar tubs.

The can is made of the best charcoal tin plate, and every part of the freezer that comes in contact with the cream is plated with pure block tin, thus positively eliminating all possibility of poisonous influences. The inside castings, or the beaters, are of malleable iron, and tin plated. All outside castings are cast iron well galvanized to prevent rust.

The construction of the White Mountain Freezer is as perfect as experience can make it. It is of uniform strength in every part, while each part contributes to the strength of the whole, and helps to make the machine exceptionally durable. All White Mountain Freezers represent the latest mechanical improvements. They are built by experienced workmen from the best grade of material, and they are designed for the satisfaction of both the dealer and the public.

The Company helps dealers to sell White Mountain Freezers by supplying them with all kinds of advertising matter free of charge. Special booklets, circulars, folders and electrotypes of newspaper advertisements will be furnished if wanted, and everything they can possibly do to push sales is promptly and thoroughly done.

A WORD TO AMATEUR MACHINISTS.

Don't tighten up the bolts and change the adjustments of the machinery you sell unnecessarily. The manufacturer with his expert knowledge and special machines put it in far better shape than it will ever be again after being overhauled by some tyro with a monkey-wrench. Then, too, the matter of appearance is an important one in dealing with some people. Most heavy machinery comes from the shops nicely painted and every break of the smooth, glossy surface hurts the looks in the eyes of fastidious people. Few things can put bruises upon a painted surface faster than a monkey-wrench. Every bolt turned means a breaking of the paint around both ends. A slip of the hand will leave any number of extra marks; and what is the use of it, anyway?

Taking machinery apart to show the interior workings is very rarely necessary, as when some unique and specially ingenious contrivance is first being put upon the market. The ordinary lines are better explained from the outside and from the charts furnished by the manufacturer. An expert in the use of the machine will require nothing more, and well understands that it is no improvement to machinery to loosen and tighten it on all sorts of occasions; in fact you will see that he will select some machine you have not been tampering with if he buys. Those who do not understand it in advance fairly well will probably not understand it any better after seeing it apart and will in addition have acquired something of a mania for "monkeying" with their purchase, taking it apart to show their friends and then getting it together wrong or not at all. Instead of furthering this twist of human nature it is the dealer's duty to rather impress upon his customer the fact that factory set-up metal work is in better shape than it will be if taken apart and put together by hand. Tell them as emphatically as prudence will permit and tell your clerks and yourself still more forcibly, to keep wrenches, hammers, screw-drivers and all similar weapons away from any machine you sell or have for sale whenever they are not going upon it for some more legitimate reason than mere curiosity.

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WITH OUR CORRESPONDENTS.

of the conditions that have prevailed during the past year and it has been in every respect one of the most satisfactory that this locality has ever enjoyed. Not only the jobber but the retailer, the mechanic, the laborer and the farmer, and in fact everybody who has the disposition and ability to work have had plenty to do and the returns have been thoroughly satisfactory. Even money, which on account of its abundance has been the cheapest commodity on the market for several years, has (thanks to the needs of our Eastern friends) been employed and on a more remunerative basis than has existed for years past.

There seems to be nothing to interfere with the continuation of these conditions and at the present time the only suggestion we could make would be that everybody take advantage of the present conditions as far as it is possible for them to do. Less talk and more work; less complaint in regard to present conditions and more effort to better them for the future will, in our judgment, be the most profitable basis on which to work for the coming year. WRIGHT & WILHELMY CO.

THE DAVENPORT TRADE.

Editor HARDWARE:

We cannot see any reason why the present prosperity of the country should not continue through the year 1907. The crops of 1906 were bountiful indeed and they are bringing fair to high prices. Of course, there are many untried conditions to confront, which may not be of advantage to the people generally.



COL. J. R. NUTTING.

The recently enacted railroad rate bill will, of course, add untold millions of dollars to the wealth of railway corporations, which must be paid by the masses. There is a growing tendency on the part of the middle classes—among whom are wage earners—to ignore their own class and give their patronage to the already wealthy. It is to us unexplainable why these good people take such delight in passing the little stores and shops, owned by their own class, to go and spend their money in the largest and most wealthy stores that they can find; and quite often, if there is not a store large enough and wealthy enough in their home village, town or city, to send their orders and hard-earned money to some larger store in a distant city. To what extent this feeling exists and how it does or how it will affect the future of the regular dealer in town and country cannot be conjectured. Of course, whatever is to be will be and it may possibly be true that whatever is, is right. We cannot foretell what the future will develop, but prosperity of the past and present is assured, and with this we are content.

The recent frequent and sharp advances practically all along the line seem to be firmly maintained and it is difficult getting goods at the advanced prices. Jobbers are evidently realizing the additional profit incident to change in these prices.

The fact of being compelled to pay for many staple goods in advance of the selling season for them, such as Screen Wire, Poultry Netting, etc., necessitates the use of more capital in business; this, together with the scarcity of money and slow collections, makes it a little hard sledding financially just now.

SICKELS, PRESTON & NUTTING CO.

THE SAGINAW TRADE.

Business for 1906 in this section of the country was fully up to expectations. The retail dealers were conservative in their buying and bought from hand to mouth, as their necessities required, and in consequence their stocks are not very heavy at the close of the year. The crops in this section were good, especially the sugar beet crop and the sugar campanies have had a prosperous year. The machine shops, boiler shops, plate glass works, harness factories, horse collar factories, lumbering tool factories, furniture factories, etc., have all run to their full capacity and have been behind with their orders most of the time. The merchants now are busy taking inventories, but market conditions are such that we all look for 1907 being a very prosperous year. MORLEY BROTHERS,

EDWARD W. MORLEY.

COMMEMORATING THEIR "DIAMOND" ANNIVERSARY.

On Saturday, Deccember 29, 1906, the Logan-Gregg Hardware Co. commemorated their "Diamond" jubilee, this being the seventy-fifth year of their existence, by giving a banquet to their employes, of which the following was the menu:

MENU.

"Marvel" Soup

"Wire" Rolls "Domestic" Olives

Rabbit Croquettes a la Cook

Drop Shot

"Sterling" Turkey

"Venetian Red" Sauce Hammered Potatoes.

"Crescent" Celery

Bread and Butter

"Winner" Salad

"Out O' Sight" Cheese Rogers "1847" Crackers

"White Mountain" Ice Cream

Small Cakes, "Sterling" Assortment "Rome" Coffee

"Nagol" Cigars "Duquesne" Candy

The custom of giving a dinner at the end of inventory originated many years ago when it was known as a "stock supper." At that time the members of the firm and employes used to guess the amount of goods in stock, and the one making the poorest guess gave a dinner to his associates. As the number of employes increased, this obligation was assumed by the firm, and for many years past these dinners have been a regular event. For several years past the dinner has been served in the sample room of their warehouse, which is partially cleared for this purpose. This year about 100 people were present, and the employes took occasion to express their esteem for the president, George B. Logan, who has been associated with the concern for more than forty years, by presenting him with a very handsome watch and fob. The year just closed has been the most prosperous and busy one in the history of the firm, who are looking forward to an even busier and more prosperous one during 1907.

A historical record of changes made necessary during their existence:

1831 Logan & Kennedy,
Established by John T. Logan and Robert T. Kennedy.

1848 Logan-Wilson & Co.,
John T. Logan, Edward Gregg, Philip Wilson.

1857 Logan & Gregg,
John T. Logan, Edward Gregg.

1867 Logan-Gregg & Co.,
John T. Logan, Edward Gregg, Geo. B. Logan, Thomas A Parke, Joseph E. Johnson, George Park.

1896 Incorporated as Logan-Gregg Hdwe. Co.,
Geo. B. Logan, President and Treasurer,
P. L. Logan, Vice-President.
W. H. Parke, Secretary.
R. M. Repp, General Manager.

John T. Logan died 1871.
Edward Gregg died 1890.
Thomas A. Parke died 1895.

OUR CANADIAN LETTER, Continued.

the upward movement in wire nail prices, which during the past season have been selling as low as $1.90 base in comparison with prices of $2.45 two years ago and $2.30 to-day.

The H. R. Ives Co., Montreal, have opened large sample rooms in Toronto in which to show their hot water boilers and iron and brass beds. A year ago the Ives Company sold all their Hardware patterns to the Taylor-Forbes Company, Guelph, the largest Hardware manufacturers in Canada.

The Shirreff Manufacturing Co., Brockville, who manufacture food choppers, bread makers, step ladders and other Hardware lines, have been doing a large business and their new factory is kept running to its full capacity to fill orders.

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OUR CANADIAN LETTER

Special Correspondence, TORONTO, JAN. 5, 1907.

TRADE REVIEW AND OUTLOOK.

Hardware jobbers from all parts of Canada report that 1906 was the best year in the history of the trade in Canada. Figures are not available to show the increased volume of business done, but the general unanimity in giving to 1906 the banner position in the list of big business years makes it unnecessary to go into statistics. The only complaint that is made is the inability of manufacturers to supply goods to jobbers fast enough to keep pace with retailers' demands. This condition is likely to continue throughout 1907, and manufacturers are urging jobbers to book orders early and jobbers are in turn advising their retail customers along the same lines. Prospects for 1907 are even brighter than the outlook for 1906 was, stocks being much lighter, collections having been well made, and prices being considerably advanced. Orders are being booked earlier and the cold wintry weather and the large holiday trade done have all tended to make the trade feel that there are several more fat seasons ahead of them before a vacation takes place.

Winter doesn't stop building in Canada as is instanced by the issuance of building permits in Toronto amounting to $132,000 during the first half week in 1907, all of these permits being for buildings costing less than $10,000 each. Toronto headed the list of Canadian cities in the amount of building permits issued in 1906, the figures amounting to $13,100,000 against $10,370,000 in 1905. Winnipeg's total was $12,800,000 against $10,840,000 in 1905 and Montreal's $7,745,000 and $4,780,000 in the years referred to. Other cities which showed large increases included: Calgary, 1906, $2,243,000; 1905, $1,000,000. Edmonton, 1906, $1,866,000; 1905, $702,000. Vancouver, 1906, $4,250,000; 1905, $2,650,000. Victoria, 1906, $636,000; 1905, $480,000. Ottawa, 1906, $1,641,000; Regina, 1906, $2,100,000; 1905, $950,000. Brantford, 1906, $408,000; 1905, $197,000. Sydney, 1906, $125,000. These are just a few of the most active cities. Hamilton, London, St. John, Halifax, Quebec, Peterboro, Welland, Guelph, Galt, Port Arthur, Saskatoon and numerous other places have experienced substantial building booms caused by the steady influx of population resulting from the expansion of Canada's manufacturing industry and the settlement of the farm lands of Western Canada. In this latter movement farmers from various parts of the United States are taking a very active part. For instance, of the 3,388 homesteaders locating in the Western Provinces in August last 940 were from the States against 687 from Eastern Canada and 259 Westerners. These settlers, being familiar with American-made Hardware, stoves and implements, will help to augment the already large trade United States manufacturers enjoy in the Canadian West.

ATTEMPT TO EXTEND PARCELS POST.

Canadian Hardwaremen up to the present time have not experienced very keen competition from the mail-order houses, but a proposal has been made that the parcels post system in Canada be extended to include a C. O. D. collection feature and the postmaster-general has promised to introduce legislation along this line. The Ontario Retail Hardware Association and *Hardware and Metal*, along with other trade associations and papers, have lost no time in taking up the issue and the postmaster-general and members of Parliament are being bombarded with letters and petitions signed by merchants in all parts of Canada.

The Executive Committee of the Ontario Retail Hardware Association met in Toronto on December 31 and arranged to carry on the fight actively. Different trade matters were also acted upon and arrangements were made to hold the annual meeting of the association in Toronto on March 28 and 29, the latter date being Good Friday, a public holiday in Canada.

OBNOXIOUS LEGISLATION.

Canadian retailers are now facing a danger which has confronted the retail trade in the United States for some years—the extension of the Parcels Post system. The postmaster-general, at the opening of the Dominion Parliament about December 1, announced that he would bring down legislation providing for a C. O. D. collection system in connection with the Parcels Post. The Ontario Retail Hardware Association lost no time in urging other retail associations to take up an agitation against the proposed law. The association also sent letters to every Hardware dealer in Ontario urging the writing of letters to the local representatives in Parliament, to the postmaster-general, as well as seeing the editors of the country newspapers. A strong agitation is now under way in all branches of trade, and it is expected that the postmaster-general will be forced to reconsider his proposed action.

Another piece of legislation which is to be withdrawn as a result of protests from all branches of mercantile industry is the tax on commercial travelers imposed by the Province of Quebec a year ago. Premier Gouin has announced his intention to repeal the measure this Winter.

BUSINESS TRANSFERS.

J. H. Lyons & Company, Humboldt, Sask., have sold their business to the O. G. King Company.

Magladery Bros., who recently sold their business at Parkhill, Ont., to A. W. Humphries and Brewer & Harrison, of the same town, have bought out a store at New Liskeard, Ont.

The Western Hardware Company, Regina, Sask., whose store was recently burned, have bought the business of Smith & Ferguson and the two will be continued under the name of Peart Bros., Limited.

C. Warden & Company, Weyburn, Sask., have bought out Thompson & Axworthy of that place.

George Storey, Milton, Ont., has sold to J. T. Hannatt.

HARDWARE TRADE HAPPENINGS.

J. H. Ashdown, wholesale Hardware merchant, has been elected Mayor of Winnipeg, Man., by a majority of upwards of 5,000. He has also been chosen as president of the Winnipeg Wholesalers' Association.

The Hobbs Manufacturing Co., London, and the Metal Shingle & Siding Co., Preston, have opened branches at Toronto, while the H. R. Ives Company, Montreal, have taken larger premises for sample and warerooms.

The Hanbury Hardware Company has been incorporated with a capitalization of $300,000, to do a wholesale and retail Hardware business at Brandon, Man.

The Philip Carey Mfg. Co., manufacturers of roofing papers, Cincinnati, Ohio, will establish a Canadian factory at Hamilton, Ont.

The Walkerville Hardware Co., Walkerville, Ont., are erecting a new building and will go into the jobbing trade.

J. H. Still & Co., St. Thomas, Ont., manufacturers of axe handles, hockey sticks, etc., have purchased hickory timber limits in Kentucky and have commenced to brand their goods. The demand for hockey sticks this year has been remarkable and instead of stopping the manufacture of them about November 1, the usual date, makers will continue producing until February 1, in order to supply the demand.

J. W. Smith, Regina, Sask., has been chosen mayor of his town and W. M. Gordon, of Watt & Gordon, has been elected to the Winnipeg Board of Education.

The Safety Door Hanger Company, Hamilton, Ont., has been incorporated to manufacture door hangers and Hardware specialties. The company will have a share capital of $40,000, and the provisional directors will be: W. Topping, E. W. Topping, Ashland, Ohio; J. W. Nesbitt, J. G. Gould and James Dickson of Hamilton.

The Canadian Hardware and Manufacturing Co., Toronto, has been incorporated with a capital of $50,000, to carry on business as machinists, foundrymen, etc. The provisional directors will be: W. S. Harrison, W. H. Alderson, S. M. Linn and W. J. McManus, of Toronto.

The Saunderson Manufacturing Co. has been established at Sydney, N. S., with a capital of $45,000, to manufacture roofing paper.

George H. Clarke & Co., Niagara Falls, Ont., are making extensive additions to their Hardware store.

Max Morell, Toronto manager for Lewis Bros., Ltd., Montreal, has become sales manager for Rice, Lewis & Son, Toronto, and W. R. Tait, one of Lewis' Bros.' Western Ontario travelers is now the Toronto representative of this rapidly growing Montreal jobbing house.

William C. Perry, assistant manager for George D. Wood & Co., Winnipeg, died suddenly in Winnipeg Christmas week. Mr. Perry was an old traveler and well-known to the trade in all parts of Canada.

An important change is pending whereby the Canada Screw Co., Hamilton, will amalgamate with the Ontario Tack Co., Hamilton, which also controls the Western Wire Nail Works, London. This amalgamation of wire nail interests will help in

(Continued on page 34.)

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RECENT TRADE PUBLICATIONS.

PIKE MFG. CO., Pike, N. H., with New York office at 151 Chambers Street, have just issued a catalogue of Corundum Wheels. In regard to their product the company say: "To obtain the highest possible degree of excellence in all goods of our manufacture, to establish our standard so high that competitors cannot reach it, and our customers can unfalteringly rely upon it, has ever been and is our constant aim. The best thought and effort of three generations of the name of Pike have gone to give that name its present position in the abrasive world. Not one jot or tittle of that effort will be abated in our attempt to keep the product of our Corundum Wheel Department up to the high standard of our general abrasive line. We are concentrating our efforts upon Corundum Wheels, because after several years of thorough investigation and experiment, we are convinced that pure Corundum is the best existing abrasive for Grinding Wheels." A number of pages are given to an explanation of the nature of corundum, the vitrified process used by the company in the production of pure corundum wheels, how to select, mount, use and care for them. A table of grinding wheel speeds is given; also suggestions for selecting grain and grade of wheel; price lists, illustrations, etc. The Pike Mfg. Co. are also distributing their new price list of India Oil Stones, which should be asked for as well.

MONROE REFRIGERATOR CO., Lockland, Ohio, have issued a very handsome catalogue of their Monroe Porcelain Refrigerators, it being their Catalogue No. 15. The quality of the paper used is of the best, and the illustrations are the finest kind of half-tones, showing a large assortment of goods. There are also illustrations of apartment hotels, hospitals, etc., where these refrigerators are installed, including the Ansonia and Osborne Apartments, Hotel St. Regis, Astor Court and the Madison Square Hotels in New York City, as well as the Mount Sinai and St. Luke's Hospitals. A full description of these refrigerators will be found within the contents, and a number of testimonials; also a list of prominent people using the same in their homes, and the leading institutions equipped therewith. This catalogue will be gladly sent upon application, and is one that will be perused with interest by all those into whose hands a copy is given.

MAINE MFG. CO., Nashua, N. H., have issued a catalogue of their "White Mountain" Refrigerators and Ice Chests for 1907. The company are entering their thirty-third year, and in the opening pages make mention of their development "from the tiny one-room shop of mere local scope," so that to-day "the name 'White Mountain' has grown to international fame for sterling worth." Numerous illustrations are given of their different styles used for domestic purposes and by butchers and grocers. A portion of the catalogue is given over to a description of their "Stone White" Refrigerators, the linings for which are obtained from their own quarries, and which present a glistening, smooth, white surface, being made a part of the stone by their own special process. The illustrations are given in natural colors. The shelves of this line of refrigerators are of woven steel wire, heavily plated with pure block tin, easily taken out to clean; light, strong and sanitary. The cases are of solid oak, thoroughly kiln-dried, highly polished, and finished in a dark golden oak, with plain raised panels. The trimmings are unusually heavy and ornamental, because made of polished solid brass, their own design. A line of Ice Chests is also shown, both pine and hard wood, and the company also manufacture a hard wood chest designed exclusively for the keeping of fish and game. This catalogue, which is a complete one, should certainly interest every dealer carrying refrigerators in stock, or contemplating so doing.

GOLD MEDAL CAMP FURNITURE CO., Racine Junction, Wis., have recently published two catalogues, one devoted to Camp Beds, Chairs, Cots, Stools, Tables, Folding Bath Tubs and Complete Camp Outfits. Special attention is called to their Gold Medal Camp, Lawn and House Folding Furniture and Camp Outfits, which the company claim are far superior to anything of the kind ever offered to the public for comfort, strength, portability, compactness, simplicity and utility. For tourists, travelers and sportsmen; for the home in the city, country or seaside, these goods are especially advantageous. Their other catalogue is devoted to Hospital Cots, Litters and Invalid Back Rests and Chairs.

ROCKWELL MFG. CO., Malvern, Ark. Catalogue of High-Quality Screen Goods, including Screen Doors, Adjustable Window Screens, K. D. Frames and Made-to-order Work. In a prefatory note the company say: "We offer to the trade in this catalogue a line of high-quality screen goods. We are offering you this line as the result of twenty years of actual practical experience. All lumber used in these doors is thoroughly kiln-dried, soft yellow pine. All wire cloth is purchased from leading mills, and only the best quality is used. Light, durable coach varnish is used in finishing instead of cheap gloss oil. Our construction of the door renders the corner as strong as the wood itself. Our doors cannot sag. We offer designs that are new—something your customer wants and your competitor wishes he had. Our adjustable screen is adjustable in every sense of the word. Is not subject to climatic changes, and cannot stick or bind. To the trade who handle K. D. Frames, we offer positively the best article on the market. Above all, prompt shipments are necessary in the rush season. To this end we guarantee immediate shipment on receipt of order for all stock goods. Every door and screen will be thoroughly inspected before being crated."

PATTERSON, GOTTFRIED & HUNTER, LTD., manufacturers, importers and jobbers of machinery, metal, Hardware, tools and supplies, at 146-150 Centre Street and 115-117 Walker Street, New York, are sending to their friends in the trade their new Dealers' and Jobbers' Catalogue, bound in cloth. This catalogue they intend to be a permanent reference book, which they will always keep up to date by sending pages descriptive of such new goods as they may be handling, to be inserted between the covers. The blank pages contained in the catalogue are for notes and comments, which the dealer may wish to make. Besides the machinery, tools and supplies shown in this catalogue they have also a well-selected stock of Metals, Screws, Polishing Materials, Blacksmiths' Tools, Fine Tools, Carpenters' Tools, Machinists' Tools, Engineer's Supplies and Contractors' Tools. They will cheerfully submit prices on all mill and factory supplies, whether catalogued or not.

THE PERFECTION FURNACE PIPE CO., Toledo, Ohio, have favored us with a copy of their Price List No. 16, pertaining to Perfection Furnace Pipe and Fittings, Special Wall Register Boxes, Wall Pipe, Round Pipe and Fittings, Registers, Borders, Asbestos Furnace Cement, Paper, etc. The booklet is filled with illustrations of their entire line, and several testimonials are given from insurance men and boards of fire underwriters strongly recommending the Perfection Furnace Pipe.

H. BEALMEAR & CO., 25 West Baltimore Street, Baltimore, Md. Catalogue of Art Metal Goods, Sterling Silver Novelties, etc. These goods are strictly high grade, and are made especially for the best trade. Only the finest quality of genuine buck horn and boar tusk is used. Gold plated and French gray articles are heavily plated and warranted to wear. Their line includes an assortment of Sterling Silver Mounted Corkscrews, Patent Bottle Openers, Peppers and Salts, Child's Cups, Pen Dips, Shaving Cups and Brushes, Cigar Box Openers, Paper Cutters, Jewel Cases, Inkstands, Candelabra, Bronze Statuettes, Mirrors, Frames, etc.

HERO FRUIT JAR CO., Gaul and Adams Streets, Philadelphia, Pa. Catalogue and price list of Oilers, including Chace's Machine, Paragon and Automatic Oilers, Engineer Sets, Sewing Machine and Phonograph Oilers, Tin Spouts, Indestructible Steel Oilers, Fillers and Lamps, Brass and Steel Nozzles, Copper-Plated Steel Oilers, Tallow Pots, Railroad Oilers, Alcohol Lamps, Inspectors' and Locomotive Torches, Mowing Machine Oilers, Miners' Lamps, etc.

NEW CASTLE STAMPING CO., New Castle, Pa., are sending out their Catalogue No. 4 of "New Castle" Enameled Ware, in which they show the different lines of Enamel Ware made by this company. The enamel used on the different lines which they make is guaranteed to be absolutely pure and free from any poisonous substance. The lists in this catalogue apply to all the different lines. The company have gotten out a line of Manhattan Blue Ware, not shown in the catalogue under consideration, as it is a new departure since the publication of the same, and on which they have had a very extensive business.

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No. 893½

Double Your Padlock Sales

Here's the Aladdin's lamp. Rub it, and your wish for increased profits will come as if by magic.

To dealers who carry our padlocks in stock we furnish free on request, express charges prepaid, the following advertising matter with name and address imprinted upon it: "Book About Padlocks"—a meaty, 32 page piece of printed matter, done in two colors with illustrations. A catalog that's a salesman in type.

Package Labels	Business Cards	Envelopes	Catalogs
Folders	Leaflets	Guarantee Slips	Shipping Tags
A Rubber Stamp	Window Signs	Display Hangers	Street Car Cards
Electrotypes of Padlocks		Newspaper Advertisements	

And a 32 page booklet "Suggestions for Selling Yale Padlocks" that explains how to use this matter most effectively.

Write us also for illustration and full information regarding "Sample Board with 12 Yale Padlocks."

LET US HEAR FROM YOU

The Yale & Towne Manufacturing Company

9 MURRAY STREET, NEW YORK

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REVIEW OF THE MARKETS.

WIRE NAILS: The demand for Wire Nails keeps up remarkably well, which, together with specifications on contracts, keeps the mills busy. Mill bookings for December exceeded the amount of business of that kind a year ago. Broken assortments only are to be found in the jobbers' hands and the mill deliveries are several weeks behind. The shortage on cars still continues, when nails are ready for delivery. The market is a very firm one. Quotations are as follows, fo.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers	$2.00
Carload lots to Retailers	2.05

New York.—The market for Wire Nails locally is not quite as good as prevailed during the first ten days in December. Still there has been a good business doing. Prices are well maintained. New York quotations are on the following basis:

To retailers, carloads on dock	$2.19
Less than carloads on dock	2.33
Small lots at store	2.30

CUT NAILS: There is as much irregularity in the supply of Cut Nails as ever. Jobbers' stocks and the assortments at the mill are of a broken character, and as the product in many instances has been sold up for months ahead, there are many unfilled orders reported. Quotations are as follows: f.o.b. Pittsburgh:

Carload lots to Jobbers	$2.05
Less than carloads to Jobbers	2.10
Less than carloads to Retailers	2.20

Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 10 cents advance on Steel Cut Nails.

New York.—A few carload lots of Cut Nails are reported arrived in the local market, unsettling prices until the market learns whether the nails are to be held for Spring sales. The mills are still behind on regular deliveries. Jobbers' quotations are on the basis of $2.30 for small lots at store.

BARB WIRE: The mills had a large volume of business placed during December. The purchasers are reported as accumulating Spring stocks. The market is a firm one, while the mills are constantly importuned to ship promptly, distributers fearing a scarcity later. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galvanized.
Jobbers, carload lots	$2.15	$2.45
Retailers, carload lots	2.20	2.50
Retailers, less than carload lots	2.30	2.60

SMOOTH FENCE WIRE: Contract orders continue to be received by the mills in volume. As many large consumers placed orders some time ago, there is but little new business. Prices are held firmly. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.85
Retailers, carloads	1.90

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

CABINET LOCKS: Leading manufacturers of Cabinet Locks have made a concerted advance in several lines of goods which sell at net prices. On listed goods the old discount of 33⅓ per cent., with concessions on quantity orders, still remains in force.

PREPARED GLUE: One or more manufacturers of Prepared Glue have adopted new price lists to go into effect January 1. Discounts to the retail trade remain unchanged.

WRENCHES: An advance has just been announced by leading manufacturers of Agricultural and Knife Handle Wrenches amounting to about 10 per cent. on the former and 5 per cent. on the latter line. On the new basis the market to the retail trade may be fairly represented by a discount on Agricultural Wrenches of 75 to 75 and 10 per cent., and on Knife Handle Wrenches, 50 to 50 and 10 per cent.

ROPE: The following prices may be said to represent the market:

	Cents per Pound.
Pure Manila, 7-16 and larger	12¾ to 13½
B Quality Manila	11¾ to 12½
Pure Sisal, 7-16 and larger	9¼
No. 2 Sisal, 7-16 and larger	8½ to 8¾
No. 1 Jute, ¼ and larger	8½ to 9
No. 2 Jute, ¼ and larger	8 to 8½

Less ¼ cent to the large trade.

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels	43 cents per gallon.
In lots of 5 barrels or more	42 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.

Calcutta Oil.....70 cents per gallon.

THE SAN FRANCISCO TRADE.

As a Hardware trade item, in and of itself, it was only a little Christmas incident, but the writer is feeling ever so much better for the part he took in the little affair. The preluding feature of it, of secondary pleasure, occupied us from daylight on the morning of December 24 till the middle of the forenoon. Jesse Henderson was my companion. For several years just preceding the earthquake Jesse became personally acquainted with every Hardware dealer in the coast territory as traveling salesman for Philpott's Gun, Cutlery and Tackle Depot. Where Jesse and the writer were concerned on the morning before Christmas was at the nearby famous Duck Pond near Ingleside, shooting mallards, and good luck was with us amazingly. The most pleasing feature of it all occurred while returning to the city, at the noon hour. Our way in led us past Jefferson Park, one of the city's principal refugee camps where the writer found tent shelter for a week immediately after the 18th of April, and marched in the "bread line." Here at a tent where there were three dependent children and their bright-faced cheerful mother who now runs a sewing machine in a shoe factory, but before the city's disaster was cashier at the gun and cutlery store named, we dumped a brace of mallards for her family dinner on Christmas, and a quart of cranberries and two bunches of celery. A pleasant discovery we made at this refugee tent was a donation of a fine Christmas turkey and a fine assortment of utility culinary utensils, with the compliments of the cashier's and bookkeeper's department of the Pacific Iron & Steel Company, which was always a large supply source for the Philpott gun and tackle store.

California made more progress during the last month of 1906, which closed two days ago, than during any previous month of the year, a year that will never be forgotten by Californians and others, especially all such that were here at the dawn of day on the 18th of April. From all parts of the State the December reports are in from the 165 bodies affiliated with the California Promotion Committee, and they are most favorable. They tell of a rainfall that has been general and fallen in sufficient quantities to insure good crops the coming season. Hardware merchants in this city, and all other commercial traffic men, report the holiday season which has just closed to have been the heaviest and most profitable in their experience, and that the general average of goods purchased were of a far better class than those sold in previous years. A Hardwareman said: A year ago the new year promised to be one of activity and prosperity and the first quarter was fully up to all expectations. Then came the never-to-be-forgotten April 18, with its horrors and uncertainties. Then came the struggle for re-establishment, a time that brought to the surface real manhood and caused the weak to sink to that level where events would ultimately have forced them. The Hardware trade did not wait for events, the fire took the stores and the stocks, but it left the man fully armed with the courage and ambition that has built our nation to that of

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — NICHOLSON FILE CO., - Providence, R. I.

the grandest on earth. Then came the struggle of San Francisco, from the ruins she must rise and become one of the grandest cities of the world, she must rebuild and to rebuild she must have iron and steel, the mechanics must have tools and our merchants must furnish them. Eight months have passed and to day San Francisco is the busiest city in the world; she is rebuilding; the old walls are rapidly disappearing, making way for new and modern buildings, the temporary city has reached its limit, the permanent city is beginning to rise.

A dispatch just to hand from Spokane, Wash., says: Elaborate plans are being worked out for the second annual convention of the Inland Empire Implement and Hardware Dealers' Association in Spokane, January 16 to 19, when it is expected 500 members from Eastern Washington, Northern Idaho, Northwestern Oregon and Southern British Columbia, will be in attendance. A banquet will be given the evening of January 17, and other evenings will be devoted to theatre parties and skating in the roller and artificial ice rinks. The program has not been prepared in detail, but several Eastern dealers and manufacturers will be among the speakers and an anti-peddling measure will be drafted to be submitted to the incoming legislatures of Washington, Idaho and Oregon. The present officers of the Association are: President, E. E. Lucas, Davenport, Wash.; Vice-Presidents, R. L. Spiker, Nez Perce, Idaho, and A. Urbahn, Spokane; Treasurer, J. A. Fredaker, Spokane; Secretary, E. W. Evenson, Spokane; Directors, L. C. Fisher, Sprague, Wash.; J. Baur, Ritzville, Wash.; John Raymer, Reardon, Wash.; A. Z. Wells, Wenatchee, Wash.; F. J. Guth, Odessa, Wash.; E. L. Scott, Oaksdale, Wash.; A. B. Salmon, Wilbur, Wash.; I. C. Hattabaugh, Grangeville, Idaho; E. E. Plough, Spokane; F. T. Larrabee, Edwall, Wash.; E. P. Dorris, Lewiston, Idaho; W. F. Chalenor, Palouse, Wash.; E. M. Heifner, Colville, Wash., and C. L. Butterfield, Moscow, Idaho.

INDUSTRIAL PRESS ASSOCIATION.

STAR ENAMELING & STAMPING CO.

Star Enameling & Stamping Co., Pittsburgh, Pa., are making important additions to their line of Sheet Metal Wares, consisting of Pieced, Stamped and Japanned Tin Ware, Specialties in Galvanized Ware, Gray Mottled and Blue and White Enameled Ware, and White and White Specialties in Enameled Ware. Their Gray Mottled Ware has been continually improved until it is now very durable and of superior finish equal to any such ware on the market. The line of Blue and White Ware is of a high grade white finish inside and a pleasing blue turquoise outside. Their White and White with blue border is very tenacious and desirable, and is meeting with a gratifying demand in the following items, all of which they are making a specialty: Tea and Coffee Strainers, Seamless Cups and Mugs, Cups, Saucers and Plates, Soap Dishes, Ladles, etc. The recent additions to their plant which consist of Muffle and Annealing Furnace, heavy drawing presses and dies for all sizes of Berlin Kettles, Dish Pans, Chambers, Rice Boilers, Seamless Stock Pots, Strainers, Seamless Cups and Mugs, Cups and Saucers, Ladles, etc., will double the capacity of their plant, which is operating night and day without being able to supply the demand for their products.

They will be represented by the following salesmen during 1907: J. A. Dorshimer, Pittsburgh; J. S. Andrews, Western Pennsylvania, Eastern Ohio, West Virginia; A. Schlesinger, Ohio, Indiana and Michigan; A. Watts, Chicago, Illinois and Wisconsin; C. P. Fitch, Minnesota, Iowa, Nebraska, Kansas and Missouri; Chas. Golding, Louisiana, Texas and Oklahoma; J. P. Dornrimple, Tennessee, Alabama, Georgia and South Carolina; W. L. Stansbury, Maryland, Virginia and North Carolina; W. H. Dobson, Central and Eastern Pennsylvania; S. Stengel, New York State and Connecticut; H. O. Stansbury, Philadelphia, New Jersey and New York City; F. A. McMann, Massachusetts, Rhode Island, New Hampshire and Maine; J. A. Wallace, Pacific Coast; and G. M. Fitch is Special Salesman and Sales Manager for this Company.

NEW EXPANSION BOLT CATALOGUE.

We have just received a catalogue which should prove of more than passing interest to the Hardware and supply trade. The catalogue fully illustrates and describes the complete lines of Expansion Bolts, Screw Anchors, Drills, Toggles, etc., manufactured by the Star Expansion Bolt Company of 147 Cedar Street, New York City. In this progressive day of modern up-to-date construction, wood and frame work is becoming more and more uncommon. We build nowadays with brick, stone, concrete and steel, and for making quick, labor-saving fastenings, which may be relied upon to hold, in these materials, the Star Expansion Bolt is said to be unequalled. Their use among contractors, builders and plumbers is very general and steadily increasing, and dealers covering these lines may do well to investigate their advantageous merits.

The lag screw type of the Star Expansion Bolt is the simplest made—expansion parts consisting of two malleable iron shields so constructed that they operate, immediately upon entrance of Bolt, to form a positive inside lateral expansion. Fastenings thus effected, possess wonderful tenacity, and are absolutely dependable.

Star Single and Double Machine Expansion Bolts for heavier constructional purposes are very generally used throughout the country in connection with government, municipal and other important contract work. These are made up in brass, bronze or any other metal specified. A copy of this catalogue will be sent upon request to those interested.



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EXISTING EVILS IN THE RELATIONS OF MANUFACTURER TO JOBBER.

The various representative associations of jobbers have been agitating the question as to the relations between manufacturers and jobbers. There has been particularly a discussion as to the evils in the trade resulting from the discrimination on the part of some manufacturers in favor of the woodenware jobbers as compared with other jobbing trade. Mr. John M. Hart, of the John M. Hart Co., Ashland Block, Chicago, Ill., who has been in direct contact with this situation for the past seventeen years, has been asked by many of his jobbing friends his views as to the cause of these conditions with a desire to learn of a feasible remedy. So he has prepared a pamphlet which explains the situation, and which he will gladly forward to any dealer interested on request.

EXPORTS OF MANUFACTURES FROM THE UNITED STATES

Exports of manufactures from the United States in the year just ended aggregated more than 700 million dollars. The Bureau of Statistics of the Department of Commerce and Labor has completed the figures for the eleven months ending with November, and adding to these a conservative estimate for December finds that the total exports of manufactures for the full year will, beyond question, exceed 700 million dollars. Ten years ago, in the fiscal year 1896, they amounted to but 258 millions; in 1886, but 145 millions, and in 1876, 105 millions. The share which manufactures formed of the total exports was, in 1906, 42 per cent.; in 1896, but 30 per cent.; in 1886, but 22 per cent., and in 1876, 20 per cent. Thus the exports of manufactures in 1906 are three and one-half times as great as a decade ago, and the share which manufactures form of the total exports about one-third greater than at that time.

This is the first time that exports of manufactures have crossed or even approximated the 700 million dollar line. Even in the fiscal year 1906, which is only six months away, the total exports of manufactures were but 686 millions; in 1905, 612 millions; in 1904, 523 millions; in 1903, 468 millions; in 1902, 454 millions; in 1901, 466 millions; in 1900, 484 millions; in 1899, 380 millions, and in 1898, 325 millions. Thus the exports of manufactures in the calendar year 1906 are actually twice as great in value as in the fiscal year 1898, having thus doubled in eight years.

Practically one-half of the manufactures exported from the United States goes to Europe, the great manufacturing section of the world. Of the 686 million dollars' worth of manufactures exported in the fiscal year 1906, 218 million dollars' worth went to Europe, 182 millions to North America, 30 millions to Oceania, and 13 millions to Africa. Of the 318 million dollars' worth of manufactures sent to Europe, 73 millions was manufactures of copper, 46 millions mineral oil, 44 millions manufactures of iron and steel, 32 millions manufactures of wood, 27 millions leather and manufactures thereof, 16 millions naval stores, 13 millions agricultural implements, and the remainder miscellaneous manufactures. Of the 182 million dollars' worth of manufactures sent to the various countries of North America, 72 millions was iron and steel manufactures, 18 millions wood manufactures, 10 millions cotton goods, 8 millions leather and manufactures thereof, and 7½ millions cars and carriages.

The United States now holds third rank among nations as an exporter of manufactures. The total exports of manufactures from the United Kingdom in the latest year for which statistics are available were 1,333 million dollars; from Germany, 910 millions; from the United States, 700 millions; from France, 661 millions; from Netherlands, 347 millions; from Austria-Hungary, 215 millions; from Belgium, 204 millions; from Italy, 200 millions; from Switzerland, 141 millions, and from Russia, 117 millions. It will thus be seen that in this grouping of the world's great exporters of manufactures the United States now stands third in the list, though it is proper to add that the figures for the United States are for the calendar year 1906, while those for practically all the other nations quoted are for the year 1905.

Manufactures form, however, a much larger percentage of the exports of the great manufacturing countries of Europe than they do of the exports of the United States. The share which manufactures form of the exports of the United Kingdom is 83 per cent.; Switzerland, 76 per cent.; France, 70 per cent.; Germany, 67 per cent.; Italy, 60 per cent., and of the United States, as above indicated, 43 per cent. in the calendar year just ended.

The value of manufactures now entering the world's international commerce now aggregates about 5 billion dollars, and the United States thus supplies nearly 15 per cent. of that total.

In the table which follows, showing the value of manufactures exported from the principal manufacturing countries of the world, the figures for the fiscal year 1906 have been used in the case of the United States, since the exact figures for the calendar year are not yet available, though the Bureau of Statistics has already approximated that the total exports of manufactures in the calendar year 1906 will, as above indicated, exceed 700 million dollars. All figures quoted regarding the United States are those of the new classification, adopted by the Bureau of Statistics, July 1, 1906, but applied also to the commerce of earlier years.

TOTAL DOMESTIC EXPORTS AND EXPORTS OF DOMESTIC MANUFACTURES FROM THE PRINCIPAL MANUFACTURING COUNTRIES IN THE LATEST AVAILABLE YEAR.

	Total domestic exports.	Exports of manufactures.	Per cent. of total exports.
	Dollars.	*Dollars.*	
United States*	1,717,953,000	686,023,000	39.93
United Kingdom	1,605,053,000	1,332,851,000	83.04
Germany	1,364,131,000	910,017,000	66.71
France	939,305,000	660,899,000	70.36
Russia	518,288,000	117,438,000	22.66
Italy	329,522,000	199,427,000	60.52
Netherlands	799,694,000	346,828,000	43.37
Austria-Hungary	445,487,000	214,591,000	48.17
Belgium	446,439,000	204,370,000	45.78
Switzerland	187,079,000	141,415,000	75.59

*Fiscal year 1906.

F. E. MYERS & BRO.

From F. E. Myers & Bro., Ashland, Ohio, the authority on pumps, we have received the following. We see they have found 1906 the banner year in their history:

Editor HARDWARE:

We have high hopes of a very satisfactory pump trade in 1907, especially on the Myers Double-Acting Force Pump, which is really what a pump should be in light of the buying power of the consumer and the corresponding efforts that the dealer should make for the further introduction of the pump that possess the advantages of fire protection, washing of buggies, sprinkling of lawns, irrigating, etc., in addition to being a water-lifter.

From the standpoint of our individual experience, we cannot help but feel that your numerous readers are and will continue to enjoy a full share of prosperity looked for in 1907. Our judgment is that this will be a decidedly favorable year for manufacturers, especially so if we have good crops. We are running full time and full capacity, and have just closed the banner year of our history, and have conditions for another decidedly favorable and encouraging year. We hope that your business and that of your clientage will be correspondingly favorable, and remain,

F. E. MYERS & BRO.

CHICAGO FLEXIBLE SHAFT CO., La Salle Avenue and Ontario Street, Chicago, Ill., have published some very entertaining and unique literature regarding their Clark Carriage Heaters. One booklet is entitled "If you ride in Winter," and is designed to show all who ride on cold days how to keep warm of feet and comfortable of body on the longest trip. A circular accompanies the booklet and is entitled "An Ounce of Prevention," showing how by the use of the Clark Heater heavy colds and pneumonia are prevented. The company refer to these Heaters in their usual characteristic way: "If you ride in Winter the misery and discomfort of every drive may be entirely done away with through the use of a Clark Carriage Heater. These miniature metal stoves fit in snugly at the feet in any style of conveyance, whether it be carriage, wagon, sleigh or automobile. They radiate a strong, healthful heat that keeps the occupant warm and comfortable all over throughout the longest drive. About every ill resulting from Winter drives is directly traceable to cold feet. If the feet be kept warm, there is a feeling of warmth all over. Clark Heaters are so shaped that the feet rest right on them in a natural and easy manner, thereby securing the direct heat as it comes from the heater. The degree of heat radiated can be controlled perfectly by the ventilators so that one may have as much or as little as is needed, depending on the coldness of the day."

HE GETS IT IN THE NECK.

Goodman—Did yo uever learn t ocarve a turkey?

Selfish—Never! I could never see the wisdom of putting yourself in a position when you must offer everybody his choice and content yourself with whatever happens to be left.

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Trade Meetings

SOUTHERN HARDWARE JOBBERS' ASSOCIATION.

The following letter has been sent by Secretary Webber to the members of the Association under date of December 27, 1906:

THE MEETING PLACE FOR 1907.

To the Members of the Southern Hardware Jobbers' Assn.:

GENTLEMEN:

The Southern Hardware Jobbers' Association will meet June 11-14, inclusive, 1907, at The Jefferson Hotel, Richmond, Va. Below I give the rates. Single rooms, without bath, $4.00; with bath, $5.00 per day. Double rooms, one person, without bath, $5.00; with bath, $6.00; two persons, without bath, $7.00; with bath, $8.00 per day.

The American plan only will prevail. I will ask each one who attends to make reservations direct with the hotel management, and not through this office. I have forwarded a list of our members to the management and will ask that those who ask for reservations state the firm represented and that the reservation is for this occasion. In this connection I do not think it amiss to urge our members to make strenuous efforts to be in attendance. Richmond presents some points of rare interest, and being associated with some of the dearest traditions of the South, is peculiarly fitted to call forth the largest number of our members ever assembled. Unless we attend on these meetings, give our best thought and talent to the deliberations there had we can never hope to assume that commanding position to which we are entitled. The Jamestown Exposition is near, and doubtless an arrangement for a trip there can be perfected.

W. W. WEBBER, *Secretary-Treasurer.*

AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION.

DEAR SIRS:

The Twelfth Convention of this Association will be held concurrent with the Seventeenth Annual Convention of the Southern Hardware Jobbers' Association, at Richmond, Va., June 14th, 1907, with headquarters for both Associations at "The Jefferson," which will make the following rates to delegates and visitors:

AMERICAN PLAN.

Single room, without bath, one person, $4.00 per day.
Single room, with bath, one person, $5.00 per day.
Double room, without bath, one person, $5.00 per day.
Double room, with bath, one person, $6.00 per day.
Double room, without bath, two persons, $7.00 per day.
Double room, with bath, two persons, $8.00 per day.

The Jefferson is being remodeled, and the new additions, which will be ready for occupancy in February, will include 300 sleeping rooms and the principal public rooms of the hotel. All sleeping rooms have hot and cold running water, long distance telephone, and good natural light, and the hotel is well adapted to our Convention requirements.

Richmond was the unanimous choice of the Committees appointed by the S. H. J. A. and the A. H. M. A. to select the seat of our next Joint Convention, and as many of the delegates will wish to visit the Jamestown Exposition, it is now thought quite probable that arrangements will be made to complete the work of the Committees by the evening of June 13th, to admit of an all-day trip by rail and boat on the 14th to view the fleet of war vessels assembled in Hampton Roads, and visit the Jamestown Exposition.

All applications for reservation in the headquarters hotel should be addressed to P. M. Fry, Manager, The Jefferson, Richmond, Va., and include such information regarding delegates being accompanied by ladies, parlors for display purposes, rooms desired en suite, etc., as will enable the hotel management to intelligently anticipate the accommodations desired. Manager Fry has been furnished with lists of the membership of both Associations, and we would suggest that where the application is made on other than the company's stationery, the applicant should state his connection with membership.

We enclose herewith list of Standing Committees appointed for the present Association year, and beg to advise each Chairman will be glad to receive communications from any member upon any subject within the scope of his Committee work.

Yours very truly,

F. D. MITCHELL,
Secretary-Treasurer.

STANDING COMMITTEES.

MEMBERSHIP COMMITTEE.

Fred S. Merrick, (Ch'n)	Standard H. N. Co.,	N. Brighton, Pa.
A. C. Albrecht,	North Bros.Mfg. Co.	Phila, Pa.,
Henry W. Avery,	Avery Stpg. Co.,	Cleveland, Ohio.
Walter W. Birge.	Ames Shvl. & Tool Co.,	St. Louis, Mo.
Norman P. Cooley,	The Hart & Cooley Co.,	New Britain, Conn.
George E. Holton,	Bryden Horse Shoe Co.,	Catasauqua, Pa.
Charles B. Lee,	Hopkins & Allen A. Co.,	Norwich, Conn.
Fayette R. Plumb,	Fayette R. Plumb, Inc.,	Phila, Pa.,
Fred A. Searle,	Landers, Frary & Clark,	New Britain, Conn.

ENTERTAINMENT COMMITTEE.

N. A. Gladding, (Ch'n)	E. C. Atkins & Co., Inc.,	Indianapolis, Ind.
Wm. H. Bennett,	The Lawson Mfg. Co.,	Chicago, Ill.
Geo. P. Hart,	The Stanley Works,	New Britain, Conn.
Jos. M. Hottel,	The Carver File Co.,	Phila, Pa.,
Henry B. Lupton,	Oliver I. & S. Co.,	Pittsburgh, Pa.

PRESS COMMITTEE.

W. M. Tussig, (Ch'n)	Challenge Cutlery Cor.	Bridgeport, Conn.
Wm. H. Hays,	Iron Cy Tool Wks, Ltd.,	Pittsburgh, Pa.
Geo. V. Willson,	Hussey-Binns Shvl Co.,	Pittsburgh, Pa.

GRIEVANCE COMMITTEE.

G. H. Jantz, (Ch'n)	Amer. Wringer Co.,	New York City.
Louis E. Dietz,	Boss Wash'g M. Co.,	Cincinnatti, Ohio.
Chas. J. Graham,	The Graham Nut Co.,	Pittsburgh, Pa.
Geo. W. Korn,	G. W. Korn Razor Co.,	Little Valley, N. Y.
T. W. Williams,	Bissell Cpt Swpr Co.,	New York City.

FREIGHT COMMITTEE.

C. T. Johnson, (Ch'n)	The Dover Mfg. Co.,	Canal Dover, O.
S. G. Gilfillan,	Belfont Iron Wks Co.,	Ironton, Ohio.
Ex-Gov. D. H. Goodell,	Goodell Co.,	Antrim, N. H.
Wallace L. Pond,	Nicholson File Co.,	Providence, R. I.
W. C. Reitz,	Pittsburgh Steel Co.,	Pittsburgh Pa.

CREDENTIALS COMMITTEE.

F. Herbert Smith, (Ch'n)	Nicholson File Co.,	Providence, R. I.
Geo. H. Harper,	Nat. Emlg & Stpg Co.,	Baltimore, Md.
R. B. Jones,	The Clyde Cutlery Co.,	Clyde, Ohio.
Daniel Simonds,	Simonds Mfg. Co.,	Fitchburg, Mass.
J. H. Towne,	Yale & Towne M. Co.,	New York City.

HUMOROUS LOGIC.

What is the need of raising the salary of Congressmen? The jobs seem to be in great demand at the present figures.

According to a London physician, music will cure alcoholism, and in the face of this great discovery the police are forcing the saloons to throw out their self-playing pianos.

We notice that the Chicago public schools have added hugless dancing and waterless swimming to the list of educationless accomplishments to be taught the Chicago youth.

F. J. Hoel, treasurer of the McCord-Brady Co., of Omaha, Neb., and wife were presented with a girl baby last Christmas. The Hoel family is still rejoicing.

More people swore off the first of this year than usual. There was all the manufacturers of impure food and most of the habitual users of railroad passes added to the list.

A girl out in Wichita, Kan., got married the other day, and can hardly be blamed for wanting to change part of her name, as the old combination was quite suggestive, being Carrie Wood.

It is understood that when Mr. Bryan recently remarked that the nomination for the presidency was "an honor no American should decline" he was not speaking of the present occupant of the presidential chair.

The fact that the death rate is a third below the average in the Middle West is not worrying the undertakers. A new use has been found for coffins. They are now used for the shipment of game through States having a strict game law.

There must have been something very attractive about that investigation of what pure whiskey really is. We note that Secretary of Agriculture Wilson has decided to pay another visit to the distilleries. Some of the scenery around these distilleries is said to be beautiful.

It is very clear that the shippers are to blame for all the car shortage. The railroads are unanimous in saying so. In fact the shippers seem to be blamed for everything except the railroad dividends. They all come from good management on the part of the officials.

If Uncle Sam ever takes control of the railroads, after finding people to operate them who will not stoop to graft, the next step will be to build a pontoon bridge under the entire right-of-way, to keep it from sinking in the oceans of watered stock, already issued and still being issued "for improvements."

EMERY FOR THE HARDWARE TRADE

We are now putting up PURE TURKISH EMERY in 10 lb. tin cans.

Write for Prices.

ORIENTAL EMERY CO., New Haven, Conn.

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LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

RIGHT TO SALARY OF SURVIVING PARTNER.

QUESTION: A and B were partners sharing equally in profits and losses. On February 17th, 1891, B died without leaving any will. A and B's widow were appointed administrators. A continued the business until 1894 and continued to draw out the same weekly salary he had been drawing before B's death. All this was done without the consent of any of the persons interested in B's estate. There is no doubt that A's services in continuing the business were worth the salary which he drew. Under all the circumstances was he justified in taking it?

REPLY: We think not. It has long been the well-established rule that a surviving partner should not be allowed any compensation for his services in liquidating the business. It is the duty of an administrator to dispose of the business and convert it into cash with all reasonable dispatch and a continuance of the business beyond a reasonable time is unauthorized. An administrator is ordinarily confined to the fees or commissions prescribed by statute. It follows that since the business was continued for the benefit of the estate of the deceased partner, the administrator cannot receive any compensation other than the commissions allowed by law. If, however, he had continued the business at the request of all parties in interest and they were competent to consent, then doubtless he would have been entitled to receive the salary which he appears to have justly earned. But you expressly state that what he did was without the consent of those interested in the estate.

SAVINGS BANK DEPOSIT—PAYABLE TO SURVIVOR.

QUESTION: John Smith and Sarah Smith each had an account in the savings bank and each had a separate book. Shortly before Sarah Smith's death they both signed a paper directed to the bank which read like this: "We, the undersigned owners of bank books Number 23661 and Number 25172 issued by your bank, desire to have the account therein merged into an account running to John Smith or Sarah Smith or to the survivor. Our object being that in case of the death of either, the other may draw the whole amount." Two days after signing this paper Sarah Smith died leaving a will which bequeathed all her property to other relatives. Who is entitled to the money?

REPLY: If the paper or instrument was delivered to the savings bank and acted upon by the savings bank prior to the death of Sarah Smith, we think that it was effectual to vest title to the entire fund in her husband John Smith upon her decease. The paper was executory until its delivery to the bank and could consequently be revoked by either party at any time and would be revoked by the death of either prior to such delivery. But after it had been delivered to and acted upon by the bank during the lifetime of both parties, it became effective to vest title to the entire deposit in the survivor upon the death of either.

MONEY PAID UNDER FALSE PRETENCES MAY BE RECOVERED.

QUESTION: In answer to a newspaper advertisement, I invested $400 in forty shares of stock of a company which was represented to me to be earning about $5,000 a year and to be the owner of about ten miles of very valuable land in West Virginia. I relied on these representations in investing my money. It now turns out that the company never owned any land in West Virginia or elsewhere and was not earning anything. What can I do to get my money back?

REPLY: You can rescind your contract on the ground of fraud, offer to restore the shares of stock delivered to you and sue to recover whatever you have paid. You may also keep the stock and sue for damages for the fraud. Furthermore it appears that this money has been obtained from you by false pretences, and a criminal prosecution will lie against the person who made these representations to you knowing them to be false.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED DECEMBER 17, 1906.

417,240. WINDOW BLIND FASTENER. G. J. Frost, Toronto, Ontario, Canada.
417,285. SAD IRON. A. Rosa, Milwaukee, Wis.
417,326. INDICATOR LOCK. W. H. King, Newark, N. J.
417,403. WINDOW SCREEN. J. Chelini, Washington, D. C.
417,602. PADLOCK. J. Straubinger, Newark, N. J.
417,679. WASHING MACHINE. A. A. Neff, Hill Grove, Ohio.

PATENTS ISSUED DECEMBER 18, 1906.

838,514. PIPE TONGS. G. W. Baker, Oxford, Fla.
838,521. ROTARY CUTTER FOR LAWN MOWERS. A. B. Case, Springfield, Mass.
838,552. CONVERTIBLE MONKEY AND PIPE WRENCH. J. T. Landers, Atlanta, Ga.
838,578. INSTANTANEOUS WRENCH. E. L. Perry, Brooklyn, N. Y.
838,597. HOOF NIPPERS. H. B. Ward, Nampa, Idaho.
838,667. HEATING STOVE. E. G. Thomas, Markle, Ind.
838,677. ANGLE BIT BRACE. J. H. Ackermann, Springfield, Ohio.
838,762. SAFETY RAZOR. F. H. Arnold, Reading, Pa.
838,799. HINGE. H. J. Nagle, Abbottstown, Pa.
838,808. LOCK MECHANISM. B. Phelps, Seattle, Wash.

PATENTS EXPIRED DECEMBER 24, 1906.

417,705. SIGNAL LANTERN. F. P. Copper and Alvin Bair, Tiffin, Ohio.
417,722. SCREW DRIVER. D. R. Hart, New York, N. Y.
417,873. PERMUTATION LOCK. A. C. Lawrence, Toronto, Ontario, Canada.
417,880. WASH BOARD. P. Pfanschmidt, Chicago, Ill.
417,945. WINDOW SCREEN. O. Rolen, Galesburg, Ill.
417,968. WRENCH. A. J. Barber, Auburn, N. Y.

PATENTS ISSUED DECEMBER 25, 1906.

839,087. LADDER. H. Adler, Pittsburg, Pa.
839,102. WRENCH. C. H. Brooks, Clearmont, Wyo.
839,176. COMBINATION TOOL. T. E. Morriss, Forestburg, Tex.
839,197. WIRE HINGE. W. G. Powell, W. B. and J. L. Powell, Shadeland, Pa.
839,333. PERMUTATION LOCK. A. J. Stolt, Manistee, Mich.
839,343. HEATING DEVICE. F. M. Vogel, Lynn, Mass.
839,474. COMBINED FENCE MAKING TOOL. W. S. Guinter, Jefferson, Wis.

"THE MAN BEHIND THE GUN."

A man came into police court the other day carrying a friend on his back. "What's the matter?" asked the judge. The man answered: "Judge, this man is a friend of mine, and his name is Gunn. Now, Gunn is loaded,—half-shot. I know that it's against the law to carry a loaded gun on the streets, so I brought him in here." The judge said: "Gunn, you are discharged." And the next day the report was in the papers. Gunn's employer saw it and Gunn was fired.



GOODELL MITRE BOX

Made entirely of steel. No more breaking. Its quality, durability and improvements make it the most desirable box on the market.

Send for circular and prices. GOODELL MFG. CO., Greenfield, Mass.

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A GOOD RESOLUTION FOR 1907

Send Us Your Mail Orders

"Young man, consider the postage stamp; it sticks to one thing until it gets there."

Our Mail-Order Salesman, Uncle Sam, travels all night and works all day, every night and every day. He never "needs a rest."



No town is too small, no drive too long. Uncle Sam works for the same price in Arizona as in New York. A two-cent stamp does the business.

Write for our Catalogues

TRADE NORVELL-SHAPLEIGH HARDWARE CO. DE DIAMOND EDGE MARK

CATALOGUES

General Hardware
Sporting Goods
Cutlery
Bicycles and Sundries
Spring Goods

NORVELL-SHAPLEIGH HARDWARE CO.

ESTABLISHED 1843

ST. LOUIS, U. S. A.

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MERCHANTS' ASSOCIATION OBTAIN REDUCED RATES.

The Merchants' Association of New York announces that merchants' rates from the Central West, which is designated by the railroads as Central Passenger Association Territory, will be in effect to New York City on February 9-13, inclusive, and March 2-6, inclusive, with a thirty-day return limit. The special rate is a fare and one-third for the round trip, the reduction being granted under the certificate plan.

The railroads' members of the Central Passenger Association traverse the following section:

Points West of (but not including) Buffalo, Niagara Falls, Suspension Bridge and Salamanca, N. Y.; Pittsburgh and Allegheny, Pa.; Bellaire, Ohio; Wheeling, Charleston and Huntington, W. Va., and points on and North of the Ohio River and East of the Mississippi River, and South of a line from Keokuk, Iowa, to Chicago, Ill., including Cincinnati, Louisville, all towns in Kentucky on the Chesapeake & Ohio Railway, Cairo, St. Louis, Keokuk, Chicago, the Southern Peninsula of Michigan, and Canadian towns on the Michigan Central R. R. and Wabash R. R.

Efforts are now being made by The Merchants' Association of New York to arrange merchants' rates to the metropolis from the Southwest.

The circular announcements of the Association, which give full particulars of the rates, will be issued in about two weeks and subsequently forwarded to the out-of-town merchants in the different sections of the country.

HARDWARE AND IMPLEMENT DEALERS OF THE COAST.

The following has been forwarded to the dealers of the territory named from Spokane, Wash., December 30, 1906:

To the Retail Hardware and Implement Dealers of the Pacific Coast:

GENTLEMEN:—The Hardware and implement dealers in the Pacific Coast States are now thereby organized, each having their local State Associations, all doing good work. These include in their membership the best element in the retail trade in these two lines, Hardware and Implements, and command the earnest attention and the friendliest co-operation of all the jobbers and manufacturers whose lines they distribute. May this always be so.

The experience of the past few years has demonstrated that there is need for the earnest co-operation upon the part of the retail trade throughout this section of the country for some arrangement whereby large questions not local in their nature, but applying with equal force to all the retailers of Hardware and implements, can be handled.

Therefore, for the purpose of organizing the retail dealers in Hardware and implements in the States of Montana, Washington, Idaho, Oregon, California, Nevada, Colorado and Arizona into one big association which shall have charge of handling all questions in which all are mutually interested and affected, a meeting will be held in the city of Portland, Ore., on February 11, 1907. The name of this organization will be "The Pacific Federation of Retail Hardware and Implement Associations." or such other suitable name as the dealers in convention may elect. The exact place of meeting in Portland will be announced in next issue, as these arrangements have not been completed. A most cordial invitation is extended to every retail Hardware or implement dealer in the States named to attend, and take part in helping to organize. Special rates on all roads entering Portland will be assured, and these will be announced later.

Let the cry be "On to Portland," and let every dealer boost for his own welfare by attending the meeting, and urging everyone also connected with the trade to also attend. Hoping to meet you in Portland.

INLAND EMPIRE IMP. & HDWE. DEALERS' ASSN.
E. W. EVENSON, *Spokane, Wash., Secretary.*

Attest:

Inland Empire Implement and Hardware Dealers' Association.

Idaho Retail Hardware & Implement Dealers' Association, Boise, Idaho.

Walla Walla & Columbia County Implement & Hardware Association, Walla Walla, Wash.

Umatilla County Implement & Hardware Association, Pendleton, Ore.

Oregon State Retail Hardware & Implement Dealers' Assn.

Southern California Retail Hardware & Implement Association, Los Angeles, Cal.

California Retail Hardware Association, San Francisco, Cal.

San Joaquin Valley Retail Hardware Assn., Fresno, Cal.

Others to follow.



To Swear By
OR
To Swear At
CASTERS--which?



Turn anywhere—North—South—East—West—and you will find thousands of pleased customers swearing by

The
Faultless Caster

"The Caster That Never Refuses To Turn."

Received Highest Award over all others at World's Fair, 1904, for Wood, Iron and Brass Beds and all kinds of furniture.

Made with wood, iron, brass, leather and Insulated (Glass) wheels.

Before placing your orders for 1907 write us for prices.

Faultless Caster Co.
Nebraska City, Neb.

The Famous
HAMILTON
RIFLES



Just the thing for target practice or hunting small game.

Model 23
The Great Favorite

Send for New Catalog.

35 inches long. Barrel and Action 21¾ inches long. Take down. Bolt action model. Stock of Walnut. Beautifully finished in blue-black gun finish. Automatic action in loading and ejecting exploded shell. Retail $3.00.

MODEL NO. 19

Same as No. 23, combines simplicity, beauty of finish, strength and shooting power. Simple loading process. Extractor. Rapid and perfect action. Convenient take-down features. Retail $2.00.

MODEL 15

Same as No. 19, but with barrel 4 inches shorter. Retail $1.50

Hamilton Rifle Co.
PLYMOUTH, MICH., U. S. A.

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Gillette Safety Razor

NO STROPPING NO HONING



It Pleases Every User.

The Most Wonderful Selling Razor in the World



It pleases every customer, who in turn brings a new customer.

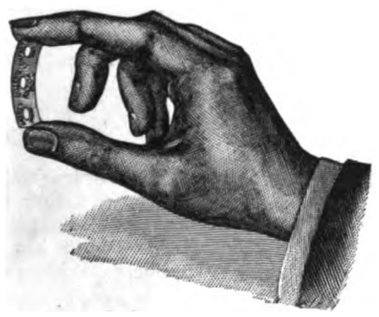
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

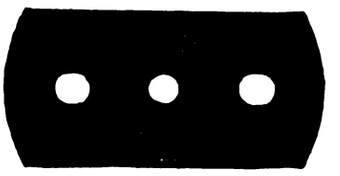
12 BLADES, 24 SHARP EDGES,

Every blade will give from 20 to 40 close, smooth, comfortable shaves.

Triple silver-plated set with 12 blades $5.00.
Quadruple gold-plated set with 12 blades $10.00.
Quadruple gold-plated set with 12 blades and monogram $12.00.
Standard combination set with shaving brush and soap in triple silver-plated holders $7.50.
Other combination sets in silver and gold, up to $50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.



Sold by Leading Drug, Cutlery and Hardware Dealers.

We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.



GILLETTE SALES COMPANY,

Times Building, - - New York City

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HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Batesville, Ark.—The Rosenthal Hardware Co. has filed articles of incorporation showing a capital stock of $50,000, of which $16,000 has been paid up. The corporators are Charles T. Rosenthal, president; Carl Rosenthal, vice-president, and George Rosenthal, secretary and treasurer.

Brandon, Man.—The Hanbury Hardware Co., Ltd., with a capital stock of $300,000 is among the recently incorporated companies. The incorporators are John Hanbury, John M. Brown, E. H. Johnson, G. R. Coldwell.

Bruning, Neb.—C. E. Van Buren has opened a new Hardware store.

Cadiz, Ky.—Cadiz Hardware Co. has been incorporated with $25,000 capital stock. The incorporators are Ben. T. White, J. P. White and G. I. Brandon, of Cadiz.

Cairo, Ill.—J. B. Reed proposes to erect a two-story brick business house fronting on Tenth street, in which he will establish a retail Hardware store on a large scale.

Custer City, Okla.—Proffitt, Moody & Rhymer have incorporated with a capital of $6,000 to conduct a Hardware, stove, implement, paint and sporting goods business.

Deshler, Neb.—R. H. Kiene has engaged in the Hardware business.

Gaffney, S. C.—The secretary of state has commissioned the Wilkins-Watson Hardware Co. The capital is $15,000.

Lawrenceville, Va. Thomas Hardware Company has been incorporated. Incorporators: W. S. Thomas, president; C. R. Elam, vice-president; W. G. Jackson, secretary and treasurer—all of Lawrenceville. Capital stock: Maximum, $25,000; minimum, $10,000. Objects and purposes: Hardware business, wholesale and retail.

Leonardville, Kan.—The Bardwell Hardware & Implement Co. has been incorporated with a capital stock of $10.000.

Lincoln, Neb.—The articles of incorporation of the Henkle-Joyce Hardware Co. have been filed. The articles call for the actual paid in capital stock of $150,000. Elmer E. Henkle and Robert M. Joyce are the incorporators. The company will conduct a wholesale Hardware business, taking over the wholesale end of the Lincoln Hardware company's business, of which the incorporators have been the head. They have sold the retail business to the Hardy Furniture Co. The new house has a plant in the wholesale district.

Mebane, N. C.—The Tyson-Malone Hardware Co. has been incorporated. The business proposed to be done will be to conduct and carry on in all its branches a wholesale and retail general Hardware business. The incorporators are Messrs. G. D. Tyson, W. Y. Malone and R. H. Tyson. The capital stock is $25,000.

New Rochelle, N. Y.—The firm of Bedford & Sullivan will shortly open a Hardware store on Main Street.

Scandia, Kans.—Mr. Hohr will open a Hardware store.

Tacoma, Wash.—Stevens & Hood have engaged in the Hardware business.

Tekamah, Neb.—The E. W. Shafer Hardware Co. has been incorporated with a capital stock of $10,000.

Changes and Improvements.

Aberdeen, S. D.—The Jackson Hardware Co. will erect a new $40,000 modern building.

Adams, Neb.—W. E. Hall & Co. have sold their Hardware business to H. J. Merrick.

Alliance, Ohio.—Announcement is made that the Allott-Kryder Hardware Co. will in the early Spring begin the erection of a mammoth new six-story building on the corner of Main Street and the public square to cover the site of their present building. The new building will be up-to-date and modern in every respect. Their location is one of the best in the city, and the new block will, when completed, present an imposing appearance.

Athena, Ore.—The partnership of Cox & McEwen, in existence for several years in the Hardware business, has been dissolved by mutual consent. Mr. McEwen purchased the interest of Mr. Cox and will continue the business.

Ballard, Wash.—Edward G. Crossett has bought the interests of his partner, Fred Wright, in the Crossett & Wright Hardware store at 238-240 Ballard Avenue and is now in possession.

Baltimore, Ohio.—E. E. Bright, of the firm of Hansberger & Bright, Hardware dealers, has severed his connection with the firm the first of the year, and will travel for the Frank Winter Hardware of Lancaster.

Berkley, Va.—C. B. Gibbs, whose store, it will be remembered, was destroyed by fire some months ago, has moved into his new store, erected on the site of the one destroyed. He has installed an immense stock of Hardware, fancy cutlery, enameled ware and carpenters' tools.

Blaine, Wash.—Wolton Bros. have been succeeded in the Hardware business by Wolton Bros. & Montfort.

Brainard, Neb.—Barnes-Havlik Hardware Co. have sold their Hardware stock in Brainard.

Braman, Okla.—D. F. Mooter disposed of his Hardware and implement business to a Mr. Wallace, and in a few days Mr. Wallace sold it to a Mr. Hunt of Kansas who in turn has sold it to a Mr. Dillingham, who now is in possession.

Brayton, Iowa.—George Fredericksen has sold his Hardware store to S. Anderson.

Burwell, Neb.—E. H. Doran has sold his store to the Burwell Hardware Co.

Central City, Neb.—S. B. Knudsen has sold his Hardware store to W. Peterson.

Creston, Iowa.—W. A. Butzloff has sold his business to the Creston Hardware Co.

Dakota, Neb.—George Ford has sold his interest in the Homer Hardware & Lumber Co.

Danbury, Neb.—Henry Goodenberg has purchased the Hardware business of J. L. Sargent.

Davenport, Iowa.—According to present arrangements the business of the well-known firm of Rascher, Schricker and Rascher will shortly pass into new hands. The new owners will be Frank Strohkarck, Henry Stehn and Adolph Eckermann, all at present being employes at the Hanssen Hardware store.

Delavan, Kan.—J. M. Moore has purchased the business of the Kingman Hardware Co.

Dubois, Neb.—Fay Scott, formerly of Tecumseh, has embarked in the Hardware and furniture business at Dubois.

Edgerton, Mo.—The Thomas Hardware Co. has succeeded to the business of Hughes & Tracy.

Edmond, Okla.—Trout & Thompson have purchased the Hardware stock of Lynch & Starr.

Ellinwood, Kan.—M. Dick has sold his Hardware business to Petz & Schwartz.

Emporia, Kan.—J. E. Kincaid has sold his Hardware business to B. J. Crosswhite.

Esbon, Kan.—The F. A. Vance Hardware Co. has succeeded to the business of Ryan, Frost & Cole.

Eureka, Kan.—Stewart Bros. & Co. have succeeded to the Hardware business of Stewart Bros.

Fairmount, Ind.—A deal has been closed by which Ellis Wright sold his interest in the Driggs, Wright & Wiley Hardware firm, the other members of the firm buying his interest. The new firm will be known as Driggs & Wiley.

Fond du Lac, Wis.—J. F. Wegner & Co. have bought the entire stock of Hardware, stoves, etc., of George P. Dana.

Gage, Okla.—J. J. Bennett has purchased the Hardware business of George C. Naden.

Gallatin, Mo.—Rush Hill of Maysville has closed a deal with Howard Poage for his stock of Hardware, implements, buggies, etc.

Gem, Kan.—Eugene Eaton has sold his Hardware store to Treat Bros.

Hereford, Tex.—C. S. Garrison has purchased the half interest of his brother, W. H. Garrison, in the firm of Garrison Bros.

Howard, Kan.—Resler & Johnson have purchased the Hardware business of J. Q. Burchfield, Jr.

Irwin, Iowa.—T. E. Averill has sold his Hardware store to W. W. Ames.

Jennings, Kan.—Bradbury & Noone have been succeeded in the Hardware business by W. P. Noone.

Kansas City, Mo.—The Townley Metal & Hardware Co. is building a five-story addition to its warehouse.

Kingston, Tex.—E. M. Taylor has sold out his Hardware business to Morgan & Marphew.

Kremlin, Okla.—Ishmael Bros. have sold their Hardware store to G. R. Williams.

Larrabee, Iowa.—Conrad F. Troeller has sold his Hardware store to F. J. Drilling.

Laurel, Iowa.—M. W. Fritz has purchased the Hardware store of J. E. McClintock & Co.

Mound City, Kan.—E. N. Gause has sold his Hardware store to C. W. Kingsbury.

New Waterford, Ohio.—The well-known firm of Williamson & Donbar, Hardware dealers, will soon go out of existence. They have sold to J. W. Montgomery, of Sewickley, Pa.

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From Pine to Painter--

Guaranteed absolutely pure and unadulterated—without a drop Benzine, Naphtha, Gasoline in it (the usual constituents of 90% of so-called Turpentine) none other than

"Allpine" Painter's Turpentine

Made only from "Long Leaf" Pine—sealed in 5 gal. cans at the stills—opened only by punching hole beneath screw cap.

We do not make or sell substitutes for, or adulterated, or destructively distilled Turpentine.

"Allpine" Painter's Turpentine is the best to buy---the most profitable to sell. It gives all-around satisfaction. Be convinced. Send for Turpentine Tips.

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44 So. Water St., Philadelphia **7 Sears St., Boston**

Distilleries at Georgetown, S. C.



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Invaluable to the Office, Store and Home. They tell instantly the exact cost of postage in cents on all classes of mail matter. Warranted accurate. Made in several sizes.

National	4 lbs	$3.00	Mail and Express	16 lbs.	$5.00
Union	2½ lbs.	2.50	Commercial	12 lbs.	3.75
Columbian	2 lbs.	2.00	U. S.	4 lbs.	2.50
Star	1 lb.	1.50	Victor	1½ lbs.	1.75

Trade supplied through principal Jobbers. For sale by Leading Dealers. Send for Catalog "P."

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We sell this first class washer to only one dealer in a town. Do you want the *sole* agency or shall your competitor reap the benefit of it?

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HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Brooklyn, N. Y.—Gas Stove Mantel Co. has been incorporated with a capital of $50,000. Directors: C. A. Jayne, G. G. Baxter and Stockbridge Bacchus, Brooklyn.

Brooklyn, N. Y.—Wetzelham Mfg Co., has been incorporated to manufacture heavy Hardware and conduct a foundry and machine shop. Capital, $25,000. Incorporators: J. Wetzelham, New York City; A. E. Dubey, J. J. Leary, Brooklyn.

Buffalo, N. Y.—Blennerhasset Gas Light Co. has been incorporated to manufacture gas stoves and gas and electrical appliances with a capital stock of $2,000. Incorporators: Wofford Brown, C. W. Whitsell, William R. McConnell, Buffalo, N. Y.

Buffalo, N. Y.—Stevenson Machine Co. has been incorporated for the purpose of manufacturing machinery, tools, etc; capital, $100,000. Incorporators, C. P. Stevenson, G. L. Kelly and A. Baker, Buffalo.

Buffalo, N. Y.—W. G. King Co. has been incorporated for the purpose of manufacturing machinery, tools, mechanical devices, etc.; capital, $100,000. Incorporators: W. G. King, C. F. Kilhoffer, W. L. Marcy, Buffalo.

Chicago, Ill.—Justrite Co. has been incorporated with a capital of $15,000; manufacturing Hardware and household goods; incorporators, Rudolph William Lotz, Arthur C. Lotz, R. P. Burkhalter.

Cuba, N. Y.—A company has been formed with $20,000 capital which has purchased the business of the Ohio Pulley Co. of Marion, O. The incorporators are Henry C. Morgan, Charles A. Ackerly, the president; A. S. Stevens, John Bresnihan, George H. Eldridge, Charles Olive and F. L. Sibley. H. Paul Morgan is secretary and treasurer. The company is to manufacture wood pulleys. It will employ from 25 to 30 men.

Hamilton, Ont.—The incorporators of the Safety Door Hanger Company, Limited, of this city are William VanBuskirk Topping and Edward Weston Topping, of Ashland, Ohio, J. W. Nesbitt, K, C., J. G. Gould and James Dickson of this city. The company is empowered by its charter to take over the business of the Safety Door Hanger Company, of Ashland, to manufacture buy, sell and deal in door hangers, Hardware and Hardware specialties.

Kittery, Me.—Blanchard Total Combustion Gas Stove Co. has been incorporated to manufacture heat and power devices; capital, $50,000. President, O. S. Paul, Kittery; treasurer, H. P. Knowlton, Malden, Mass.

Lafayette, Ind.—Capitalizing at $50,000, the Indiana Picker and Husker Co., with R. K. Carpenter, Bert J. Kaull, Adam Wallace, H. L. Steele and A. O. Behm as stockholders, has secured articles of incorporation and will proceed to manufacture a new picker and husker, a farming implement.

Louisville, Ky.—The National Nut Co. has been incorporated with a capital stock of $1,000. The incorporators are Alfred and G. Isenberg and Sol and Joseph L. Isenberg.

Middletown, N. Y.—The Tuthill Screen Co. has recently filed articles of incorporation. The capital stock is $25,000. The officers of the company are: President, William F. Heuser, of Cochecton; vice-president, C. A. Ketcham, of Middletown; secretary and treasurer, Harry W. Tuthill, of Middletown. The company is engaged in the manufacture of a patent window screen, of which Mr. Tuthill is the inventor. The business of the concern will be under Mr. Tuthill's immediate supervision. The company, which now has a factory on Henry street, will shortly remove to larger quarters in the Randall Building, on Mill street. The concern will employ mostly girls. Surpless, Dunn & Co., of New York, will be the sales agents for the United States.

Newark, N. J.—Sleeth, Brook & Seaman Co. has been incorporated for the purpose of manufacturing wire, metal and wooden products, capital, $100,000. Incorporators: G. C. Sleeth, Newark; A. T. Brook, G. S. Seaman, Brooklyn, N. Y.

New York, N. Y.—Leighton Lock Protector Company has been incorporated to manufacture locks; capital, $25,000. Directors—C. E. Leighton, Brooklyn; L. S. Williams, New York; H. M. Marble, Newark, N. J.

New York, N. Y.—The American Wire Form Co. has been incorporated for the purpose of manufacturing wire baskets, card holders, etc.; capital, $20,000. Incorporators: W. F. Goodnough and H. E. Chapman, New York City; F. N. Lash, Monsey.

New York, N. Y.—The Brown Supply Co. has been incorporated for the purpose of manufacturing Hardware, cutlery, etc.; capital, $10,000. Incorporators: I. Brown, J. Schlyen, S. Deitz, New York City.

Port Byron, N. Y.—The Forbes-Hutchinson Co. has been incorporated to manufacture book straps and fasteners, wire specialties and metal goods; capital, $100,000. Incorporators: P. J. Forbes, F. C. Hutchinson, C. W. Walker, Brooklyn.

Sanford, Me.—United States Fireless Cooker Co. has been incorporated to manufacture cooking utensils; capital, $300,000. President and treasurer, B. A. Leavitt; clerk, F. J. Allen, both of Sanford, Me.

Toledo, Ohio.—The Toledo Nut Lock Co., with a capital of $60,000 has been incorporated by Edward M. Gale, Benjamin Tanner, Mary C. Smith, Robert B. Wilson and Wm. E. Brown. The company will manufacture and place on the market a patent nut and lock, the invention of an Indiana man. The concern is being promoted by Messrs. Gale and Tanner, the former of this city and the latter of Sturgis, Mich. It is the intention to erect a factory in East Toledo for the manufacture of the company's product.

Changes and Improvements.

Chicago, Ill.—The Grand Crossing Tack Co. has completed the purchase of twenty-eight lots lying between Seventy-seventh and Seventy-eighth streets, title being taken for convenience by John T. Edwards. The company will eventually extend its plant to include part of this property.

Manor, Pa.—The Beamer Pick & Axe works has been taken over by the Consolidated Handle Co., a $1,000,000 corporation.

New Albany, Ind.—George D. Todd, who is engaged in manufacturing hames and Hardware in New Albany, has plans under consideration for the erection of an extensive malleable iron foundry adjoining his plant. Twelve acres of ground have been secured near Mr. Todd's present plant which is along the line of the Pennsylvania railroad, and also within reach of the Southern and B. and O. S-W. railroads. The plant will cost about $200,000, and will give employment to several hundred men.

New Britain, Conn.—The Stanley Works, manufacturer of builders' Hardware, is to build an addition to its factory building No. 6, to be 40x50 feet, five stories, to be used for manufacturing purposes.

Newcomerstown, O.—The Rex Saw and File Co. has decided to erect a large addition, the growth of the business having been such that the present plant is inadequate to meet the demands made upon it. This company was formerly located in Jamestown under the name of Jamestown File Co., and among those identified with it are William Hjorth, Arthur W. Hjorth and Roland M. Taylor of this town.

Omaha, Neb.—The Nebraska - Moline Plow Co. has decided to add two stories to its four-story structure at 808 Leavenworth street.

Rock Island, Ill.—At a cost of $40,000 the Rock Island Plow Co. of Rock Island, Ill., has purchased a desirable location in the immediate implement district near the Tenth Street viaduct and depot. The ground comprises one lot and a half, being 99x140 feet, but the exact location has not been announced. Upon this property they will construct a building costing about $75,000, six stories in height. The building will occupy 90x120 feet of the purchased property, leaving room for the necessary platforms.

Smith's Falls, Ont.—There is no trace left of the disastrous fire which recently visited the plant of Frost & Wood, and did such extensive damage. The rebuilding has been pushed so rapidly that only a short interruption resulted in the large business done by this firm. Now the ploughs, reapers and other farm implements which they manufacture, are being turned out in increased perfection of workmanship on account of the new machinery and appliances necessitated by the destruction of the machinery formerly used.

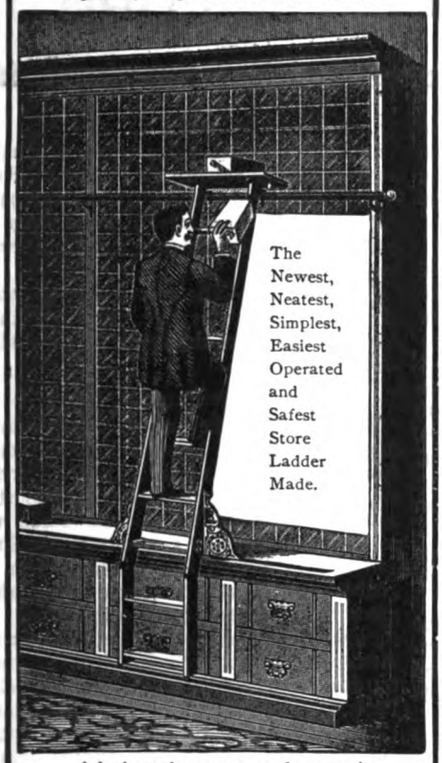
Fires.

Chicago, Ill.—The building at Nos. 107 and 109 Lake Street, occupied by the Corbin Cabinet Lock Co. and several manufacturers, has been burned with a loss of $150,000.

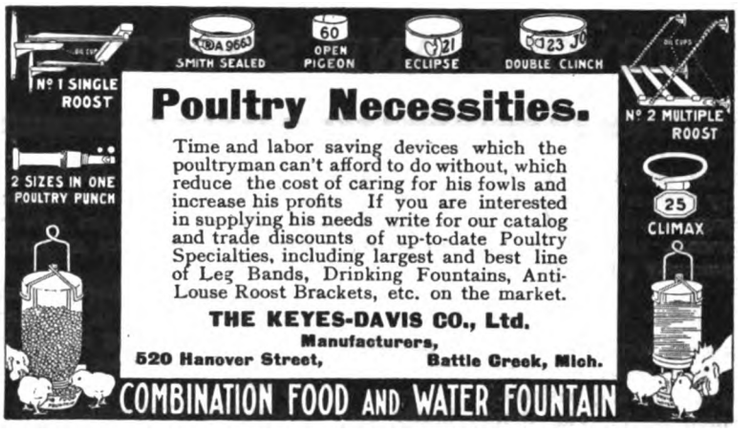
Newark, N. J.—Plant of the Newark Rivet Works at No. 262 Lafayette Street, has been damaged by fire to the extent of $5,000. Insurance $425,000.

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Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
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BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Brandon, Man.—The Hanbury Hardware Co. is to establish a Hardware and sporting goods jobbing business.

Elmira, N. Y.—The Detroit Motor Car and Supply Co. has recently been incorporated in Albany. The directors are Frank E. Weston, formerly connected with the Eclipse Bicycle Company of this city; A. P. Morrow, head of the Reliance Motor Cycle Company of Elmira Heights and J. A. Van Wie, manager of the Cortland branch of the Elmira Arms Co. Frank E. Weston and John N. Willys have incorporated the J. N. Willys Company. The two companies will be the sole agents for the new Detroit machine.

Hartford, Conn.—The Elastro Mfg. Co. has been organized under the laws of that State to manufacture a rubber compound for filling tires. Its officers are: President and treasurer, Halsey B. Philbrick; vice-president, Charles H. Cooley; secretary, Edward S. Young, and Charles H. Cooley, Jr., and Leroy S. Lewis, all of Hartford.

Jersey City, N. J.—The Jersey City Sporting Goods Company have incorporated to manufacture and deal in sporting goods; capital, $10,000. The incorporators are: E. Van Slyke, E. J. Van Slyke, Riverside-on-the-Hudson, and O. J. Van Slyke, Jersey City, N. J.

Lamont, Alberta.—Thomas Wallace has opened a Hardware and sporting goods store.

Lavoy, Alberta.—H. B. Hughes has opened a Hardware and sporting goods store.

Louisville, Ky.—The Anglers' Rod Company have incorporated with a capital stock of $60,000. Incorporators: H. W. Buschmeyer, C. L. Sehon, C. C. Early, J. C. Burnett and R. W. Bingham. They will manufacture fishing rods.

New York, N. Y.—I. Davega, Jr., has incorporated to deal in phonographs, bicycles, toys; capital, $10,000. Incorporators: R. Louise Davega, Isaac Davega, Jr., Amunda Ollahengue, New York.

Orillia, Ont.—Thomas Black will establish a Hardware and sporting goods store.

Plainfield, N. J.—Henry C. Squires' Sons has been incorporated to deal in sporting goods, etc.; capital, $100,000. Incorporators: G. H. Squires, W. Squires, Plainfield, N. J.; C. A. Squires, New York City; L. Squires, Plainfield, N. J.

Rochester, N. Y.—Rochester Exhibition Co. has been incorporated to deal in baseballs, etc.; capital, $7,500. Incorporators: C. T. Chapin, A. P. Little, E. F. Underhill, Rochester.

Trenton, N. J.—The National Rifle Supply Company, registered office at 137 East State Street, have incorporated to manufacture targets, rifle range appliances, firearms, etc. The capital stock is given as $100,000 and the incorporators are: A. S. Jones, Passaic, N. J.; H. C. Wilson, New York City; E. J. Dimmick, Washington, D. C.

Washington, D. C.—Charles T. Hickman and Dr. G. H. White have formed a business partnership and are now conducting a sporting goods store at 1319 G Street Northwest.

Changes and Improvements.

Baltimore, Md.—A. G. Spalding & Bros. have leased a building at 208 East Baltimore street. The lease is for a term of five years.

Burlington, Iowa.—Alexander Cairns & Co., manufacturers of oar locks and outriggers of all kinds, have removed from their former home, 24 Walnut Street, Chicago, and are now located in Burlington.

Dickens, Io.—J. T. Cronk has succeeded to the sporting goods business of William McCurdy.

Humboldt, Sask.—O. G. King & Co. has purchased the business of J. H. Lyons & Co.

Milestone, Sask.—The Evans Hardware Co. has purchased the Hardware and sporting goods business of W. H. Pain and H. Hiscox, Vermillion, Alberta, has sold to Heath & Howard.

New York, N. Y.—In its new home, at Nos. 1733 to 1737 Broadway, the Auto Supply Company has installed one of the most complete Hardware and tools departments in the city. This will be especially appreciated by motorists who have in the past been obliged to go to half a dozen places to get automobile Hardware. Motorists will now find at the Auto Supply Company a full line of machine shop and garage requisites, including hard fiber in both sheets and tubes, angle brass for stepboards, tool boxes, etc.; clutch leathers cut to order, genuine camels' hair brake bands of all widths, round leather and rope fan belts, wire cable in all sizes, and new and interesting specialties in tool rolls and boxes.

Philadelphia, Pa.—The A. H. Fox Gun Co. having outgrown its plant at Wayne and Bristol Streets, has purchased the plant and entire equipment of the Philadelphia Arms Co. at 18th and Windrim streets.

Sprague, Neb.—Hale & Stutheit have been succeeded by C. O. Hale. He will handle sporting goods.

Steilacom, Wash.—J. F. Fowler has purchased the Hardware and sporting goods business of the late E. R. Rogers.

St. Paul, Neb.—S. B. Knudson has purchased the sporting goods and Hardware business of William Mathieson.

Taylor, Neb.—J. Rusho, has sold his sporting goods business to W. J. Johnson.

Wawanesa, Man.—M. Fraser has taken over J. J. Storey's Hardware and sporting goods business at that place.

Weyburn, Sask.—C. Warden & Co. have bought out the Hardware and sporting goods business of Thompson & Axworthy.

Fires.

Los Angeles, Cal.—Fire which originated from a pile of rubbish in the rear of the W. H. Hoegee Sporting Goods Company, 138-42 South Main street, did damage to the extent of about $5,000 before it could be checked.

Scranton, Pa.—The sporting goods store of John Rawling at No. 223 Wyoming Avenue, has been damaged to the extent of $20,000 by fire.

Miscellaneous.

Fresno, Cal.—The annual convention of the Retail Bicycle Dealers' Association of Northern California will be held at Fresno on January 21st, 22nd and 23rd. Important matters regarding the bicycle trade will be discussed and new committees appointed and officers elected for the next term. A grand banquet will be given to the delegates at the close of the convention.

New York, N. Y.—The Cycle Parts and Accessories Association has called a meeting for January 16th at the Hotel Knickerbocker. The Cycle Manufacturers' Association meeting occurs on the same date.

Worcester, Mass.—The Royal Motor Works Co. has been incorporated under the laws of Delaware with $100,000 capital stock. Its declared purposes are to produce motor cars, motorcycles and vehicles generally. The incorporators are not named.

HARDWARE DEALERS.

(Continued.)

Changes and Improvements.

Leonardville, Kan.—E. W. Bardwell has sold his Hardware business to Dodson & Anderson.

Lockhart, Tex.—Joe M. Blanks has sold his extensive Hardware business in the city to his brother, James G. Blanks. An inventory is now being taken and as soon as it is completed the new proprietor will take charge.

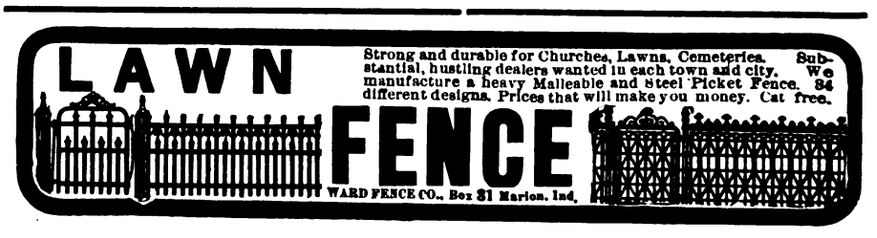
Matfield Green, Kan.—G. W. Babcock & Son have been succeeded in the Hardware business by E. W. Babcock.

Montpelier, Ida.—B. H. Bowen has succeeded to the Hardware business of Bowen & Call.

Nelson, Mo.—P. H. Koenig has purchased the Hardware store of T. W. Marr.

Newkirk, Okla.—Bennett & King have purchased the Hardware store of A. R. Moomaw & Son.

Ogden, Utah.—Better equipped in all its branches, with more floor space, more warehouses, and other facilities that increase the efficiency of the present building, as compared with the one wiped out by fire several months ago, the George A. Lowe Hardware Company have moved into the new structure facing Washington Avenue.



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Properties and Business of all kinds sold quickly for cash in all parts of the United States. Don't wait. Write to-day describing what you have to sell and give cash price on same.

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any kind of Business or Real Estate anywhere, at any price, write me your requirements. I can save you time and money.

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MANUFACTURERS
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H & R POLICE PREMIER REVOLVERS

combine more good features than any revolvers of other make selling for twice the money. The *safety hammer* enables them to be discharged quicker than any other hammer revolver. *Automatic Ejector; Independent Cylinder Stop* (found only on other make revolvers of much higher price); *Light Weight; Beautiful in Design and Finish* are the points that make them sell rapidly.

Our Catalog tells about our full line and gives valuable selling points.

HARRINGTON & RICHARDSON ARMS CO.
315 PARK AVE. WORCESTER, MASS.



Hight's Union Combination Square

All the Combinations available all the time.

Five Tools in one: 8-inch Try Square, Bevel, Butt Gauge, Marking Gauge and Mitre

If you want to keep your stock up-to-date you must get next to this Square, for when it gets to the workmen it outsells any tool of its kind ever offered. They buy Hight's Combination Square and generally discard their other tools in this line.

The slot in the blade with the notches—to use for a gauge—is a winner.

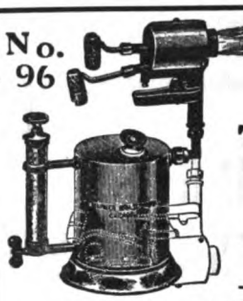
If it's Dollars you're after this Square will catch them for you—all you have to do is to pass it along to the workman, it and he does the rest. Prices and full description sent on application.

The best tool of its kind on the market.

THE HIGHT MFG. CO., 837 Spitzer Building, Toledo, O.

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WIRE GOODS
Artistic Metal Works.
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Double Jet Torch
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Gives maximum amount of heat—3000 degrees Fahrenheit—at minimum amount of cost.
It has no equal among Torches for heavy outdoor work in windy or stormy weather.
Uses 74 degrees gasoline—1¼ pt. per hour.
Order through your Jobber or send us $5.50 net.
You ought not to be without a copy of our catalog. No. 30.
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Archambault Kerosene Furnace
Simple in Construction
Strongest for hard Usage
Each Furnace

Safe in Operation
Saves Time—Money—Labor
Fully Guaranteed
The Archambault will melt solder in one-third less time than any other furnace. Let us convince you. Send for circular.
THE BARNES TOOL CO., New Haven, Ct.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

MALE HELP WANTED

RAILROAD work offers exceptional opportunities to men of ability. We now have openings in the general offices of some of the largest systems for men with or without experience; salary according to ability. HAPGOODS, 305 Broadway, N. Y.

For Sale.

A LONG established Stove, Hardware and Ship Chandlery business in a growing, healthy, county seat town of five thousand population of the West Gulf Coast. Good graded schools, five churches, telephone and electric light system, telegraph, daily mail, two ice plants, an oyster cannery, several saw mills, artesian water, water works and sewerage under construction.

An excellent opportunity for a plumbing business. Several lines river and coastwise steamers. A railroad (A & N) building and to be completed by next Summer. Stock is in first-class shape and inventories about $8,000. Will rent the corner, three-story 30 by 80 brick building.

Present owners have not the necessary time to give proper attention to the business on account of more pressing outside matters. Correspondence unsolicited unless you mean business. For further particulars, address HERMAN RUGE & SONS, Apalachicola, Fla.

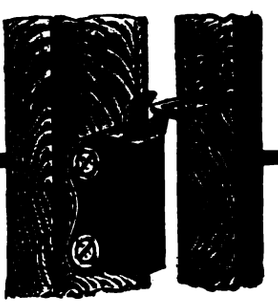
HARDWARE and House Furnishings business near New York City; town, 18,000 inhabitants; stock and fixtures, $5,000. A bargain if sold by February 1st, 1907. J. L. C., 439 Bloomfield Avenue, Montclair, N. J.


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on the market, and gives the BEST RESULTS. They have all the good points, are well made, strong and practical.
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that your money can buy at a profit for you, write us.
Forty Years at it. We know how to make them best. Five kinds: CYCLONE, Cyclone, Jr., Little Wonder, Chicago Steel Bow, Champion, Jr.—all quick sellers.
Write for price to-day.
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FRY-PAN LID AND POT COVERS
prevent greasy stoves and spattering of grease
Standard Victuals and Boiler Protector
keeps food from being burned. Two quick sellers
KITCHEN SPECIALTY MFG. CO.
Reading, Pa., U. S. A.

DESIRE purchasing established business in Greater New York. Manufacturing preferred. Give details explicitly. Intending purchaser inserts this inquiry. E. & K., care of HARDWARE.


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WATROUS AUTOMATIC DOOR CATCH
TWO-THIRDS ACTUAL SIZE.
PATENT APPLIED FOR.
For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar.
Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.
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"Bunch Your Hits"

Concentrate all your efforts and selling force on the one steam cooker that puts all others in the shade---as a cooker---a saver of time, labor and expense---none other than the

Ideal Combination Steam Cooker

It is the quickest selling and most profitable Steam Cooker---not because we say so,---not at all,---but because our advertisement of it in the popular magazines, every month, is read by

TEN MILLION Women!

We have created a good demand for it---are you ready to supply it?

We refer all answers to our ad to the nearest dealer---always---giving him a chance to profit by our expenditure.

See for yourself! Get our 48-page booklet today with prices.

TOLEDO COOKER CO.

1337 West Bancroft St.
TOLEDO, OHIO

"An Ounce of prevention is better than a pound of cure."

¶

It's the Same

When buying Ice-Cream Freezers.

A single glance at our catalog and prices will prevent you from stocking up with Freezers that belong to the class of "dust collectors."

Alaska Freezers

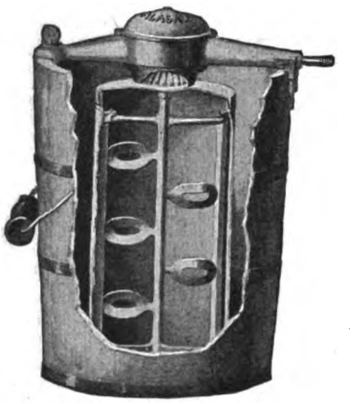
will prevent your customers from coming "back at you" with complaints, because they have the Perpetual Motion Aerating Spoon Dasher.

They make delicious Ice-Cream in less time with less labor than is possible in any other Freezer.

Our 1907 Catalog

should be in your hands by return mail. Shall we send it?

ALASKA FREEZER CO.
Winchendon, Mass.



PROMETHEUS

ELECTRIC COOKING and HEATING APPARATUS

For household or industrial purposes are creating a stir wherever introduced or used. Why? Because they differ in appearance in no way from utensils heated by gas or other means and are as simple to operate—in fact more simple—for

A FLEXIBLE ATTACHMENT CORD

attached to any lamp socket and connected with any "Prometheus" apparatus—Irons, Kettles, Stoves, Chafing Dishes, Water or Food Heaters, Radiators—will heat them in less time, at less cost and less labor than any other apparatus on the market. No Smoke, No Soot—No Danger from Fire or Explosion—But more profit.

You ought to carry this line this year. Ask us about it.



THE PROMETHEUS ELECTRIC CO.
236 East 43d St.
NEW YORK

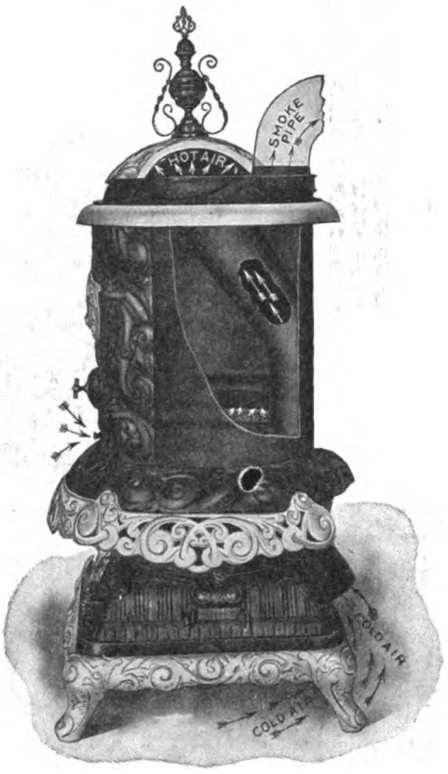


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STOVE MANUFACTURERS' RECORD

THE VENTIDUCT BANNER TRIPLE HEATER.

The average heating stove does not radiate more than sixty per cent. of the heat which is generated by the combustion of fuel inside. The direct draft style of heater allows a great part of the heat to go right up the chimney without any radiating effect whatever. A base burner increases the circulation of heat but the increase in circulation is at the expense of radiation. In other words, although a base burner circulates the heat more thoroughly, it does not radiate nearly so much as a direct draft pattern. If a heater could be devised which would not only increase the circulation, but at the same time also increase the radiation it seems that it would meet with almost universal acceptance. Such a heating stove is shown in the cut below.



THE VENTIDUCT BANNER TRIPLE HEATER.

The Ventiduct Banner is so constructed that it utilizes and radiates all of the heat which is usually wasted and goes up the chimney. This result is secured by means of a large, all cast Ventiduct flue, extending from the base diagonally through the center and upward to the middle of the main top. By means of this flue, cold air is taken in at the lower opening outside of the base, passed up through the Ventiduct tube which being intensely heated itself, heats the air as it comes up from the base. This intensely heated air next passes out at the top of the Ventiduct flue and then into the room. As soon as the heated air passes up through the Ventiduct flue, cold air from the floor takes its place, becomes intensely heated itself and in turn passes out at the top and into the room, thus keeping up a constant circulation. It is estimated that all of the air in a room will pass through this stove in ninety minutes.

The Ventiduct Banner Triple Heater has all the radiating surface of a regular Oak stove on the exterior and this interior Ventiduct flue besides. The heat which keeps this flue hot is usually wasted and goes up the chimney. It will thus be seen that the Ventiduct Banner, owing to this increased radiating and circulating capacity, requires only about one-half as much fuel as an ordinary heater to produce similar results.

By attaching a pipe leading upstairs to the top of the Ventiduct flue, an upper room can be heated without any additional cost. By means of a damper and draft slide arrangement, the circulation from the Ventiduct flue can be utilized down stairs in the day time and upstairs at night.

Complete information and prices on this pattern will be furnished by the manufacturers, The Baxter Stove Co., Mansfield, Ohio. When writing, please mention HARDWARE.

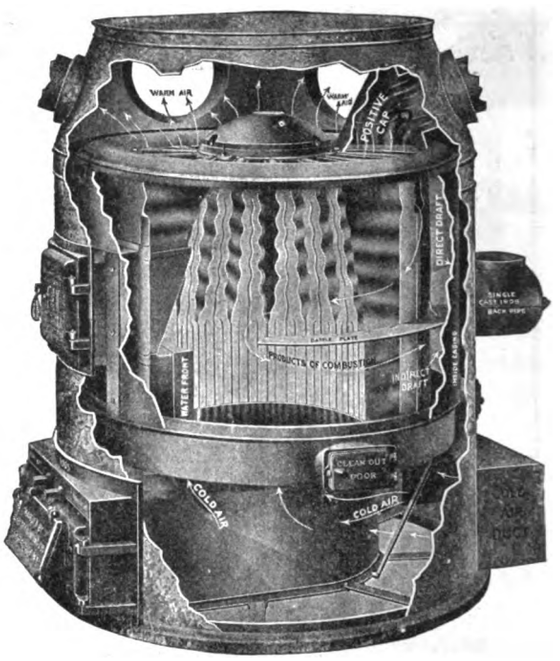
THE KELSEY WARM AIR GENERATOR.

The Kelsey fresh air system of heating is becoming very well and favorably known as a most healthful and economical method of heating and ventilating homes, churches, schools and public buildings. That this system is giving entire satisfaction is indicated by the fact that over 30,000 have been sold since 1889.

In looking over the booklet explaining the construction of the Kelsey Warm Air Generator, good and sufficient reasons seem to be given for its superiority over apparatus or methods of heating.

THE KELSEY METHOD OF WARMING AIR.

By the Kelsey method, air is warmed in separate currents by passing up through corrugated cast iron flues, which surround



THE KELSEY WARM AIR GENERATOR.

the fire and form the fire cylinder and combustion chamber. There are from nine to seventeen flues in each Generator, according to its size. Each flue weighs about seventy pounds and has eight square feet of heating surface. The flues are in direct contact with and overhang the fire, and as the products of combustion also pass down around the backs of the flues, all the heat available from a given amount of fuel is utilized. Another volume of air is heated, as it passes up between the inner and outer casings, and there's no heat wasted in the cellar or up the chimney.

DISTANT ROOMS HEATED.

Another important and distinctive feature of the Kelsey is the Patented Positive Cap Attachment, whereby the warm air is forced through long pipes or against the wind to the rooms to be heated. The particular reasons for the Kelsey economy, it is claimed, are because its heating surfaces are two or three times greater than the ordinary furnace with same size grate or fuel capacity, and because all the heat is utilized to the utmost, with no waste of same in the cellar or up the chimney.

The booklet referred to, and the book of "opinions" show that the Kelsey system is being installed in the very finest class of residences, and is being specified by prominent architects in all sections, and contains hundreds of letters from the users. It will be sent to any of our readers on request.

The Kelsey Generator is made by the Kelsey Heating Co., Syracuse, N. Y., with branch office, 156 Fifth Ave., New York City. Cook & Van Evera Co., 38 Lake St., Chicago, Ill., are Western Selling Agents, and control the sale in Illinois, Wisconsin, Minnesota, Iowa, and North and South Dakota. Nearly 800 dealers are selling Kelseys in the principal cities and towns.

Stove Record continued on page 56.

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Better Heating



KELSEY HEATED HOUSE, DETROIT.

If you've found that cheap heating work doesn't pay—either in profits or reputation; if you want to be in position to furnish the most powerful heater so that you can go after the best jobs,

Why not write to us at once about securing the Exclusive Agency for the

Kelsey Warm Air Generator

Back of the Kelsey, there's the record of more than **30,000 in Use** with sales increasing every year—and the record of actual results secured in the very finest class of Residences, Churches and Schools which are causing prominent Architects to specify, and users to recommend, and are bringing Kelsey dealers everywhere more and better business.

Send for Booklet and 112-page book "*Opinions.*" 800 Dealers are selling. It might pay you to act quickly.

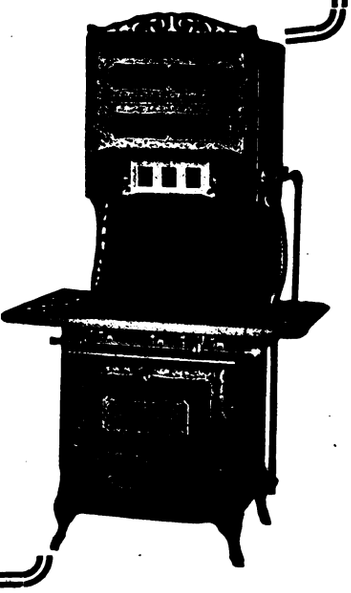
KELSEY HEATING CO., Makers,
Syracuse, N. Y.
New York Office, 156 Fifth Ave.
Chicago, Cook & Van Evera Co., 38 Lake St.

"American Beauty" Elevated Oven Gas Range

ITS POINTS OF EXCELLENCE:

"Alligator Doors" on upper oven have no springs to get out of order.

Perfect System of Separate Flues for upper and lower ovens. Both ovens 18" size—large enough for Savory Roasters. Will bake on the bottom as well as on the rack.

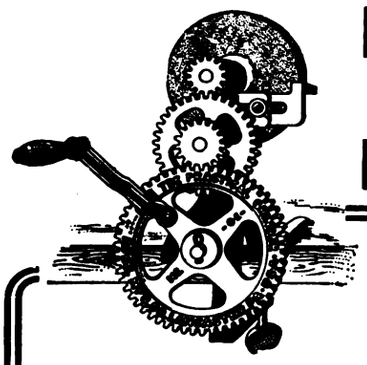


Separate Simmering Burner—entirely odorless.

Adjustable Mixers Top Burners all detachable, patented construction.

SAVE 45% GAS! Send for sample—it will bring you further business.

American Beauty Gas Stove Works
ERIE, PA.



Proof Positive

Of the excellent grinding qualities and durability of our complete line of

Hand and Foot Power

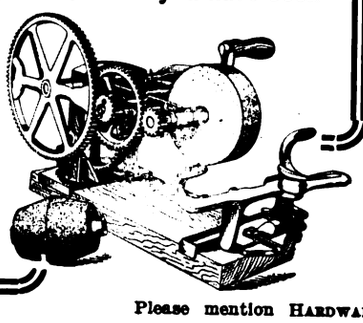
Grinders and Tool Sharpeners

is the fact that we sell so many.

Then, too, we guarantee every grinder.

Four sizes--for all kinds and conditions of men: The mechanic--the farmer--the butcher--and the housewife, they are indispensable.

Don't Stock Up for 1907 till you have seen our prices!



ROYAL MFG. CO.
282 E. Walnut St.
Lancaster, Pa.

"Norman Classic" Range



A HOT Favorite With Housewives.

Why? Because

It uses little fuel!
Is easy to clean!
Bakes to perfection!
Requires little attention!
Cooks like clockwork!
Creates envy!

Has Big, Deep, Roomy Oven and Modern, Removable Grates.

GALUSHA STOVE CO.
ROCHESTER, N. Y.

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STOVE RECORD, Continued.

THE WALDORF RANGE.

Southard Robertson Company, 257-259 Water Street, 21-23 Peck Slip, New York City, are the manufacturers of the Waldorf Range, complete in six sizes, right or left hand fire chamber, brick set or portable, skeleton base or full warming-closet. All sizes are made for horizontal boiler attachment and also for vertical boiler, will work well with either; patented gas attachment for each size. Tops are cast in sections, allowing for expansion.



THE WALDORF RANGE.

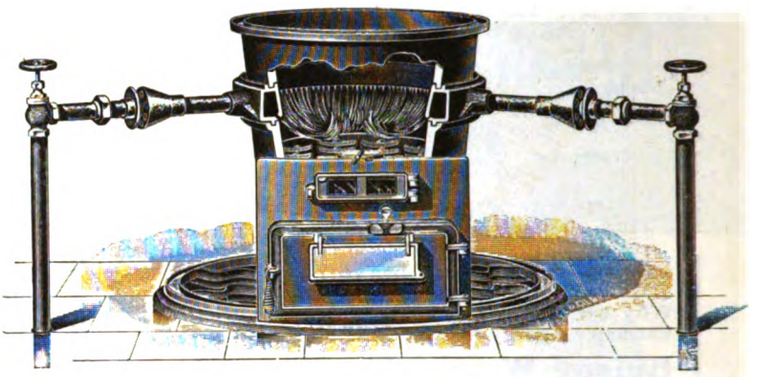
Has large drop broiling door substantially mounted. Covers are made extra heavy, one of which is composed of a series of nested rings, opening to 3½ inches. Cross pieces are doubly supported with inside linings. Fire-box is of good capacity and can be arranged for either duplex grate or flat bottom grate, as desired. These grates can be removed without disturbing anything else in the fire-box and the brick and grate-rest can be removed and replaced without disturbing the water front. Sifter grates are with full closet ranges only. Damper rods and ash sifter are automatically adjusted and cannot get out of order. The ash sifter is entirely separate from the closet, and cinders may be removed by simply lifting out the sifter grate. Ash pans are with all sizes of full closet ranges. Extension panels, for squaring out the sides, can be furnished when desired. Low warming shelf, with brackets, are adjustable to all sizes of brick-set or portable ranges. Patented gas attachment is made with single (two burners) or double (four burners). It is easily applied to any size of portable or brick-set ranges, and can be used in connection with coal fire.

KALAMAZOO STOVE CO.

Kalamazoo Stove Co., Kalamazoo, Mich., are now making a full line of patterns for all styles and sizes of gas ranges for both natural gas and manufactured gas, and by the first of April they expect to be in the market with the entire line. They will give to this department their usual close attention and will equip their factory with all the latest and best machinery known to the business, and they hope to become quite a factor in this business in a very short time.

GIBLIN & CO.

The continued use of natural gas in the South and Western States has made householders interested in learning how this gas can be utilized for heating and cooking. Many appliances are used for cooking, but there are very few successful appliances used for heating. Most houses are heated by furnaces, so particular interest has been awakened in reference to an apparatus for the use of gas in hot air furnaces. We illustrate herewith a gas ring manufactured by Giblin & Co., Utica, N. Y., which has been used for the past twelve years in Pennsylvania, Indiana and Ohio, with marked success. The manufacturers have



GIBLIN'S GAS RING.

sought to devise an apparatus that could be used equally well with gas or coal. There is always a possibility of the gas supply being cut off, either through lack of pressure or other reasons, and when this occurs and no provision is made for burning other fuel in the furnace, hardship is sure to follow. Stoves must be installed, or the house shut up, and great discomfort is caused. The gas ring illustrated is designed to burn not only gas, but by simply shutting all the gas valves the furnace is in condition to burn coal instantly without any other change whatever.

The illustration shows a gas ring which is a separate and distinct casting from any of the other furnace castings, placed between the upper and lower fire-pot of the furnace; it is a hollow ring with connections at the outside for the gas supply and perforations on the inside at the bottom for the outlet of gas. When connected and the gas turned on, it is ignited through the feed door and can be used to heat the furnace castings by means of the gas flames, or else the fire-pot may be filled with fire-brick and the gas keeping the fire-brick hot, heat is thereby communicated to the furnace castings about the same as if a coal fire is used. A regular coal grate is provided with the furnace and where the gas supply is cut off, no change whatever is necessary to use coal for fuel. The gas ring is a heavy casting and withstands the heat and usage of coal for fuel without any damage. The manufacturers claim that by the use of this ring, the consumer has at his disposal an appliance for burning gas when he desires it, and also when he desires it an appliance for burning coal, with no change whatever. This must be of incalculable benefit and will be appreciated wherever used. It is a benefit over an apparatus that will burn gas only and when gas gives out, the owner must put up with a cold house until gas is again supplied, or else have the furnace overhauled to burn coal for fuel.

GEORGE M. CLARK & Co. Division American Stove Co., 72 Lake Street, Chicago, Ill., have favored us with a copy of their Catalogue No. 67 of Jewel Gasolene Stoves. This line of stoves has the following advantages: "Lay-down tanks with brass bottoms, double-seamed on all joints. Evaporator tanks, brass throughout, with ground-seated, solid metal valves and double-seamed joints. Frames of heavy material, rigidly put together and capable of greater strain than they ever get. Generators and burners made on the same principles for twenty-six years." This line includes an assortment of Jewel Camp and Yacht Stoves, and a line of Cooking Utensils, such as Toasters, Waffle Irons, Broilers, etc., as well as Torches and Water Heaters. A large number of cuts for advertising purposes in local papers is also shown. These Jewel advertising electrotypes are made to encourage local advertising, and will appeal to dealers who want to advertise but find it hard to get time to prepare an advertisement. The cuts are standard single-column width. These are furnished free, the only condition being that a marked copy of the local paper containing the advertisement be sent to George M. Clark & Co.

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This Wrench Holds The Trade



WHERE OTHERS LOSE IT BECAUSE THEY DO NOT COME UP TO WHAT IS SAID OF THEM.

No mechanic can afford to be without his STILLSON pipe and nut wrench.

It means the saving of much time and labor.

THE NAME

STILLSON

Imitation is said to be the sincerest form of flattery. They can imitate the appearance but not the quality of the STILLSON.

STANDS FOR

Superiority

Over a million of these wrenches are in use today and the output is ever increasing.

WALWORTH MFG. CO.

128-136 FEDERAL ST., BOSTON, MASS.

PARK ROW BUILDING, NEW YORK CITY.

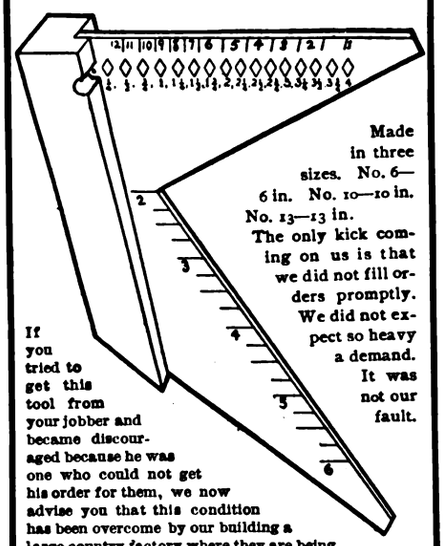
STILLSON TRADE MARK

Write for Red Booklet.
44 PAGES
Contains complete line of Pipe Fittings, Tools, Stocks, Dies, etc.

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The NEW Universal Square

Is proving itself sure to become the standard tool of its kind.



Made in three sizes. No. 6—6 in. No. 10—10 in. No. 13—13 in. The only kick coming on us is that we did not fill orders promptly. We did not expect so heavy a demand. It was not our fault.

If you tried to get this tool from your jobber and became discouraged because he was one who could not get his order for them, we now advise you that this condition has been overcome by our building a large country factory where they are being made by the thousands, and every order whether sample or stock, is shipped promptly. So, Try, Try, again.

DUBY & SHINN MFG. CO., Inc.

Home Office and Works,

LONG BRANCH, N. J. Branchport Station.



EAGLE BRAND ROOFING

SECURE

PROTECTION AND LONG SERVICE BY USING OUR

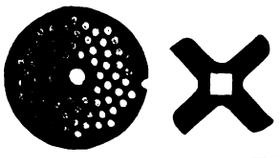
ASPHALT ROOFING

SAVES REPAIRS---
SAVES RECOATING
SAVES RENEWING

Send for Samples & Pamphlet

STOWELL MFG. CO.

JERSEY CITY, N.J.



Cleveland Butchers Supply Co.

Manufacturers of

Special Butchers' Machinery and Repairs of Hand and Power Meat Choppers.

Let us quote you prices. We can save you money.

2315 PEARL STREET, CLEVELAND, O.

THE SPIDER

"NEVER-BREAK"



that will not scorch or burn even the most delicate dainty, sauce or gravy.

Will not absorb grease or flavor.

Does not get smeary, dirty, unsanitary.

Always clean, sweet, hygienic. Never warps.

Name always stamped on the handle.
You should have our complete catalog.

THE AVERY STAMPING CO., Cleveland, Ohio.

Exclusive Manufacturers.



9/10 SAVED!

The "WIZARD" Inverted Gas Lamp

Is the latest and most brilliant gas light---as brilliant in effect as electric light at one-tenth the cost!

For both natural and artifical gas, high or low pressure.

Best for homes, stores, schools, public buildings, factories.

Sells at sight. We furnish you with attractive display card. Special prices to the trade.

Manhattan Screw & Stpg. Wks.

7th Ave., and West 11th St.,

NEW YORK

Consult

our catalog file for anything you need in the hardware line. We keep it up-to-date for your benefit.

Write --- wire or telephone us.

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PENNSYLVANIA

SUPPLEE HARDWARE COMPANY

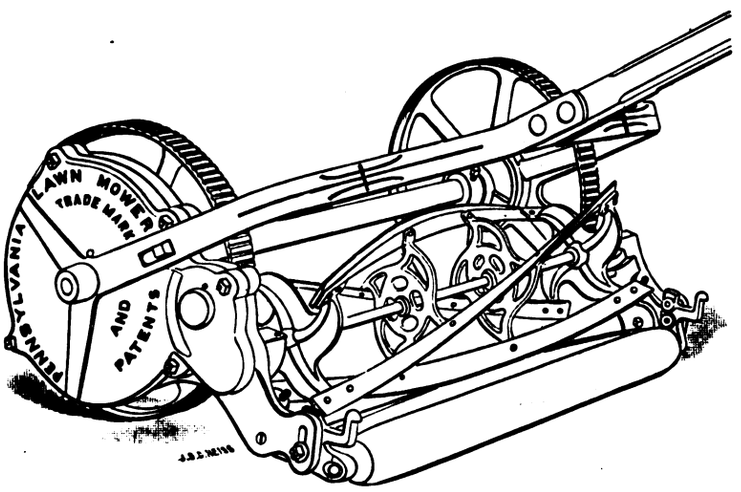
PENNSYLVANIA LAWN MOWERS

DON'T BE DECEIVED!

It takes something else than size, weight, and fancy colors, to make a good LAWN MOWER.

PENNSYLVANIA QUALITY has been tested for thirty years, and still stands *unrivalled*, the model for all the "Just as good" kind. It is the original Open Wheel and Open Wiper Lawn Mower, imitated by others in everything but QUALITY—that still remains unique.

The Only Self-Sharpening Mowers

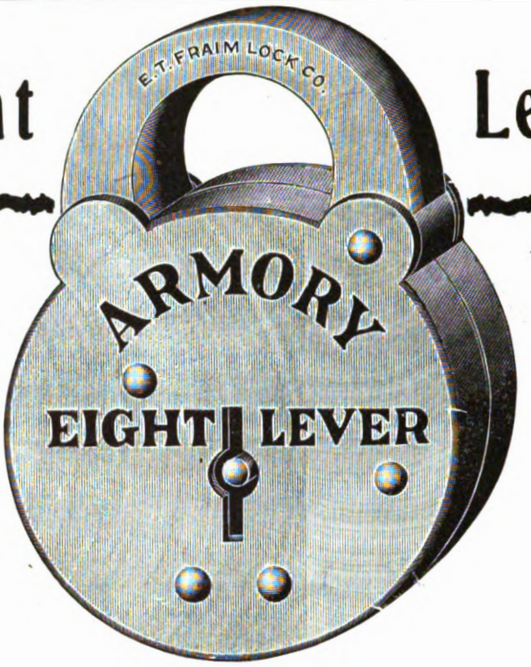


"Pennsylvania" "Great American" "Pennsylvania Junior"
"Pennsylvania Golf" "Continental"

Supplee Hardware Company
Philadelphia

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Armory Eight Lever Padlocks



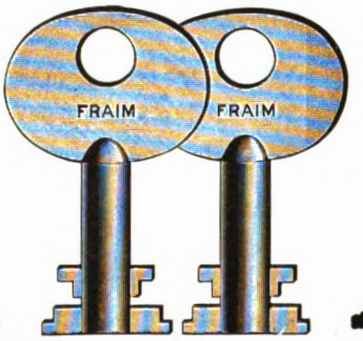
Made of heavy pressed steel; malleable steel shackles. Size 2½ in. Three styles: Bright Finish; Black Japanned Case; Full Brass Plated.

The Question Remains:

Give us a chance to figure on your wants for 1907.

If quality—mechanical perfection—price—

The E. T. Fraim Lock Co.



The reputation of our Padlocks has grown by leaps and bounds because of their high-class workmanship which is second to none.

How Many Do You Need?

each and all count, better drop us a line to-day to insure prompt delivery.

Send for catalog.

Lancaster, Pa.

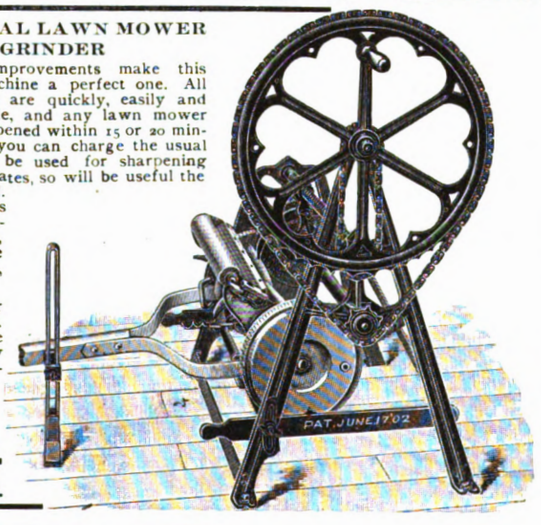
THE IDEAL LAWN MOWER GRINDER

Recent improvements make this season's machine a perfect one. All adjustments are quickly, easily and exactly made, and any lawn mower can be sharpened within 15 or 20 minutes, while you can charge the usual price. Can be used for sharpening tools and skates, so will be useful the year round. On all orders received before April 1, we will make dating April, 60 days net.

Send for catalogue. You can make $5 to $15 a day with this machine.

ROOT BROS. CO.

Plymouth, O.





Don't offend

The "Kitchen Queen"

By offering her a substitute for

Illinois Pure Aluminum Ware

the "ware that wears"—guaranteed not to rust, chip, crack, scale or tarnish, because made of absolutely pure Aluminum.

Guaranteed for ten years and to cook food without burning.

Our handsome catalog for the asking. Ask to-day.



ILLINOIS PURE ALUMINUM CO.

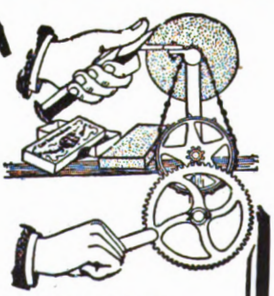
Lemont, Ill.

IT'S LITTLE

BUT, OH MY! IT DOES THE WORK.

The Firefly

is *the* HANDY sharpener.



Price $2.50

Fitted with a 4 in. wheel of Solid Carborundum 1 in. thick

Can be Instantly Clamped to any Bench or Table

INVALUABLE in the WORKSHOP, FACTORY or KITCHEN. WEIGHT, less than 4 lbs.

LUTHER BROS. CO.,

Write for prices. **300 Sloan Ave., No. Milwaukee, Wis.**

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At The Head

TRADE Sterling MARK

"Sterling" Hack Saws

Of all Hand Saws is the "Sterling" because it's "Best By Test."

It's Best because brains are back of every blade---the best mechanical skill is wrought into the best hack-saw material.

Result: "Sterling" Hack Saws---of sterling quality throughout.

You can't appreciate its "Sterling" value till you begin to sell it.

Turn over a new leaf ---sell during 1907.

How about the

"STERLING" POWER HACK SAW

It should be on your list for 1907.

It's a powerful and perfect machine ---doing straight, quick and true work, and more of it than any other.

The Reason?

Milled Gears--Tight and Loose Pulleys---Swivel Vise---Automatic Shut-Off.

Ask your Jobber about "Sterling Opportunities" for 1907 or---write us.

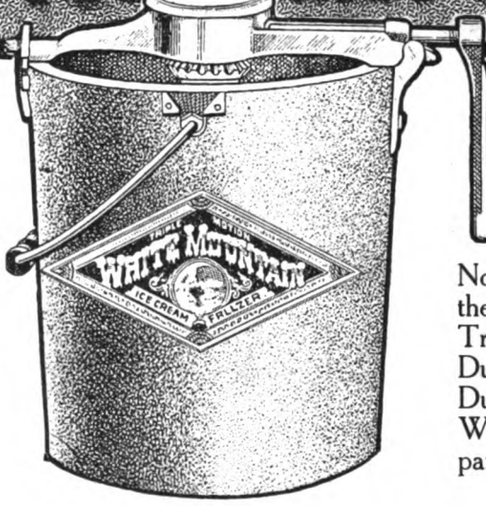


Diamond Saw & Stamping Works

Buffalo, N. Y., U. S. A.

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WHITE MOUNTAIN FREEZERS



Head The List

of Freezers for 1907 because for 30 years they have enjoyed the enviable distinction of being first in quality---first in mechanical improvements and first in producing the best ice-cream.

The Secret

of their supremacy lies in **Their Construction.**

No other freezer is made like the White Mountain, with its Triple Motion—
Duplex Malleable Iron Beaters—
Durable, Water Proof Tubs—
Well made and perfect fitting parts.

Buy White Mountain Freezers

You'll find them easiest to sell. Leading Jobbers Everywhere recommend them.

The White Mountain Freezer Co.

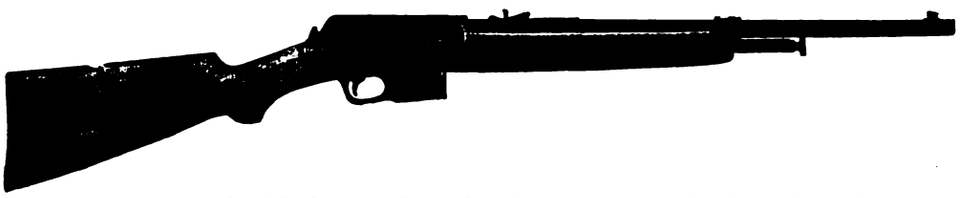
NASHUA, N. H.

WINCHESTER

Model 1907 Self-Loading Rifle

.351 CALIBER HIGH POWER

"The Gun That Shoots Through Steel"



Standard rifle, 20 inch round nickel steel barrel, pistol grip stock of plain walnut, not checked, weight about 7¾ pounds, number of shots six, LIST Price, ...$28.00

Cartridges, Full Metal Patched 

or S ft Point 

LIST Price per 1,000.....$32.00

PUT YOUR ORDER IN NOW

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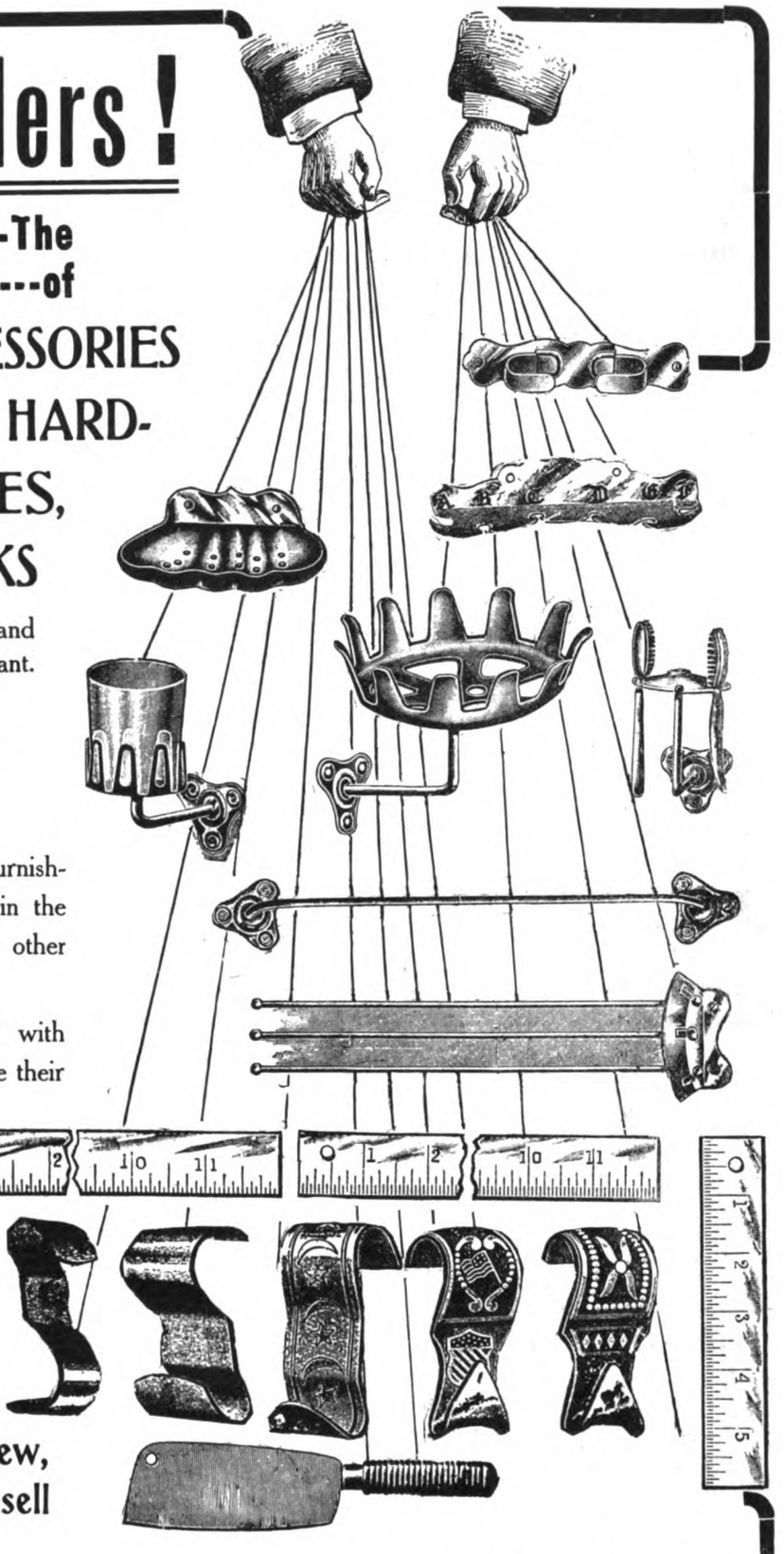
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Vicksburg's Enterprising Newspaper | Exclusive Afternoon Associated Press Reports

Read Our Want Ads

VICKSBURG AMERICAN

VOL. 6. NO. 267. VICKSBURG, MISSISSIPPI, WEDNESDAY AFTERNOON NOVEMBER 28, 1906 SINGLE COPY FIVE CENTS

GOLD STEEL BAR BRANDED TOOL PROOF CUT THROUGH WITH STARRETT SAW IN 4 HOURS BY JOHN CHRISTIAN

Expert Local Steel and Iron Worker, Employed by the County to Test Endurance and Strength of Steel Cages in New County Jail, Finds His Way Through the "Unsawable" —Will Make Other Tests Which Will Mean Stronger Bars Very Likely to Fill Jail Contract.

Carrying out his contract with Warren County, to make an actual test as the best credential that might be had as to the strength of the steel bars making the "unsawable" cages in the new Warren County jail, John Christian, a well-known local steel and iron worker, in four hours went through one of these bars, that was something over an inch of wrought steel, with what is known to be an ordinary No. 250, 12 inch L. S. Starrett saw, made in Athol, Mass. The test was made in the presence of Captain William Curphey, President of the Board of County Supervisors and Richard Groome, and it is needless to add, that it was to their utter amazement as these gentlemen had been convinced by the many testimonials of the St. Louis firm that furnishes these bars, that they were positively "tool proof." As four cages of this kind are to come under a separate contract of something like $16,000, the company will have to come again, and this time with a stronger bar for these cages.

Will Not Talk Much.

John Christian was seen and asked for a statement as to his wonderful feat, and told that but for the fact that everybody is so familiar with his past "Christian" life, he might be imagined to be almost any old daring criminal and escaped convict, and be arrested for identification. Mr. Christian only smiled in that soft, modest little way he has, and said that he did not feel like saying very much, as he had simply been employed by the county to make a thorough test of these steel bars, and he intends to do it to the letter. He admitted that he had so far made the first test, told of above, and that he had gone through one of the bars intended for the steel cage, which is to be one of the four cages that are being constructed. He was asked if he would make any more tests, and said of course, as this is merely a beginner, as he has a contract to test all of the material, and then to be locked up in the cages, when they are all up, and test the actual cages, and every part of them. Mr. Christian is confident that if the present material is used, he can get out, and says that he would make a wager of five hundred dollars to this effect, if he was a betting man.

The First Test.

Mr. Christian, who is of the firm of Christian & Rooks, made his first test finally yesterday afternoon, although he started in on the work Monday. The matter has not been generally known, as it was merely the business like part of a contract, in which Warren County is looking well to her own interests. In beginning the work Monday, Mr. Christian employed about seven saws, which were in order, one after the other, dulled and bent out of shape, showing the ability of the steel to withstand the test, and strange to say, the final little, insignificant looking saw, that did the business, resembled more a little harmless nail file, than a formidable steel saw. Well anyway, it went through all right, and there was the first test, showing that not over four hours had been taken up in the task.

The special contract for placing in the steel cages is granted to a St. Louis house, and a part of the sawed bar is now in possession of Mr. Christian, while the other end of it has been sent on to the firm that made it. The intention is to convince the maker it was destructible by tools, which was claimed to the contrary, and the result will be, that this stitch in time has probably saved nine burglars or criminals of other character from getting out of the new jail when it should have been occupied.

THIS IS STARRETT No. 250 THE SAW

No. 250. Flexible Back, Common Teeth, 14 to the inch. For use in Hand Frames. Made in 6, 7, 8, 9, 10, 11 and 12 in. sizes, .022 thick.

One of eleven styles of Starrett Hack Saws. All made of the finest grade of steel for the purpose. The teeth are sharp, with square cutting points, set evenly and in such a manner that *every tooth cuts.* Tempered by our improved process, hard, tough and *uniform.* Starrett Saws "cut quicker and last longer."

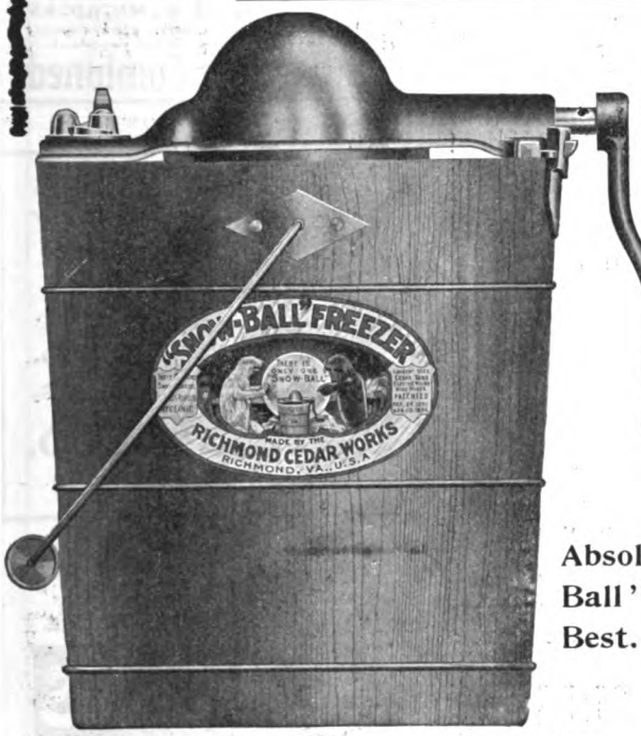
Send for complete Catalog No. 17T of Fine Mechanical Tools and special Hack Saw Booklet.

THE L. S. STARRETT CO., Athol, Mass., U. S. A.

NEW YORK: 123 Liberty St. CHICAGO: 15 So. Canal St. London: 165 Queen Victoria St., E. C.

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Have improved with age through our 38 years experience. You can stake your reputation on them because they have

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Completely Encased Gearing
Virginia White Cedar Tubs
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Every "Snow-Ball" will freeze a smooth, velvety cream in the shortest possible time.

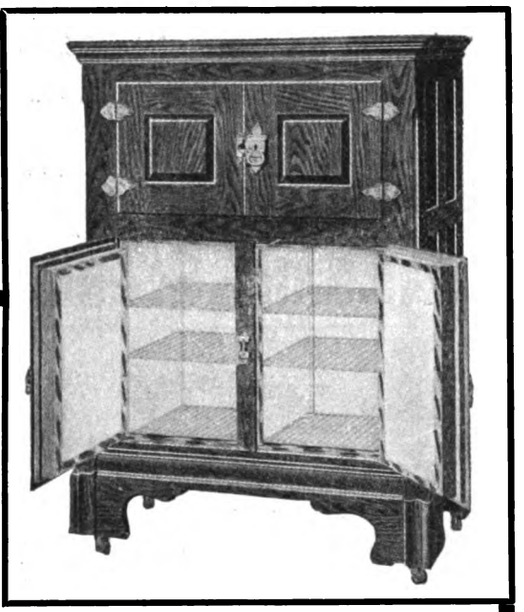
Absolutely no difference between the "Snow-Ball" and the Best—The "Snow-Ball" is the Best. It will pay you to handle them.

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The Alaska Refrigerators give the maximum of cold air possible from every pound of ice. That is why they are the most economical to own—the most profitable to sell.

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Handsome catalogs.

FORD OPALITE LINED and OPALITE EXTERIOR **REFRIGERATORS**

Alaska Opalite Refrigerators

Alaska White Enamel Refrigerators
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THE ALASKA REFRIGERATOR COMPANY,

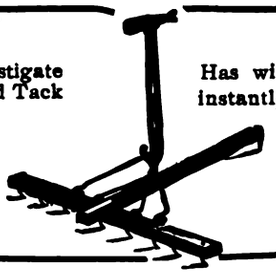
MUSKEGON, MICHIGAN ***EXCLUSIVE REFRIGERATOR MANUFACTURERS***

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Are made by Hardware Dealers who do not investigate the merits of the "Excelsior Carpet Stretcher and Tack Hammer Combined."

Light, Strong, Easily Operated, Folding Compactly, the "Excelsior" is without a peer as a Time, Temper and Money saver.



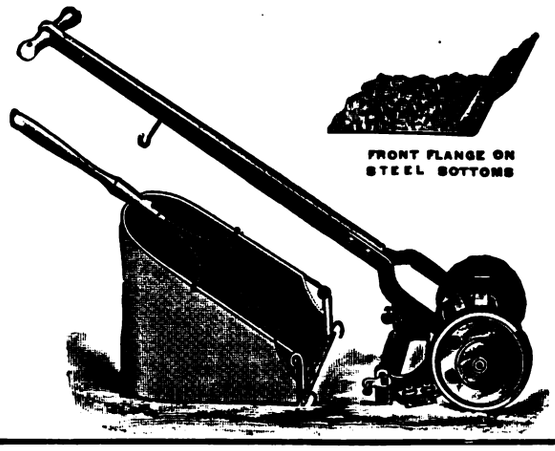
Has wider stretch than any other. Stretcher locked instantly in any position and instantly released. No "backing up" Tooth Bar.

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Galvanized Steel Bottoms

having adjustable Front Flange, as well as with regular duck bottoms. Made in two sizes, which fit any size or make of lawn mower and are guaranteed to give entire satisfaction.

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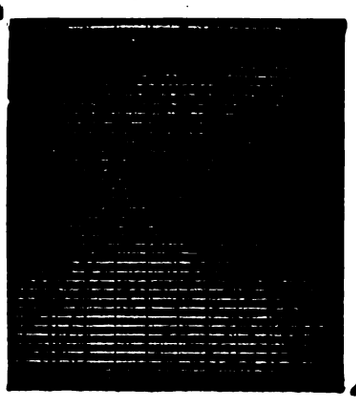
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They are made and painted of the best material, fitted with iron non-rusting pulleys, ready to hang.

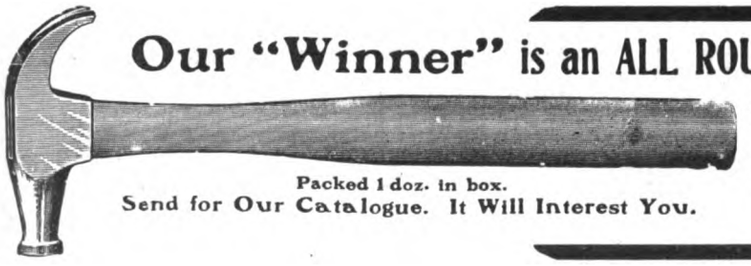
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Our "Winner" is an ALL ROUND USEFUL HAMMER



Packed 1 doz. in box.

Send for Our Catalogue. It Will Interest You.

Just the right size and weight (½ lb.) 12 in. long---Strong and durable, nickel-plated head. Handsomely finished hickory handle. Splendid seller

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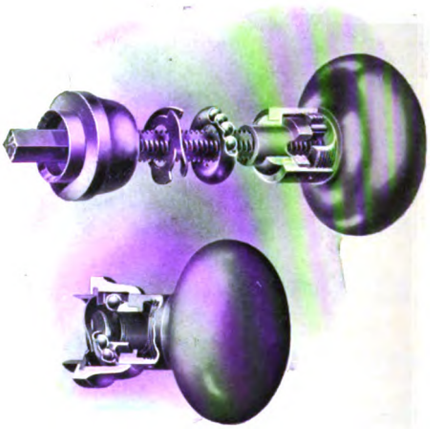
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"Bristol"



STEEL FISHING RODS

YOU ANGLE FOR TRADE. SO DO WE.

Our interests are One. That's why we help along your sales by liberal advertising and direct fishermen in your locality to come to you. We ask you not to forget the liberal margin of profit there is to you in handling "Bristol" STEEL RODS, and also, as to quality—their sale begets confidence and confidence begets trade. Each one sold will secure a permanent customer for tackle and sundries; and certainly each one sold sells another.

Here is proof of our own confidence. We now absolutely guarantee against breakage, due to defective material or poor workmanship, for **three years,** after a rod leaves our factory. Could you have a better selling point?

Keep up your stock. Let us hear from you. Is your name on our list for occasional advertising matter, etc., to stimulate business?

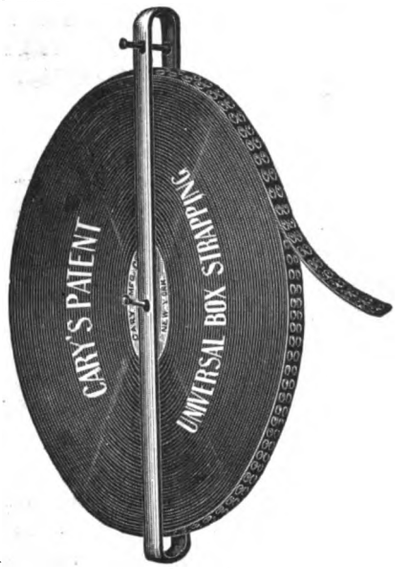
We originated the steel rod. Protect yourself—our trade mark is stamped on every reel seat. Nearly twenty years experience, with constant improvement, gives us the authority to speak as the unquestioned leaders. "Bristol"

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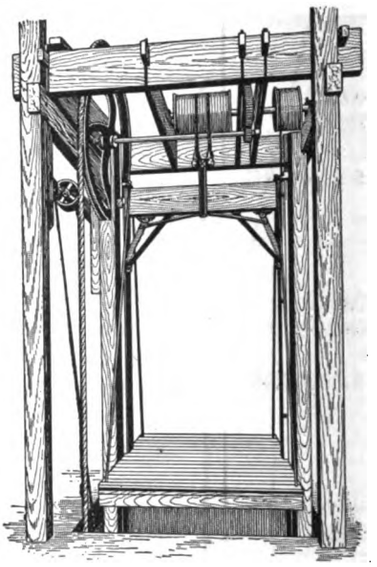
A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

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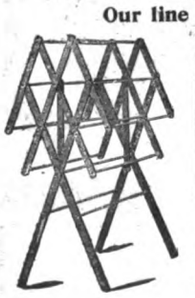


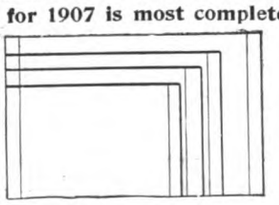
THEY HOLD AN EDGE — NO HARD OR SOFT SPOTS

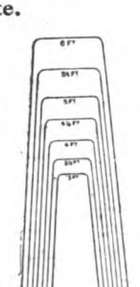
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Oils

Linseed, City, raw, in barrels, ₩ gal	43c
Linseed, City, boiled, in bbls, " "	45c
Out of Town, on spot, ₩ gal	42c
Calcutta, raw, in barrels, ₩ gal	70c
Lard, prime city, ₩ gal	72@78c
Lard extra, No. 1	47@49c
Lard, No. 1	40@44c

Paints and Colors

Barytes, Foreign floated, ₩ ton	
Barytes, American floated, ₩ ton	$18.50@20.00 $19.00
White Lead, American, dry, in bbls., ₩ lb	6¾c
White Lead, American, in oil, in lots of less than 500 lbs., ₩ lb. net	7¾c
In lots of 500 lbs. and over, ₩ lb	7¼c
White Lead Eng., in oil, ₩ lb	9½@10c
Zinc, American dry, ₩ lb	5½@5¾c

Putty, Commercial—₩ 100 lb

In bladders	$1.70 @1.85
In bbls or tubes	1.20 @1.40
In 1 lb. to 5 lb cans	2.65 @2.95
In 25 to 50 lb cans	1.50 @1.90

Spirits Turpentine

In regular bbls	70@71
In machine bbls	71@71½

Dry Colors

	₩ Lb
Blue, Chinese	12@44
Blue, Prussian	12@63c
Blue, Ultramarine	15@15c
Sienna, Italian, burnt & powdered	2@3½c
Sienna, Italian, raw & powdered	2@3½c
Umber, Turkey, burnt	2@3½c
Umber, Turkey, raw	2@3½c
Green, Chrome, ordinary	12@12c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	12@15c
Indian, Red, English	4@5½c

Colors in Oil

Black Ivory, best	12@20
Blue, Chinese	12@44
Blue, Prussian	12@60
Blue, Ultramarine	14@15
Sienna, burnt	2@3½
Sienna, raw	2@3½
Umber, burnt	2@3½
Umbe .	2@3½

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B ..... 52@55c
G. D ..... per M 34@35c
F. L ..... per M 40@42c
G. E ..... per M 48@50c
Musket ..... per M 62@63c

PRIMERS—

Berdan Primers $3.00 per M 20%
B.L. Caps (Sturtevant Shells) $3.00 per M 20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $4.50 ..... 10&5%
32 C. F., $7.00 ..... 10&5%
22 cal., Rim, $1.50 ..... 10&5%
32 cal., Rim, $2.75 ..... 10&5%
B. B. Caps, Con. Ball, swgd $1.90
B. B. Caps, Round Ball $1.49
Cent. Fire 25%
Target and Sporting Rifle ..... 15&5%
Primed Shells and Bullets ..... 15&10%
Rim Fire Sporting 50%
Rim Fire Military ..... 15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all ganges ..... 60&5%
Climax, Club, Rival, 10 and 12 gge. .65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge ..... 25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge 30%
Climax, Union, League, New Rival, 10 and 12 gauge 25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list) 30%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge ..... 35%&5%

SHELLS, LOADED—

Black Powder 40%
Smokeless Powder, medium grade ..... 40&5%
Smokeless Powder, high grade ..... 40&10&10

SHOT—

Drop, up to B 25 lb bag $1.90
Drop, B and larger, per 25 lb bag 2.15
Buck, 25 lb bag 2.15
Chilled, 25 lb bag 2.15
Dust Shot, 25 lb bag 2.35

GUN WADS—₩ 1000—

B. E., 11 up ..... $ 60
B. E., 9 and 10 70
B. E., 8 80
B. E., 7 80
P. E., 12 up ..... 1.00 } 15%
P. E., 9 and 10 ..... 1.25
P. E., 8 ..... 1.50
P. E., 7 ..... 1.50
Ely's B. E., 11 and larger ..... $1.70@$175
Ely's P. E., 12 to 10 ..... $3.00@$3.25

Animal Pokes

	₩ doz.
Iowa Farming Tools.	
Hawkeye	$3.35
Western	4.00

Anti-Rattlers

Fernald, Quick Shift, ₩ doz. pair, net .. $2.00
Burten's, ₩ doz. pair, Nos. 2 and 5 ..... 50c
Per doz. pair, No. 1 ..... 75c
Per doz. pair, No. 4 ..... 1.00

	₩ Gro.
Kohler's:	
Daisy, No. 4	Net. $4.80
Perfect, No. 2	Net. 6.00
Belt Holder, No. 1	Net. 9.40

Anvils

American "Horse-Shoe" 9¼c
Arm and Hammer ..... 8¼@8¾c
Eagle Anvils, ₩ lb, net ..... 7@7¼c
Hay-Budden, Wrought ..... 9¾@9¾c
Peter Wright's ..... 11@11½c
Trenton ..... 9 1-8@9¾c
Columbian, all steel, ₩ lb, net 9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill) ..... $15.00, 15&10%

Augers and Auger Bits

Bering Machine Snells 70%
Com. Auger Bits ..... 75@75&5%
Forstner Pat. Bits 25%
Ford Auger Bit Co:
Auger Bits, Car Bits, Machine Bits ..... 40@40&5%
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 80 .. 40&7½&10%
Nobles Double Spur, No. 32 ..... 55&10%
No. 10, Extension Lip ..... 25&10%
Car Bits, No. 10 ..... 25&10%
Car Bits, No. 80 ..... 40&7½&10%
Ring Augers ..... 66⅔&10%
Jennings' Pattern ..... 50&10%@60%
Snell's Auger and Car Bits:
Extra ..... 60&10&10%
No. 1 ..... 60&10&10&10%
Russell Jennings' Augers and Bits ..... 25&10&3½%

HOLLOW AUGERS—

Ames ..... 35&10%
Bonney's Adjustable ..... $5.50@6.00
Hibbard's Adjustable ..... Net prices
Ives ..... 35&10%
Millers Falls, Goodell ..... 15&7½&10%
Universal, each $4.50 ..... 20%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat ... 33⅓&10%
Clark's small, $18 ..... 50&10%
Clark's large, $28 ..... 50&10%
Ives' Model, ₩ doz. $60 ..... 50%

DOUBLE CUT GIMLET BITS—

Common, net ..... $3.00@$3.25
German Pattern, net ..... $4.60@5.75
Mayhew's Diamond ₩ doz. $1.25 ..... 40%
Snell's Bell Hangers 60%

TWIST DRILLS—

Bit Stock ..... 60&10@60, 10&10
Taper and Straight Shank ... 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co ..... 33⅓&5%
L'Hommedieu's 15%
Snell's ..... 40&10%
Watrous' ..... 33⅓&7½%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.50@4.00
Patent Peg	31@34c
Sewing, Com.	88c@$1.00
Shouldered Peg	65@70c
Shouldered Brad	63@66c
Socket Scratch ₩ doz	$1.00

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₩ doz. $7.50; No. 20, ₩ Doz. $10 ..... 60&10%
Brad Sets:
No. 42, $10.50: No. 43, $12.50 ..... 70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 ..... 50%
Ice Awls 55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18 .... 15&10%
C. E. Jennings & Co's. Adj. Tool Hdls. 33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18 ..... 30%

Axes

Single Bit, base weights:
First Quality $5.00
Second Quality $4.50
Double Bit, base weights:
First Quality $7.50
Second Quality 6.75

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc 50%
Broad and Bbl ..... 40&10%
Boy's Axes 50%
Peck Edge Tool Co.:
Hatchets, shingling, etc 50%
Broad and Bb'l ..... 40&10%
Boy's Axes and Hatchets 50%

Axle Grease

Dixon's "Everlasting" Graphite:

1 lb cans (66 in case)	15 ea.
3 " " "	25 "
10 " firkins (6 in case)	$1.30 "
25 " "	2.75 "
50 " kegs	5.00 "
100 " "	9.00 "
200 " half bbls.	8½c lb
$75-400 lb "	

Snow Flake: Discount 10%

One-quart cans, ₩ doz.	$ 2.00
Two-quart cans ₩ doz.	3.20
One-gallon cans, ₩ doz.	6.00
Five-gallon cans, ₩ doz.	24.00
Quarter bbls. (15 gals.), ₩ gal.	.45
One-half bbls. ₩ gal.	.40
Bbls., ₩ gal.	.35

Balances, Spring

Chatillon's:
Light, class A 50%
Circular Balances, class C 50%
Ice Balances, class B 50%
Straight Balances, Class A1 ..... 50%
Class A3 ..... 40%
Class D, E, F 35%
Class G 35%

Balances, Sash

Caldwell's 50%
Pullman's ..... 50&10@60%

Beef Shavers

Enterprise:
Japanned, each, $3.00 ..... 25@30%
Tinned, each, $10.50 ..... 25@30%

Bells

HAND—

Hand Bells, polished brass ..... 60@60&10%
Nickel Plated ..... 50&10@60%
Pure bell metal 30%
Silver chime ..... 33⅓@35%
Swiss ..... 50&20&7½%
White metal 60%

DOOR—

Trip, Gem ..... 50&10%
Gong, Abbe's 45%
Gong, Yankee 35%
New Departure:
Rotary ..... 30@10%
Push 30%

COW—

Common wrought ..... 75%@75&10%
Kentucky ..... 70@70&10%
Texas Star 50%
Western, Sargent's list ..... 70@70&10%

Bellows

Blacksmiths' ..... 65&10@5%
Hand ..... 25&10%
Moulders' ..... 25&10%

Belting Rubber

Boston Belting Co:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
New Jersey Car Spring & Rubber Co:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Miller's Falls ..... 15&10%

Binder Twine

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	12c

Bit Holders.

Angular 45%
Extension:
Barber's, ₩ doz. $15.00 ..... 45@50%
Ives' ₩ doz. $20.00 ..... 60&10%

Blind Adjusters

Columbian 33⅓%
Domestic, ₩ doz. $3.00 ..... 33⅓%
Excelsior, ₩ doz. $10.00 ..... 50&10&2%
North's 10%
Zimmerman's ..... 50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₩ gr $9.00
Zimmerman's ..... 50@50&10%

Blocks, Tackle

Eddy's ..... 50&10@60%
Hartz' Steel ..... 50@50&5%
Iron Strapped, Japanned Sheaves .. 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japanned Sheaves .. 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 80%
Pat. Automatic 80%
Perfect Safety 80%
Stowell, Novelty Block 80%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel 80%
Wrought Barrel Bolts, Griffin's 75%
Wrought Square 70%
Wrt Shutter, St'nd list ..... 70&10%
Wrought Spring, Sargent's ..... 70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ¾x6 and smaller ..... 70&12 1-2%
Larger and longer ..... 60&2 1-2%
Phila. Eagle, $8.00 list May 24, '99 ..... 80%
Bolt ends, list Feb. 14, '95 ..... 60&7 1-2%
Bolt ends, with C and T nuts 60%
Machine, ¾x4 and smaller 75%
Machine, larger and longer ..... 65@65&5%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99 ..... 80%
Bay State, fluted 80%
Eagle Phila 33⅓%
Norway, Phila 80%
Common ..... 75&10@80%
Norway, Phila 60%
Portchester, Norway 80%
Phila 33⅓%

STOVE AND PLOW—

Plow ..... 65&10%
Stove ..... 55&10%

MISCELLANEOUS—

Sink 80%

Bone Mills

Enterprise ..... 25@30%
Stearns 40%

Borers, Tap

Enterprise ..... 20@25%

Each	$1.25,	$1.75,	$2.50
Nos	1	2	3

C. E. Jennings & Co.:
No. 6 ..... 30&10%
No. 10 ..... 25&10%
Common ring ..... 30&10%
Ives ..... 25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat	$6.50,	$6.75
Ajax		40%
Phillips		$4.00 net

Box Scrapers

Bradley's 20%
Stanley's Adjustable 45%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal" ..... 35&10%
Standard Metal Strap Co's.:
Bolipso ..... 20&10%

Braces

Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
C. E. Jennings & Co.:
No. 108@114½ ..... 50&5&10%
No. 208½@214½ ..... 50&5&10%
Lancaster Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets

Griffin's Folding ..... 70&10%
Griffin's Pressed Steel ..... 60@60&10%
Bradley's Pat., full cases. 60&10@60&10&10%
Bradley's, in broken cases ..... 60&10%
Baine's Adjustable 25%

Bright Wire Goods

Standard list, June 24, 1908. 90&20@90&25%

Bull Rings

Humason, Beckley & Co's 30%
Bea's 2¼ in. net, ₩ doz $1.50
Sargent's 50%

Butchers' Cleavers

New List, Feb. 1, 1906:
Foster Bros., flat heads 30%
Foster Bros., round heads 30%
Lancaster Mach. & Knife Works 33⅓40%
L. & J. White 30%
Plumb's 30%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star ..... 15@15&10%
C. E. Jennings & Co ..... 30&10%

Butter and Cheese Triers

Ordinary Black Handle 25%
Humason & Beckley's 40%

Butt and Rabbet Gauges

Stanley's ..... 25&10%

Butts

BRASS—

Wrought Brass 50%

CAST IRON—

Fast Joint, broad ..... 40&10@50%
Fast Joint, narrow ..... 40&10@50%
Loose Joint ..... 70&5@75%
Loose Joint, Japanned ..... 70&5@75%
Loose Joint, Jap. with Acorns .... 70&5@75%
Loose Pin ..... 70&5@75%
Mayer's Hinges ..... 70@70&5%
Parliament Butts ..... 70@70&5%

WROUGHT STEEL—

	Discount.
Reversible and Broad	75%
Light reversible, Light Narrow	75%
Loose Joint, Narrow L'ht, Inside Blind, etc	70&10%
Back Flaps, Table Chest	70%

Extra, 10&10%

Calipers

Bemis & Call:
Wing 60%
Double 65%
Inside and outside 65%
Straight leg 65%
Call's Pattern, inside 55%

Can Openers

American ..... ₩ gross, $1.75@$2.00
No. 5, iron handle ..... ₩ gross, $2.00
Sardine Scissors ..... $1.75@$2.00
Sardine Scissors, forged steel .. ₩ doz., $3.00
Sprague, Nos. 1, $3.00; 2, 2.25; 3, 1.50 ..... 50%@50&10%

Cartridges

See Ammunition.

Casters

Bed ..... 70@70&10%
French or Philadelphia Iron wheel ..... 75@75&10%
Plate ..... 60@60&10%
Payson's Furniture ..... 70&10&10%
Payson's Truck ..... 70&10%
Standard, Ball Bearing 65%

Cattle Leaders

Humason, Beckley & Co's 70%
Sargent's ..... 70&10%
Welton's ..... 70&10%

Chain

American Coil, Straight Link:

Inch	₩ 100 Lbs.
3-16	$6.90
¼	6.10
5-16	5.10
⅜	4.40
7-16	4.25
½	4.15
9-16	4.10
⅝	4.00
¾	3.90
⅞ to 1	3.85
1⅛ to 1¼	3.95

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Hame chain, Stallion chain .....

Chains

Galvanized Pump chain, ₩ lb ..... 4½@4¾c
Ger. coil, list July 24, '97 .. 60&10@60&10&10%
Ger. Halter chain, list July 24, '97. 60&10&10%
Jack chain, Iron ..... 60&10@60&10&10%
Jack chain, Brass ..... 60&10@60&10&10%
Oneida Wire Dog chains ..... 45@50&5%
Trace Wagon and Fancy Chains:
New list ..... 60@60&10%
Bridgeport Trace chains 35%
Stake chains 35%
Heel chains 30%

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COW TIES—
American ..... 45&5&50&10&5%
Niagara ..... 45&5&50&10&5%
Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 45%
Sisal 33⅓%

Chain Guards
Aluminum S. & N. Co 50%

Carpet Stretchers
Bullard's 33⅓%
Montrose' "Excelsior" and Tack Hammer Cumbined, ₱ doz., $6.00 ..... 20%
Cast iron, Steel points, ₱ doz 80c
Sockets, ₱ doz $1.75

Carpet Sweepers
Sterling Carpet Sweepers:
Model A, Nickel trimmings 25.00
" B, Japd. " 21.00
" " Nickel " 23.00
" C, " " 21.50
" D, Japd. " 19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners
Enterprise ..... 25%@30%
Goodell's Family, net ₱ doz $5.00
Rellman's, net., ₱ doz 6.00

Chisels
SOCKET FRAMING & FIRMER—
Standard Makes 75%
L. & I. J. White ..... 30@30&5%
C. E. Jennings & Co., No. 70 ..... 25&10%
Jennings & Griffin Mfg. Co ..... 65&5%
TANGED & MISCELLANEOUS—
W. & S. Butchers' ..... $4.75@$5.00 to £
C. E. Jennings & Co ..... 25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels ..... 25&10%
Tanged Gouges ..... 25&10%
Tanged Firmers ..... 33⅓&10%
Tanged Gouges 33⅓%
L. & I. J. White ..... 25&5%
COLD CHISELS—
Good quality, ₱ lb ..... 13&16c
Snell's best C. S ..... 40&5%
Cronk's 50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers
HORSE—
Chicago Flexible Shaft Co's:

	Each.
Lightning Belt Clipping Mach.	$15.00
New '98, Chicago	8.75
1908 Chicago	10.75
Twentieth Century	5.00

Coach Oil

Snow Flake.	
One-pint cans, ₱ doz.	$ 3.00
One-quart cans, ₱ doz.	4.80
One-gallon cans, ₱ doz.	15.00
Five-gallon cans, ₱ doz.	66.00

Cocks, Brass
Hardware List: Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks ..... 65&10@70%

Coffee Mills
Box and Side ..... 50&10@60%
Enterprise Mfg. Co ..... 20@25%
Lane Bros. Co 30%

Compasses, Dividers, &c
Athol Calipers and Dividers 40%
Bennis & Call Co's:
Compasses 50%
Dividers 35%
Compasses, Calipers, Dividers ..... 70@70&10%

Coopers' Tools
Barton's ..... 20@20&5%
L. & I. J. White ..... 20@20&5
Sandusky Tool Co ..... 20@20&10%

Corkscrews
Detroit Cork Screw Co 35⅓%
Humason & Beckley Mfg. Co ..... 50&10%
Samson, ₱ doz $10.00

Corn Hooks

	₱ Doz.
Kretsinger Cut-Easy	net $8.00

Corn Knives and Cutters
Bradley's ..... net
Wadsworth's 60%

Countersinks
Mayhew's Diamond ..... 40@45%
Smith's 25%
Snell's 40%
Wheeler's Patent 50%

Cow Ties
See Chains.

Crayons
Sargent's List 20%
Dixon's:

	₱ Gro.
Eclipse 7 in., $6.75; 9 in.,	$4.80
Emerald	5.00
Oriole	5.0
Rainbow	3.12
Solid	7.50
Tailor black, $5.62; ed and blue	9.00

Curry Combs
Kohler's 40%
The Metal Stamping Co 40%
Southington Cutlery Co's ..... 25&10%

Cutlery
Foster's Pocket 30%
Carriers' Pocket 50%

Diggers
See Post Hole, etc.

Dividers
See Compasses, Dividers, etc.

Dog Collars
Walter B. Stevens & Son:
Brass 40%
Embossed Gilt ..... 30&10%
Leather 40%
Union Hd'wre Co., new list ..... 50@50&10%

Door Checks
Bardsley's ..... 40@45%
Columbia ..... 50&10%
Eclipse ..... 60&10%
Home ..... 50&10%
Pullman's Screen, ₱ doz. net $4.50

Door Holders
Empire 50%
Superior 33⅓%

Door Springs
Columbian Steel 20%
" Faultless 50%
Gem (Coil), list Oct. '95 ..... 20%
Pullman, Perfect 25%
Pullman Coil 25%
Star (Coil), list Oct. '95 ..... 30%
Torrey's Rod, 39 in., ₱ doz. net $1.10@$1.25
" " 48 in., " " " 3.50
Victor, Coil ..... 50&10&10%
Chicago Coil Springs ..... 40&10%
Reliance Coil Springs ..... 40&10%

Drain Cleaners
Iwan's Adjustable 35%
Iwan's Stationary ..... 40&5%

Drawer Pulls
Drawer Pulls, Griffin Mfg. Co., list ..... 75&10%
Sargent's list 60

Drawing Knives
Standard Makes ..... 70&10@75%
Adjustable Handle ..... 25@25&10%
Jennings & Griffin 60%
Watrous ..... 16⅔&10%
L. & I. J. White ..... 20&5@30%

Drills and Drill Stocks
Automatic Boring Tools, Goodell's ..... 40&5@40&10%
Blacksmiths' 60%
Breast, Miller's Falls, each $8.00 ..... 15&10%
Hand, Goodell's ..... 30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $13.00 ..... 33⅓%
TWIST DRILLS—
See Augers and Bits.

Egg Beaters

	₱ Doz.	₱ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz.	$6.60 1.15	13.00
No. 7 Tinned	1.40	16.80
No. B, Japanned, hotel size	1.85	22.00
No. 6, Japanned, Dasher flared	1.85	19.20
No. 2, Tinned, hotel size	2.00	24.00

Emery Wheel Dressers.
Sterling 35%

Escutcheons
Wood 25%

Farriers' Knives

	₱ Doz.
"Challenge"	$6.00
Popes	3.00
Wilkinson's, net	3.00
Westenholm's	3.25

Faucets
Iron Petroleum ..... 70@70&10%
SELF MEASURING—
Enterprise ₱ doz. $36.00 ..... 40&10%
Lane's ..... $40.10&5%

Files
DOMESTIC—
New list, Nov. 1, 1898:
American ..... 75&10@75&10&10%
Arcade ..... 75&10@75&10&10%
J. Barton Smith ..... 75&10@75&10&10%
Disston's 75%
Disston's Superfine 50%
Eagle ..... 75&10@75&10&10%
Great Western ..... 75&10@75&10&10%
Kearney & Foot ..... 75&10@75&10&10%
McClellan ..... 75&10@75&10&10%
Nicholson ..... 70&10@75&5%
Nicholson's X. F. Files ..... 40@40&10%
Royal ..... 30@30&10%
IMPORTED—
Stub's ..... Stub's list, 30@30%

Filters
Acorn 50%
Fulper's Natural Stone ..... $2.50@$13.50
Subject to trade discount.

Fish Hooks
Am. Fish Hook Co. list ..... 60@60&10%
Kirby & Limerick, low list (60c. base) 10%

Fishing Tackle

Bishop's.	₱ Doz
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers
Covert's Saddlery Works:
Great American ..... 60&20%

Freezers, Ice Cream

"Alaska":	1	2	3	4	6
Qts.					
Net	$1.15	$1.35	$1.60	$1.95	$3.60
"North Star:"					
Net	$1.25	$1.45	$1.75	$3.25	

Fruit, Wine & Jelly Presses
Enterprise ..... 20@25%

Fry Pans

Standard list	75&10@80%			
No.	1	2	3	4
₱ doz.	$3.75	$4.35	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$6.00	$7.00	$8.00	$9.00

Kitchen Specialty Co.: Net ₱ Gro.

Size AA	$3.10
" A	3.70
" B	9.80
" C	9.90

Gauges
Bennis & Call's Steel 50%
Disston's Mortise 67⅓%
Marking Mortise, etc 66%
Stanley's 25%
Starrett's Surface, Center and Scratch. ..... 25&10%
Wire, Morses 25%
Wire, P. S. & W., low list 33⅓%

Gimlets
"Diamond" Gimlets, ₱ gro ..... $4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%

Gimlet Bits
See Augers and Bits.

Globe and Racking Cocks
See Faucets.

Glue
Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins ..... 40&10%

Glue Pots
See Hollow Ware.

Graphite, Lubricating
Dixon's Pure Flake:
632— 1 lb. cans ..... 20c. ea
633— 6 lb. screw top tin cans ..... 85c. ea
634— 10 lb. screw top tin cans ..... $1.50 ea
644— 25 lb. boxes ..... 18c. lb
645— 50 lb. boxes ..... 14½c. lb
645—100 lb. kegs ..... 14c. lb
647—350 lb. barrels ..... 12c. lb

Grindstone Fixtures
Cronk's 50%
P. S. & W ..... 30@30&10%
Stowells Extra Heavy ..... 40&10%
Stowells Light 50%

Gunpowder
See Ammunition.

Gun Wads
See Ammunition.

Hafts
Brittons, ₱ doz $6.50

Halters
Covert Mfg. Co.:
Jute Rope Halters 50%
Sisal Rope ..... 30&10%
Web Halters ..... 35&5%

Hammers
HANDLED HAMMERS—
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75 ..... 50%
Maydole's ..... 33⅓&5@40&10%
Sargent's new list 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 33⅓&7½%
Engineers and B. S. Hand ..... 50&12½%
Quaker City Hammers ..... 40&10%
Riveting and Tinners' ..... 40&33⅓%
HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb ..... 30&5@30&10&5%
3 to 5 lb 40c lb ..... 30&5@30&10&5%
Over 5 lb 30c lb ..... 30&10&5@30&10&10&5%
Wilkinson's Smiths ..... 9½c@10c ₱ lb

Hammock Ropes
Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 20%

Handles
WOOD—
Auger, assorted, ₱ gro $2.75
Auger, large, ₱ gro 3.25
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 32⅛ 40%
Axe, Pick, etc ..... 60&5%@60&10%
Bliss Mfg. Co.: Chisel, Brad Awl, File, Auger, Soldering Iron ..... 25@33⅓
Brad Awl, ₱ gro ..... $1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net $1.50
File, assorted, ₱ gro ..... $1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. ..... $2.25@$2.75
Hammer, Hatchet ..... 60&10%
Hoe, Rake and Fork ..... 45@50
Rollin Hdw. Co. Hafts, $9.00 ..... 40&10%
"Simplicity" File Hdls, ₱ gro ..... $ .80&1.50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D Handle. 40&10%
Shovel and Spade, Long Handles .. 40&5@50%
CROSS-CUT SAW HANDLES—
Atkins ..... 40&5%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door
Old Pattern ..... 60&10%
New England ..... 33⅓@70
Chicago Spring Butt Co.:
Fraction 35%
Oscillating 35%
Big Twin 35%
Lane's:
Covered ..... 60&5%
Hinge Pattern, net ..... $6.00 ₱ doz.
Standard ..... 60&5%
Special, No. 25 ..... $3.50
" " 30 ..... 3.90
" " 40 ..... 5.00
" " 20 ..... 6.25
Track for same, ₱ 100 ft. net 3.75
Cronk's:
Nos. 1. 1¼, 2 and 3 ..... 60&5%
Nos. 11, 12 ..... 70&10%
No. 50, net $3.50
No. 44, net 4.00
McKinney's, "None Better", No. 3, $18; No. 1 Special, $15, ₱ dos. pr. ..... 60&10%
Myers' Stay-on ..... 60&5%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment
Pullman's ..... ₱ gro. net $9.00

Hangers, Parlor Door, Etc
Lane's:
Standard ..... net $3.38
Ball Bearing ..... " 4.15
No. 105 ..... " 2.85
New Model ..... " 2.25
New Champion ..... " 2.38

Hardware Shelving
OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 498, 40 drawers, no partitions, run. ft., $3.50; net each $80.00
No. 1656, 56 drawers, no partitions, run. ft., $4.25; net each 80.47
No. 1656, 84 drawers, no partitions, run. ft., $6.25; net each 84.38
OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.35; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1703, with two adjustable center shelves, run. ft., $3.75; net each 22.22
NAIL BIN BASES—
No. 1732, 12 spaces, 150 lbs. each, run. ft., $3.71; net each 23.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $5.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $6.65; net each 30.22

Hasps and Staples
Cronk's 50%
McKinney's "Perfect", $1.10 ₱ doz 50%
Wrought ..... 50@50&10%
Wrought, Stanley 50%
Wrought, Griffin 50%

Hatchets
See Axes.

Hay Tools
F. E. Myers & Bro.:
Myers Unloader, double steel track .. $7.00
Myers Unloader, wood track 7.00
Comb. Car, Double steel T 7.00
Comb. Car, wood track 7.00
Rev. Car, Double steel track 7.00
Rev. Car, wood track 7.00
Myers Unloader, cable 7.00
Myers Unloader, single rail 7.00
Sure Grip Sling Car, steel or wood track 13.00
Dbl. Rail steel track, complete, ₱ ft. ..... —
Single Rail steel track, complete, ₱ ft ..... .20
D. H. Fork steel, regular, each 1.50
Nellis Fork, each 3.00
Double Grapple Fork, each 7.00
Sprouts, Shear Fork, each 1.50
Walker Fork, each 2.50
Common 6 in. wood sheave pulley, Fig. 482, ₱ doz 3.50
Faultless steel frame K. P. pulley, Fig. 485, ₱ doz 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 486, ₱ doz 3.50
Malleable Frame K. P. pulleys, Fig. 675, ₱ doz 4.50
Reed Wood Frame pulley with hook, Fig. 484, ₱ doz 4.00
Steel Frame pulley with iron sheave, Fig. 505, ₱ doz 3.50
Floor pulley, wood sheave, Fig. 488, ₱ doz 4.50
Hanging Hooks for double steel track, ₱ doz 1.40
Hanging Hooks for single steel track, ₱ doz 1.40
Hanging Hooks for wood track, 10 in., ₱ doz 1.00
16 in., ₱ doz 1.60
Floor Hooks, ¾ in., ₱ doz 1.40
Malleable Rafter brackets, ₱ doz .... .70
Wrought Rafter brackets, ₱ doz .... .70
Rope Hitch, ₱ doz 3.38
Discount on above 50%

Hay and Straw Knives
Auburn Hay, com. and spear point .. 40&10%
Iwan's Hay, sickle edge, ₱ doz., net $3.50
Iwan's Hay, imp. serrated, ₱ doz., net 10.00
Kohler's Hay, sickle edge, ₱ doz., net . 9.00
Auburn Straw ..... 40&10%
Weymouth, pat., ₱ dos., net $6.00
Wadsworth's ..... 40&10%

Hedge Trimmers
Wadsworth's:
No. 1 ..... 10%
No. 2 ..... 10%

Hinges
WROUGHT IRON HINGES—

Screw Hook and Strap	6 to 12 in., ₱ lb	3½c
	14 to 20 in., ₱ lb	3½c
	22 to 36 in., ₱ lb	3½c

STRAP AND T HINGES—
(New Prices)
List December 20, 1904:

Light Strap Hinges	65%	Extra, 10&5@12&10%
Heavy Strap Hinges	70%	
Light T Hinges	60%	
Heavy T Hinges	50%	
Extra Heavy T Hinges	33⅓%	
Hinge Hasps	45%	
Corrugated Heavy Strap	70%	
Corrugated Ex. Heavy T	33⅓%	

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SPRING HINGES—

Bommer Brothers:
- Bommer Spring Hinges....40%
- Bommer B. B. Floor Hinges....40%

Bardsley's Patent Checking....15%

Chicago Spring Butt Co.:
- Chicago Spring Butts....25%
- Triple End Spring Butts....50%
- Chicago Ball Bearing Floor Hinge....50%
- Garden City Fire Engine House Hinge....25%
- Chicago Saloon Door Hinge....25%

Columbian:
- Steel Hinges....60%
- Floor Hinges....60%
- American....30%
- Gem....30%
- Oxford....30%
- Acme, Steel....30%
- " Brass....25%

Niles Mfg. Co....30&5%

Superior:
- Floor Hinges....33%

GATE HINGES—

Clark's, Nos. 1, 2, 3....50&10@60&10%
N. E., ₱ doz., $7.20....60%
N. E., Reversible, ₱ doz., $5.60....60%
N. Y. State, ₱ doz., $4.90....60%
Western, ₱ doz., $4.20....60%

BLIND HINGES—

Parker....70&10@70&10&10%
Sargent's, Nos. 1, 2, 3, 5, 11, 13....75%
W. H. Co's., No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₱ doz. sets....50&10%

Hitching Cords

Covert Mfg. Co....45%
Hitchers Stall....20&2%

Hollow Ware

ENAMELED—

Agate Nickel Steel Ware....30%
"Never Break" Steel:
- Spiders, Griddles, &c....65&10%
- Maslin Kettles, &c....60%
- " " Porcelained....50%

STOVE HOLLOW WARE—

Blacklock:
- Ground....50@50&10%
- Plain or Unground....60@60&5%
- Country Ware ₱ 100 lbs. net...$3.75@$3.00
- Enameled Ware....45&10@50%

WHITE ENAMELED WARE—

Maslin Kettles....65@65&10%
Tinned Boilers and Saucepans....35&10%
Enameled....45&10%

GLUE POTS—

Tinned....30&10%
Enameled....35&10%

Hooks

BUSH—

Jennings & Griffin's....33⅓&5%
Wadsworths....55&10%

CAST IRON—

Ceiling, Sargent's list....50&10@60%
Chandelier....60@60@10%
Clothes Line, Sargent's list....50&10&10%
Coat and Hat, Sargent's list....50&10@60%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....60@60&10%
Picture....50&10%
Screw Hat....60&10@70%
Wardrobe....60&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz....$1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise....40%

WIRE—

Atlas, new list, single cases....30%
Atlas, Metal Clasp....75@75&10%
Wire Coat and Hat, Acme....60&10%
Wire Coat and Hat, Gem....70&10@75%
Wire Ceiling, Gem....70&10@75%

MISCELLANEOUS—

Belt....30&10%
Covert Mfg. Co.:
- Safety Gate and Scuttle Hooks....35&5%

Grass, Wadsworth's....60%
Cronk's, Grass, ₱ doz....$2.75
Hooks and Eyes, Brass....60&10&10%
Hooks and Eyes, Mal. Iron....70&10%
Cotton, box and hay....60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.....	6	7	8	9	10	
A. C.....	25c	25c	23c	21c	21c	40&5%
American, all sizes, net.....						9½c
Nos.....	6	7	8	9	10	
Anchor and New Haven	12c. net for all sizes 5 to 10.					
Nos.....	6	7	8	9	10	
Auable.....	25c	25c	25c	24c	23c	50&10%
C. B. K.....	25c	23c	23c	21c	21c	40%
Capewell.....	19c	18c	17c	15c	15c	10&5%
Champlain.....	25c	25c	25c	24c	23c	40&10&50%
Clinton Fin...	19c	17c	16c	15c	14c	30&10%
Essex.....	25c	25c	25c	24c	23c	40&10&50%
Lyra, all sizes, net.....						9½c
Livingston.....						10%&10%
Maud S.....	25c	25c	23c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb.....						19c
Northwestern.	25c	25c	23c	21c	20c	25@25&5%
Putnam.....	23c	21c	20c	19c	18c	33⅓%
New Putnam.	19c	18c	17c	16c	16c	10&10%
Vulcan.....	25c	21c	20c	19c	18c	25&10%
Western.....						40&10%

Horse Shoes

F. O. B. Pittsburgh:
- Horse and mule, Iron, ₱ keg....$4.00
- Steel, ₱ keg....$5.75

Horse Ties

Covert Mfg. Co.:
- Cotton....45%
- Hemp....45%
- Sisal....35%
- Jute....45%

Hose, Rubber

Boston Belting Co.:
- "Boston"....50%
- Niagara....60%

N. J. Car Spring & Rubber Co.:
- Extra Para....40&10%
- Reliable....50&10%
- Staple....60&10%

Standard....70&10%

Hose Bands

Star Hydrant....30&20%
Steam....70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross....$9.00 net
Crown....net
Gem Ice Shave....net
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise,.....No. 33, ₱ doz. $6.00 25@30%
No. 84, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain....20@25%

Knives

Kimball's:
- Bread Knives, ₱ doz. $1.50....20%
- Butcher Knives....25%
- Shoe Knives....25%

Cronk's Chopping, net ₱ doz....$1.50
Foster Bros., butcher, &c....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw

Wadsworth....40&10%

Knife Sharpeners

Pike's:
- Nat. Grit Carving Knife Hones ₱ doz....$3.00
- Solid Stone Carving Knife Hones ₱ doz....$2.50
- Quick Edge Pocket Knife Hones ₱ doz....$6.00
- Mounted Kitchen Sandstone ₱ doz....$1.50

} 40%

Knobs

Bardsley's wood, door, shutter and base....10@15%
Base, rubber tip, 2½ in bead, ₱ gro....$1.15@$1.25
Door Mineral....65@70c
Door Por. Jap'd....70@75
Door Por. Nickel....$2.10@$3.20

Lanterns

C. T. Ham, Class A, B, C and D:....40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion....75&10%
Clipper Improved....50&10&5%
Enterprise....40&10"
Genuine Philadelphia Mowers;
- Styles M, S, C, K, T....70&10%
- Style A (all steel)....60&10%
- Style E, low wheel....60&10%
- Style E, high wheel....70&10&5%
- Drexel, low list....50%
- Gold Coins, low list....50%

New Departure, high wheel....70&10%
New Departure, low wheel....75%
Pennsylvania....60&10

Lawn Sprinklers

Enterprise....25@30%
Philadelphia Lawn Mower Co.:
- Philadelphia Lawn Sprinkler:

Nos.	1	2	3
Per Dozen	$12.00	$15.00	$24.00 30%

Kohler's:
- Daisy, net, ₱ doz....$7.50
- Mystic....6.00
- Rainmaker....4.20
- Dew Drop....1.20

Leads

Covert Mfg. Co.:
- Cotton....45%
- Hemp....45%
- Jute....45%
- Sisal....33⅓%

Lemon Squeezers

Berger Bros., ₱ doz...8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz....$9.60
Little Giant....50@50&5%
Porc. lined, Iron, ₱ doz....$1.75
Porc. lined, Wood, ₱ doz....$1.25
Wood, common, ₱ gro....No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
- Hexagon....25&10%
- Iron Bench, new design....25&10%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish....40%
Cotton Chalk, 20 feet....40&10%
Cotton Trot....30%
Samson Cot., Nos. 4, $2.20; 4½, $2.75....30%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50....20%
Wire Clothes:

	18	19	20
100 feet	$0.85	$0.90	$1.75
75 feet	1.00	1.05	1.10

Shells

ammunition

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co....40%
R. & E. Mfg. Co....40%
Reading Hardware Co....40%
Sargent & Co....40%

CABINET—

Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00...40%
Ames Sword Co....40@45%
Brown's brass....25%
Brown's chain....25%
Champion....40%
Eagle....40%
Smith & Egge bicycle....50%
Wrought Iron....75&10@80%
Yale Lock Co....60%

TRUNK—

Corbin's....25&10%
Eagle....40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory....45@5&50%
Lignumvitæ....45@5&50%
Bliss:
- Carpenters, Tinners, Box, Carvers...33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden, net ₱ doz....$4.00
Regular Goods....70&10%@75%

Meat and Food Cutters

American....30%

Nos.....	1	2	3	4	B	5
Each.....	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz....30&10@40&10%

Nos.....	1	2	3	4
Each.....	$14	$17	$19	$30

Enterprise....25@25&7½%

Nos.....	5	10	12	20	22	32
Each.....	$2	$5	$2.75	$6	$4.50	$6

Little Giant....40@50%

Nos.....	$05	$10	$12	$20	$22
Each.....	$35	$48	$44	$72	$68

Woodruff's, ₱ doz....40@50%

Nos.....	100	150
Each.....	$15	$18

Beef Shavers (Enterprise)....25@30%

Meat Juice Extractors

Enterprise....25&20%

Metals, Anti-Friction

Magnolia Metal Co.:	₱ Lb
Defender	30c
Kosmic	13c
Magnolia, Anti-Friction	25c
Mystic	16c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00....40%
Sargent's....60@60&10%

Mitre Boxes

C. E. Jennings & Co....30&10%
Seavey's, ₱ doz., $30....40%
Stanley Rule and Level Co.:
- Nos. 340 to 460....60%
- Nos. 50 and 60....35%

Mop Wringers

	₱ Doz.
No. 1 Reliance	$12.00
No. 2 Reliance	16.00

Motors

COFFEE MILL—

Specialty Novelty Co., each....$5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899....85@85&10%

PICTURE—

Niles' Patent....40%
Porcelain head, combination list....60&10%
Porcelain head, Sargent's list....60%

Nail Nippers

'Gem," ¼ gross lots, ₱ gross....$21.00
" less quantity, ₱ dozen.... 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net....$7.50
Black Hawk, ₱ dozen....9.00
Cyclops....40&10%@50%
Cronk's, ₱ dozen, net....$12.00
Eureka, No. 74, ₱ doz., net....$8.50
Eureka, No. 75, ₱ doz., net....$9.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning, ₱ doz., $18.00....30%
Morrills No. 1, list $20.00....50%
National, ₱ doz., $24.00....10%
Pelican, ₱ doz., $ 9.00....40@40&10%
Rollis Hardware Co., No. 1, $18.00...50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:
- Octagon, ₱ gro....55
- Corrugated....65
- Knurled....60@70%

Nippers

Acme....50%
Nettleton Mfg. Co.:
- Reversible Cutting....40%

Smith's cutting....50%
Todd's cutting....50%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $5.00	33⅓

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, blank	$4.80
Hexagon, blank	5.10
Square, blank, C. T. & R	5.10
Hexagon, blank, C. T. & R	5.70

Hot Pressed:

Mfrs. U. S. or Nar. Guage Standard	
Square, blank	5.00
Hexagon, blank	5.40
Square, tapped	4.70
Hexagon, tapped	5.10

Oils

Linseed, city, boiled, in barrels
Linseed, city, raw, in barrels..
Out of town on spot.....
Calcutta, raw, in barrels.....
} See "Review of Markets"

Lard, prime city, ₱ gal....72@75c
Lard, Extra, No. 1....47@49c
Lard, No. 2....40@44c

Oilers

Brass and copper....50&10
Tin or steel....55@10&70%
Cushman & Denison's: ₱ Doz
- Gem....$ .50
- Leader.....60
- Perfect oilers....1.50
- Star pocket oilers....75

"Paragon," brass....50&10%
"Paragon," zinc....55&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust....70@70&10%
Zinc and tin....55@55&10%
American Tube & Stamping Co.:
Spring bottom cans....70@70&10%
Railroad oilers, etc....60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':
- Hindostan, large axe..... 8c ₱ lb
- " small " ..... 10c " "
- Queer Creek Axe..... 20c " "

} 40%

OIL STONES—

Pikes':
- Lily White Washita..... 60c ₱ lb
- Rosy Red " ..... 60c " "
- Extra " ..... 50c " "
- No. 1 " ..... 40c " "
- No. 2 " ..... 30c " "
- Lily White " round edge slips..... 90c " "
- No. 1 Washita, round edge slips..... 70c " "
- Washita Pen Knife pieces. 70c " "
- No. 1 Hard Arkansas stone 3 to 5¼ in. long..... $3.20 " "
- No. 1 Hard Arkansas stone 5¼ to 8 in. long..... $3.50 " "
- No. 1 Soft Arkansas stone 3 to 5¼ in. long..... $1.50 " "
- No. 1 Soft Arkansas stone 5¼ to 8 in. long..... $1.70 " "
- Soft Arkansas, round edge slips..... $2.50 " "
- Hard Arkansas, round edge slips..... $4.00 " "
- Hard Arkansas Pocket Knife pieces..... $4.00 " "

} 33⅓

Pikes':
- Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes.... 40%
- India Oilstones, all grades and sizes.... 33⅓%
- Queer Creek Oilstones..... 20c ₱ lb
- Chocolate Oilstones..... 50c " "
- Regular Hindostan..... 8c " "
- Small Hindostan..... 10c " "

} 40%

Pike's Selling Assortments:
- Assortment No. 1....$30.00 net
- " " 2.... 12.00 "
- " " 3.... 15.00 "

Packing, Steam

RUBBER—

Boston Belting Co.:
- Phoenix, net ₱ lb....50c
- Plumbago....50%

Pure Packing, "Excelsior"....50%
Extra....60%

MISCELLANEOUS— ₱ Lb

American Packing	8@10c
Cotton Packing	16@25c
Italian Packing	9½@12c
Jute	4½@5c
Russian Packing	8½@11c

Padlocks

See Locks.

Parers

APPLE—

	₱ doz	$ 4.00
Advance		
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	"	36.00
Little Star	" "	3.25
New Lightning	" "	5.00
Reading, 72	" "	7.00
Reading, 78	" "	8.25
Rocking Table	" "	6.25
Turntable, '96	" "	6.50
White Mountain	" "	5.00

POTATO— ₱ Dos

Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's: ₱ Gro
- Carpenter's....$2.17@$4.75
- Carpenter's, blue or red lead....4.00@7.50
- Office....1.87@7.50
- Lumber....6.87
- Colored lumber....9.00
- Black artists....9.87
- Colored....4.25@7.50
- Assortment boxes....1.51@3.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 28, 1899....70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire....50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.)....35&2½%
Bench, first quality....35@35&10%
Bench, second quality....45@45&10%
C. E. Jennings & Co....30&10%
Molding....30@30&10%

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....35%
Miscellaneous....30&5%

PLANE IRONS—
Buck Bros....30%
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@25%

Pliers and Nippers

Acme Nippers....50&5%
Button....75&10%
Cronk & Carrier Mfg. Co.:
American Button....75&10%
Cronk's....60%
Stub's Pattern....50%
Combination and others....33⅓%
Heller's Farriers' Nippers, Pincers and Tools....40&10@40&10&10%
The Nettleton Mfg. Co. Reversible Cutting Nippers....40%
P. S. & W. Tinners Cutting Nippers...40%
Utica Drop Forge & Tool Co.:
Pliers and Nippers, all kinds....40%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co....33⅓%

Plumbs and Levels

Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's Plumbs and Levels....67½%
Disston's Pocket Levels....67½%
C. E. Jennings & Co.'s Iron....33⅓%
C. E. Jennings & Co.'s Iron, Adjustable....40&7½%
Stanley R. & L. Co....40%
Stanley's Duplex....35%
Woods' Extension....33⅓%

Poachers

See Egg Poachers.

Police Goods

Tower & Lyons....25%

Polish Metal

Prestoline Liquid, new list....40%
Prestoline Paste....40%
George William Hoffman
U. S. Metal Polish Paste, 3 oz boxes,
₩ doz....$ .50
₩ gross....4.50
¼ pound boxes, ₩ dozen....1.25
1 pound boxes, ₩ dozen....2.25
U. S. Liquid, 3 oz cans, ₩ dozen....1.25
₩ gross....12.00
Barkeeper's Friend Metal Polish
₩ dozen....1.75
₩ gross....18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ₩ lb....10c
Black Eagle, liquid, 10 oz. cans, ₩ doz....75c
Black Jack paste, ¼ lb cans, ₩ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₩ gross, $10.00....60%
Joseph Dixon's, ₩ gross, $5.75....10%
Dixon's Plumbago, ₩ lb....8c
Fireside, ₩ gross....2.50
Gem, ₩ gross, $4.50....10%
Japanese, ₩ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₩ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ¼ lb. box, ₩ doz....1.00
Black silk, 5 oz box, ₩ doz....75c
Black silk, ½ pint liquid, ₩ doz....1.00

Poppers, Corn

Square.	₩ Doz	₩ Gro
1 qt.		$ 8.00
1½ qt.		10.00
2 qt.		12.00

Post Hole Diggers

Avery's' Neverbreak" ₩ doz. $24.00....60%
Disston's Samson Digger, ₩ doz. $24....25%
Kohler's:
Little Giant....₩ doz., net $12.00
Hercules...." " 10.00
Invincible...." " 9.00
Pioneer...." " 7.20
Universal...." " 14.00
New Champion...." " 5.00
Rival...." " 8.00
Ryan's....₩ doz., $20.00....25%
₩ Doz
Iwan's:
Split handle....net $7 25
Perfection...." 8.25
Rockford Tack & Nail Co.:
Rockford brand....₩ doz., " 6.50
Atlas pattern...." " " 7.50

Post Hole Augers

Iwan's Patent improved....40&5%
Vaughan's, 4 to 9 in....." " 6.00

Potato Hooks, Etc

Hoe Down Hooks....75&10&3%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ₩ doz., $18.00....25%
Disston's Pruning Hook, ₩ doz., $12.00..25%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....33⅓%
Waters' Tree Pruners....75&10%

Pulleys

Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&40%
Clothes line, Japanned....60
Common Sense....60%
Dumb Waiter....60@60&10%
FompreSaah Pulley....60%
Gxe slea 1, No. 3, 7, 2 in. t₩l doz....50%
Graud Rapids," all steel....50%
Hay Fork, swivel eve., ₩ doz., 4 in., $6.75; 6 in., $8.00....55%
Hay Fork, Hartz, 4¼ in., ₩ doz., $6.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₩ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps

Cistern, best grades....60%
Pitcher Spout, best grades....75&5@75&10%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₩ doz....$ 7.50
Mechanical, net ₩ doz....7.50
F. E. Myer's & Bro., low list:
No. 1, Fig. 823, 3 in. Shallow Well Pump....18.00
No. 8, Fig. 823, 3½ in. Shallow Well Pump....15.00
No. 5, Fig. 807, 3 in. Deep Well Pump....15.00
No. 6¼, Fig. 807, 3½ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 62, Fig. 523, 3 in. Deep Well Pump....17.00
No. 56, Fig. 831, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 833, 3½ in. Shallow Well Pump....17.00
No. 70, Fig. 888, 2½ in. Deep Well Pump....15.00
No. 72, Fig. 883, 3 in. Deep Well Pump....15.00
No. 102, Fig. 446, 3 in. Lift Pump....9.00
No. 103, Fig. 449, 3½ in. Lift Pump..11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3½ in. Lift Pump....8.50
No. 225, Fig. 389, Windmill Pump....12.50
No. 235, Fig. 403, Windmill Pump....16.00
No. 240, Fig. 406, Regulator Pump..28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net....6.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....40%
Niagara Solid....55&10%
Saddlers' or Drive, good....60@65&10%
Snells' Tinners'....40&5%

Rail

Barn Door, Light, Inches...	¼	⅝	¾
₩ 100 feet	$1.40	1.95	2.80

Barn Door, "None Better" No. 1, ₩ ft....3½c
Barn Door, "None Better" No. 2, ₩ ft....4c
B. D. for N. E. Hangers:
Angular, ₩ ft., 6c....70%
Double Flange, ₩ ft., 8c....70%
Cronk's:
₩ Ft
O. N. T. style, No. 13....2½c
Double braced, No. 10....2½c
Lane's:
O. N. T. 1 in., ₩ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ₩ 100 ft....3.50
" " 1¼ " " " " 3.98
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₩ ft....6½c
Sliding Door, Steel, Brass Plated, ₩ ft..5½c
Sliding Door, Wrought brass, 1⅜ in ₩ lb. 25c....25@30%
Victor Track Rail, 7c ₩ ft.....60&10&2½%

Rakes, Etc

Cronk's:
Malleable....70&10%
New Champion....$3-75, 4.00, 4.25 net
Victor....$3.00, 3.25, 3.50 net
Anti-Clog Lawn....$4.00 net
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:
Lawn Queen, 20....$3.15
" " 24....3.25
Jumbo Lawn, 36....5.40
Paragon (wood head)....2.50
Steel Garden, 10th....2.00
" " 12th....2.10
" " 14th....2.25
" " 16th....2.40

Rasps, Horse

Disston's....75%
New Nicholson Horse Rasp....70&10@75%
See also Files.

Razors

Electric....List Net
Borsalc....60%
Fox....40%
J. R. Torrey Razor Co....50%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones

Pike Mfg. Co.:
Belgian German and Swaty, all sizes...50%
Pike's Selling Assortments:
Assortment No. 1....$18.00 net
" No. 2....10.00 net

Registers and Ventilators

HOT AIR—
New list, July 1, 1903:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70%
White Porcelain....60%
Solid Brass and Bronze Metal....40&10%

Revolving Chimney Tops

Iwans' Volcano....55%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ₩ doz....$5.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—
Belt with Burrs....40&2 1-2%
Hose with Burrs....40&2 1-2%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75@75&5%
Miscellaneous....75@75&5%

Rivet Sets

Regular list....70%

Rollers, Stay

Cronk's:

Nos.	50	55	58	60	65
₩ Dozen	.90c	.80c	.75c	.75c	.75c

Rope

Cotton Rope:	₩ Lb
Best ¼ in. and larger	16½@18c
Medium	15½@16½c
¼ in. and larger	——
Common	10½c

Jute Rope:
A grade....8¼ to 8½c
C grade....7¾ to 8 c
Manilla Pure:
7-16 in. and larger....13½c
⅜ in....14c
½ and 5-16....14½c
Sisal, Pure:
7-16 in. and larger....9½c
⅜ in....9¾c
½ and 5-16 in....10½c

Root Cutters

Lane's....25%

Rules

Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons

DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₩ 100 lbs....$2.75
Bronze finished in cases, ₩ 100 lbs.. 3.15
Aluminum finish, in cases, ₩ 100 lbs. 2.95
Full nickel, in cases, ₩ 100 lbs.... 3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse

See Fuse.

Safety Lifts

Burr Mfg. Co., steel....70&10&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth....50&10%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances

Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain

Competition....50&10%
Giant....40%
Pullman bronze....60%
Pullman cop steel....60&10%
Royal metal....30%

Sash Cord & Weight Fastener

Ives....40%

Sash Cord

Cable Laid Italian, ₩ lb....16@18c
Cable Laid Russia, ₩ lb....15c
Common India, ₩ lb....10@10½c
Patent Russia, ₩ lb....14c
Patent India, ₩ lb....12 1-2@13c
Silver Lake:
A Quality, drab, ₩ lb....45c
A Quality, white, ₩ lb....40c
B Quality, drab, ₩ lb....40c
B Quality, white, ₩ lb....35c

Sash Fasteners

Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....65%

Sash Locks

Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....60%
Crescent....40&20%
Iron....66⅔%
Window ventilating....55%
Robinson pat. ventilating sash lock..33⅓%
Wrought bronze and brass....55%
Wrought steel....55%
Parsons Signal....30%
Pullman patent ventilating....25%

Sash Weights

Ton lots at factory (Eastern)..$27.50@28.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co....25@35&7½%
National Specialty Mfg. Co....30%

Saws

Atkins:
Band to 14 in. wide....60%
Band ¾ to 2-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....33⅓%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....30&10&10%
Disston's:
Circular, solid and inserted tooth....30%
Band 2 in. to 16 in. wide....60%
Band ¾ in. to 1¾ in....60%
Cross cuts....45%
Narrow cross cuts....50%
Mulay, mill and drag....50%
Framed wood saws....25%
Wood saw blades....25%
Wood saw rods....25%
Hand saws, Nos. 12, 09, 9, 16, D100, D08, 120, 76, 77, 8....30%
Hand saws, Nos. 7, 107, 107¾, 8, 1, 0, 00, combination....25%
Compass, keyhole, pruning, dovetail, &c....30%
Butcher saws and blades....40%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..20&2½&10%
Peace:
Cross cuts....30%
Hand panel and rip....30%
Richardson:
Circular and mill....30%
X cuts....30%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines..10%
Sterling Saw Machines....10%
Sterling hack and saw blades....25%
Sterling hack saw frames....25%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades..25%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....25&2&10%
Star, saws and blades....15&10%

Saw Filer

Disston's D8 Clamp and Guide, $30.00 ₩ doz....30%

Saw Frames

C. E. Jennings & Co....30%
Richardson's Wood....net
Sterling....25%

Saw Sets

Atkins,
Criterion saw sets, ₩ doz....$6.00
Exclsior saw tools No. 1, ₩ doz....4.80
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₩ doz. net....$7.50
"Royal," ₩ doz. net....4.50
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....30%
Cross cuts, Nos. 3 & 4, $30.63; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₩doz..$4.75
Stillman's, ₩ doz....1.00
Taintor's Positive, $18.00 ₩ doz....60%

Scales

Chatillon's:
Eureka....25%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....50@50&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.50@$2.00
Striped....$2.00@$2.50
Pelouze....30%

Scale Beams

Chatillon's No. 1....25%
Chatillon's No. 2....25%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.)$6.00...45%
Box, 1 handle, ₩ doz....$2.50@$2.25
Box, 2 handle, ₩ doz....$3.50@$3.00
Foot....55&5@60&5%
Ship, Common, ₩ doz., net....$3.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₩ doz....$3.00

Screw Drivers

Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....45@50%
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₩ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10&50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₩ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75&5%
No. 10....75&10&10%
Nos. 20 and 30....60&10&10%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws

WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....82½&10%
Brass, flat head....82½&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50@60&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '90....75&5%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1898....75&10%
Cone Point....70&10%

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BENCH, HAND, ETC—
Bench, iron, ₱ doz.....1 in., $2.50@$2.75
1¼, $2.00@$2.25; 1¾, $5.50@$3.75
Bench, wood, beech.....25@25&5%
Hand, wood.....25@25&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes
₱ Doz
Cronk's.....$8.00
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush.....40%

Scythe Rifles
2-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones
₱ Gro
Pike's Selling Assortments:
Assortment "A".....$4.75 net
" "B".....$3.75 net
No. 1, Indian Pond.....$ 7.00
No. 2, " " 4.50
White Mountain..... 9.00
Black Diamond..... 12.00
Lamoille..... 11.00
Green Mountains..... 6.00 } 40%
Leader Red End..... 4.50
Willoughby Lake..... 9.00
Extra Quinnebog..... 7.00
Pike's Corundum..... 18.00
" Quick Cut Emery.....10.00

rs
Raisin, Enterprise.....25@20%

Shears
Acme (cast).....40@40&5%
Ætna, Steel Japanned.....30&30%
Ætna, Steel Nickeled.....70&30%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....68⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straights.....70&10%
Japanned Bent.....70&10%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....10%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....10%

Shears, Hedge
Wm. Wilkinson & Sons.....50%

Sheep Shears
Wilkinson's:
1900 List.....30&10&5%

Sheaves
SLIDING DOOR—
Corbin's list.....60&10&3%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells
See Ammunition.

Ship Tools
L. & I. J. White.....25%

Shot
See Ammunition.

Shovels and Spades
Association List, Nov. 15, 1902.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Snow Shovels
Long Handles.....$2.75@$3.00
Black D Handles.....$3.25@$3.50

Shutter Bars
Ives'.....65%

Shutter Bolts
See Bolts, Shutter.

Skate Sharpeners
Eureka.....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools
Plumbs.....30%

Slaw and Kraut Cutters
Disston's:
Slaw, vegetable, corn grater, turnip shredder.....35%
Kraut cutters, 24x7, 28x6, 30x9.....35%
Kraut cutters, 24x12, 40x12.....35%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.00@20.00
2 knives, ₱ gro.....$22.50@30.00
Kraut cutters.....40%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers
See Hammers.

Slicers
Vegetable, Enterprise.....25%

Smiths' Bellows
See Bellows.

Snaps, Harness, &c
German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@66⅔%
Covert Mfg Co.: 0%
Covert Breast strap, bkle snaps.....60%
Yankee Breast strap, bkle snaps....60&0%
Breast strap protector.....40%
Double for bike or trace carrier.....60%
Trojan snaps.....60%
High grade snaps.....45
Jockey snaps.....35%
Derby snaps.....30&3%
Rope snaps.....40%
Yankee snaps.....30&3%

Scythe Snaths
National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves
Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓%

Spoons and Forks
SILVER PLATED FLAT WARE—
International Silver Co.:
"1847".....40&10%
"Anchor".....30%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10%
German silver, unplated.....60@60&5%
KNIVES AND FORKS, NO. 1S—
₱ Doz. Net
"1847".....$6.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....2.75

Springs
See Door Springs.

Spring Balances
See Balances.

Spring Hinges
See Hinges.

Squares
Disston's Try sq're & T bevels, new list 67½%
Try square and T bevel.....60&10&5@70%
Winterbottom's Try and Mitre:
Iron Handle.....35%
Wood Handle.....40%
Nickel-pl'ted, new list, Jan. 5, '00.70&7½@75%
Steel and iron.....70&7½@75%

Staples
Barbed blind, ¼, ⅝, & ¾ in., ₱ lb...3@3½c
Poultry Netting.....3½@3½c

FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers
Cronk's, No. 50, net ₱ doz.....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels
Chatillon's "Dicks".....30%
Foster Bros.....30%

Stocks and Dies
BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50@50&10%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%
PIPE MAKERS—
Holroyd & Co.....30@30&10%

Stones
See Oilstones.

Stops
See Bench Stops.

Store Door Handles
See Handles.

Store Ladders
Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts
See Bolts.

Stove Polish
See Polish, Stove.

Sweepers
See Carpet Sweepers.

Tackle Blocks
See Blocks.

Tacks, Finishing Nails, &c
New List, May 1, 1905.
American Carpet Tacks.....90&87½%
American Cut Tacks.....90&87½%
Swedes Cut Tacks.....90&87½%
Swedes Upholsterers'.....90&45%
Gimp Tacks.....90&45%
Lace Tacks.....90&45%
Trimmers' Tacks.....90&87½%
Looking Glass Tacks.....60%
Bill Posters' & Railroad Tacks.....30&45%
Hungarian Nails.....30&20%
Finishing Nails.....70%
Trunk and Clout Nails.....30%

NOTE.—The above prices are for Standard Weights. An extra 5% is given on Medium Weights, and an extra 10&5% is given on light weights.

MISCELLANEOUS—
Double Point, in dozens.....30&6tens

Tack Pullers
Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring
Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chesterman's.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list..... 35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers
See Borers, Tap.

Taps
American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....30%
Pipe, ⅛ to 1¼ in.....30&20%
Pipe, 2 to 3 in.....30&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench
Rollis Hdw. Co., $8.00.....50%

Thumb Latches
See Handles.

Ties, Wall and Veneer
The Metal Stamping Co., Niagara...20&10%

Tinware
Stamped, Japanned and Pieced..net prices

Tire Bolts
See Bolts.

Tobacco Cutters
National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers
See Clippers.

Trace Holders
Fernald's, ₱ doz. pairs.....net $1.25

Trammel Points
C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters
Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps
FLY—
Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50
GAME—
Enterprise Mole.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10@70&10&5%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₱ doz.....$13.25
No. 3, Rat, ₱ doz., $8.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72.. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers
Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics
Brade's Brick.....30%
Disston's:
Brick and Pointing.....25%
Plastering.....20%
"Standard Brand" and Garden.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plast'rng & Moulding..25&5%

Trowels, Garden
Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$4.80
" " Tinned, ₱ gross, net..... 6.00
Wood Hdl., ₱ gross, net..... 4.80
Disston's.....30%
Avery's, net ₱ gro.....$6.00

Vegetable Slicers
Enterprise Mfg. Co.....25%

Vises
Oval slide.....60%
Solid box.....60%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&5&5
Lowell Hand.....33⅓%
Massey:
Perfect.....15%
Clincher.....35%
Wood-working.....15%
Planer.....15%
Comb. Pipe.....15%
Millers' Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snellker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS
Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads
See Ammunition.

Wagon Jacks
Covert's Auto Screw Jacks.....30&3%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters
Otis A. Smith's.....20&10&10%

Water Motors
Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching
Covert Mfg. Co.....40&25

Well Wheels
Japanned, 8 to 14 in.....net

Weed Extractors
"Pastime," ₱ doz., net.....$1.75

Window Cleaners
Barnes Mfg. Co.....40%
Beeley's Pearless.....60%
Beeley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters
Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges
See Guages.

Wire and Wire Goods
Brass wire.....Net List
Bright Wire Goods:
New list June 24, 1903.....90&25%
Cast steel wire.....50%
Copper wire.....10%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60@60&10%
Market Wire, Bright or Annealed:
Nos. 0 to 9.....80%
Nos. 10 to 18.....80&2½%
Nos. 19 to 26.....80&7½%
Nos. 27 to 36.....80&2½%
Galvanized:
Nos. 15 to 26.....75%
Coppered:
Nos. 6 to 14.....75&5%
Nos. 15 to 18.....72½&10%
Tinned:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&7½%
Cast steel.....50%
Picture wire, list of Oct. 2, 1900.....85&10@85&10&10%
Stub's steel wire.....$6.00 to$ 8½

Wire Clothes Lines
See Lines.

Wire Cloth, Netting, &c
Galvanized wire netting.....80&5@80&10%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.15@$1.25

Wire Rope
Bright.....45&2½%
Iron, galvanized.....87½&2½%

Wire Rope Clips
Crosby.....25%

Wire Stretchers
W. C. Heller's grip, ₱ dos.....$1.50

Wrenches
Agricultural.....75&10&10@90%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50&10%
Bemis & Call's:
Briggs pattern.....40%
Improved Pipe, bright.....65%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohu.....&10%
Eagle pie.....&10%
Gem.....&5%
Stillson pipe.....20&10%
Acme.....60@60&10%
Hercules.....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Abrasives
Pike Mfg. Co., Pike, N. H.
Tanite Co., Stroudsburg, Pa.

Adzes
National Cutlery Co., Detroit, Mich.

Agricultural Implements
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O

Aluminum Oil Heaters
Novelty Mfg. Co., Jackson, Mich.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

"Atlantic" Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Automatic Door Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Automatic Knife and Scissors Grinders
Colonial Supply Co., Wellsville, N. Y.

Automatic Sash Holder
Automatic Sash Holder Co., New York.

Automatic Shears and Scissors
Davies Automatic Shear Co., New York.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Axes
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Bank Locks
The Yale & Towne Mfg. Co., New York.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Blind Hinges
Parker Wire Goods Co., Worcester, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York

Box Straps
Cary Mfg. Co., New York

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Brackets, Shelf
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"
Atlantic Stamping Co., Rochester, N. Y.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Brooders
H. M. Sheer Co., Quincy, Ill.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.
The Yale & Towne Mfg. Co., New York

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Butchers' Machinery
Cleveland Butchers' Supply Co., Cleveland, O.

Butchers' Scales
John Chatillon & Sons, New York

Butts, Door
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinet Hardware
The Yale & Towne Mfg. Co., New York.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
Ellis Mfg. Co., Millidale, Conn.
John H. Graham & Co., New York
A. F. Meisselbach & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Stretcher and Tack Hammer Combined
Richard W. Montross, Galien, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Myers & Bro., Ashland, Ohio

Casters
Faultless Caster Co., Nebraska City, Neb

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chain Blocks
The Yale & Towne Mfg. Co., New York.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Chute, Coal, Wood, Vegetable
Chappell Furnace Co., Morenci, Mich.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers
Coates Clipper Mfg. Co., Worcester Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coaster Wagons
Wabash Mfg. Co., Wabash, Ind.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York
Parker Wire Goods Co., Worcester, Mass.

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Combination Squares
A. W. Hight, Toledo, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown,

Cooking Utensils (Never Break)

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Knives
Wilkinson Shear & Cutlery Co., Reading, Pa.

Corn Shellers
A. H. Patch, Clarksville, Tenn.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Countersinks
C. E. Jennings & Co., New York

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Creamery Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cutlery
Davies Automatic Shear Co., New York

Cutlery Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamsen & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers
Taylor & Boggis Foundry Co., Cleve., O.

Diamond Tools
The Tanite Co., Stroudsburg, Pa.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Check and Spring (Blount)
The Yale & Towne Mfg. Co., New York.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.

Door Pulls
Parker Wire Goods Co., Worcester, Mass.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Keuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.

Drawing Knives
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Drills, Brick and Stone
Star Expansion Bolt Co., New York.

Drop Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

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Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevators
Eaton & Prince Co., Chigcao, Ill.
Kimball Bros. Co., Council Bluffs, Iowa.

Emery
The Tanite Co., Stroudsburg, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Glue
The Tanite Co., Stroudsburg, Pa.

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.

Enameled Wiring Rings
Star Expansion Bolt Co., New York.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Expansion Bolts
Star Expansion Bolt Co., New York.

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co. Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.

Faucets, Metal
John H. Graham & Co., New York

Fences, Wire and Iron
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Ohio Structural Iron Co., Sandusky, O.
Van Dorn Iron Works Co., Cleveland, O.

Files
G. & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence. R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Escapes
Ohio Structural Iron Co., Sandusky, O.

Fishing Reels
A. F. Meisselbach & Bro., Newark, N. J.

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Phila., Pa.

Foot Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forging Drops
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y.

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Schooley Novelty Co., Homestead, Pa.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
C. E. Jennings & Co., New York.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grasss Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grinding Machines
The Tanite Co., Stroudsburg, Pa.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn.

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saw Frames
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Cheney Hammer Co., Little Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand and Foot Power Grinders
Royal Mfg. Co., Lancaster, Pa.

Handles, Tool
Berger Bros. Co., Philadelphia

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Franklin Specialty Co., Reading, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Parker Wire Goods Co., Worcester, Mass.
Taylor & Boggis Foundry Co., Cleveland, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.

Hay Racks
Ohio Structural Iron Co., Sandusky, O.

Hedge Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co. Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hitching Posts
Ohio Structural Iron Co., Sandusky, O.

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn
Standard Horse Nail Co., New Brighton, Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Horse Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City N. J.

Hot Pan Lifters
E. L. Watrous Mfg. Co., Des Moines, Ia.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
John H. Graham & Co., New York
North Bros. Mfg. Co., Philadelphia

Ice Creepers
Norlund & Co., Williamsport, Pa.

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.

Importers
S. Guiterman & Co., Ltd, London and New York.

Inclinometers
Russell-Kimball Mfg. Co., Dunkirk, N. Y.

Incubators
H. M. Sheer Co., Quincy, Ill.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Kerosene Furnaces
Barnes Tool Co., New Haven, Conn.
Barthel Blow Lamp Co., Boston, Mass.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.

Ladders (Rolling)
Bicycle Step Ladder Co., Chicago,

Lamps, Bicycle
John H. Graham & Co., New York

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Landing Nets, Ring, Staff
A. F. Meisselbach & Bro., Newark, N. J.

Lawn Fences
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Reading Hardware Co., Reading, Pa.
Worcester Lawn Mower Co., Worcester, Mass.

Lawn Seats
Ohio Structural Iron Co., Sandusky, O.

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Russell-Kimball Mfg. Co., Dunkirk, N. Y.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels, Semi-Circular
Russell-Kimball Mfg. Co., Dunkirk, N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks
Yale & Towne Mfg. Co., New York.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Rochester, N. Y.

Machinists' Supplies
Diamond Saw & Stamping Works, Buffalo, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mallets
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa. Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Shingles
Montross Metal Shingle Co., Camden, N. J.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Mills, Coffee and Spice
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mops
Bay State Mop Co., Woburn, Mass.

Mop Press
Goddard Mop Press Co., Akron, Ohio.

Mop Wringers
Lee Chair Co., Oneida, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
Nettleton Mfg. Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.
Wilkinson Mfg. Co., New York.

Oil Cans
Atlantic Stamping Co., Rochester, N. Y.
A. F. Meisselbach & Bro., Newark, N. J.

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Veorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
The Yale & Towne Mfg. Co., New York.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.

Paint Specialties
Eugene E. Nice, Philadelphia, Pa.

Paper Clips
Cushman & Denison, New York

Paper Fasteners
Schooley Novelty Co., Homestead, Pa.

Patents
Davis & Davis, New York
O. J. Haegler, Philadelphia, Pa.

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

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Alfred Field & Co., New York

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Schwerdtle Stamp Co., Bridgeport, Conn

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Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

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Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Plate Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishing Pastes
The Tanite Co., Stroudsburg, Pa.

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York

Post Office Lock Boxes
The Yale & Towne Mfg. Co., New York.

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Poultry Specialties
Keyes-Davis Co., Ltd., Battle Creek, Mich.

Poultry Supplies
H. M. Sheer Co., Quincy, Ill.

Power Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

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Frank B. Sloan & Co., Baltimore, Md.

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Frank B. Sloan & Co., Baltimore, Md.

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F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston

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Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

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Cronk & Carrier Mfg. Co., Elmira, N. Y.
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Railroad Brasses
Magnolia Metal Co., New York

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

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American Fork & Hoe Co., Cleveland, O.
John H. Graham & Co., New York

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Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
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Pike Mfg. Co., Pike, N. H.

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Real Estate
David P. Taff, Topeka, Kans.

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Udell Works, Indianapolis, Ind.

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Berger Bros. Co. Philadelphia

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The Nettleton Mfg. Co., Middletown, Conn.

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Harrington & Richardson Arms Co., Worcester, Mass.

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Hamilton Rifle Co., Plymouth, Mich.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivet Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

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Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates
M. C. Henley, Richmond, Ind.

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Columbus Bolt Works, Columbus, O.

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Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
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Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

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Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co.: Jersey City, N. J.

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Stanley Rule & Level Co., New York

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Keuffel & Esser, New York, N. Y.
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Enterprise Mfg. Co. of Pa., Phila.

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Enterprise Mfg. Co. of Pa., Phila., Pa.

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Norlund & Co., Williamsport, Pa.

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

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Sash Hangers
E. L. Watrous Mfg. Co., Des Moines, Ia.

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Sash Locks
Champion Safety Lock Co., Geneva, O.
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Diamond Saw & Stamping Works, Buffalo, N. Y.
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Ajax Mfg. Co., Pittsburgh, Pa.

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Pelouze Scale & Mfg. Co., Chicago.

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Davies Automatic Shear Co., New York.

Screen Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

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A. J. Phillips Co., Fenton, Mich.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

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Davies Automatic Shear Co., New York

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Robert Murray, New York

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John H. Graham & Co., New York
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North Bros. Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Eyes, Screw Hooks
Parker Wire Goods Co., Worcester, Mass.

Screw Thread Rolling Machines
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.

Screw Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Screw Wrenches
Bemis & Call Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
American Fork & Hoe Co., Cleveland, O

Scythe Stones
Pike Mfg. Co., Pike, N. H.

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Seed Sowers
Cyclone Seeder Co., Urbana, Ind.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears and Scissors
Alfred Field & Co., New York
B. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Sheep Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington & Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels
A. J. Phillips Co., Fenton, Mich.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Chisels
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

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Sink Brushes
Parker Wire Goods Co., Worcester, Mass.

Skewers
John Chatillon & Sons, New York

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York

Snow Shovels ("Alaska")
Avery Stamping Co., Cleveland, Ohio.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Special Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Springset Shears and Scissors
Davies Automatic Shear Co., New York,

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
Henry Disston & Sons, Inc., Phila., Pa.
L. S. Starrett Co., Athol, Mass.

Squares (Universal)
The Duby & Shinn Mfg. Co., Long Branch, N. J.

Stable Fixtures
Ohio Structural Iron Co., Sandusky, O.

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Steam Cookers and Bakers
Toledo Cooker Co., Toledo, O.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

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Bristol Co., Waterbury, Conn.

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E. L. Watrous Mfg. Co., Des Moines, Ia.

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Horton Mfg. Co., Bristol, Conn.

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Bommer Bros., Brooklyn, N. Y.

Steel, Hoop and Band
Harold McCalla, Philadelphia, Pa.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Step Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill.

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York

Strapping Belts
Ames Sword Co., Chicopee, Mass.

Stretchers, Carpet
Richard W. Montross, Galien, Mich.

Strops, Razor
Alfred Field & Co., New York

Tables, Folding
Udell Works, Indianapolis, Ind.

Tack Pullers
Ellis Mfg. Co., Milldale, Conn.
John H. Graham & Co., New York

Tackle Blocks
Boston & Lockport Block Co., Boston, Mass.

Tailors' Shears
R. Heinisch's Sons Co., Newark, N. J.

Ten Cent Specialties
Franklin Specialty Co., Reading, Pa.

Terne Plates
American Sheet & Tin Plate Co., Pittsburgh, Pa.

Tin Ware
Atlantic Stamping Co', Rochester, N. Y.

Tinners' and Roofers' Supplies
Berger Bros. Co., Philadelphia

Tinners' Snips
R. Heinisch's Sons Co., Newark, N. J.

Toggle Bolts
Star Expansion Bolt Co., New York.

Toilet Ware
Atlantic Stamping Co., Rochester, N. Y

Tool Chests and Cabinets
Am. Tool Chest Co., New York, N. Y.
C. E. Jennings & Co., New York

Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.
L. & I. J. White Co., Buffalo, N. Y.

Torches
Turner Brass Works, Chicago, Ill.

Toys, Iron
Arcade Mfg. Co., Freeport, Ills.

Tool Sharpeners
Royal Mfg. Co., Lancaster, Pa.

Transom Chains
Smith & Egge Mfg. Co., Bridgeport, Conn

Traps, Rat and Mouse
Smith & Egge Mfg. Co., Bridgeport, Conn

Trouser and Skirt Hanger
Caldwell Mfg. Co., Rochester, N. Y.

Trowels
Henry Disston & Sons, Philadelphia
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Trucks, Store
John Chatillon & Sons, New York
John H. Graham & Co., New York

Trunk and Suit Case Locks
The Yale & Towne Mfg. Co., New York.

Tube Expanders
Ajax Mfg. Co., Pittsburgh, Pa

Tubes, Seamless Drawn
American Tube & Stamping Co., Bridgeport, Conn.

Tubing
American Tube & Stamping Co., Bridgeport, Conn.

Turnbuckles
Columbus Bolt Works, Columbus, O.

Turpentine
Chas. E. Sholes Co., New York.

Twist Drills
C. E. Jennings & Co., New York

Valves, Pump
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio

Varnishes
Adams & Elting Co., Chicago, Ills.
E. E. Nice, Philadelphia, Pa.

Ventilating Sash Locks
Champion Safety Lock Co., Geneva, O.

Ventilators
Berger Bros. Co., Philadelphia

Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
John H. Graham & Co., New York
Walworth Mfg. Co., Boston, Mass.

Wagon Jacks
Covert Mfg. Co., Troy, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.

Washers, Iron and Steel
Columbus Bolt Works, Columbus, O.

Washing Machines
Blackstone Mfg. Co., Jamestown, N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
White Lily Washer Co., Davenport, Ia.

Wash Boilers
Atlantic Stamping Co., Rochester, N. Y.

Wash Tubs
Atlantic Stamping Co., Rochester, N. Y.

Water Filters
Fulper Pottery Co., Flemington, N. J.

Water Motors
The A. Rosenberg Co., Baltimore, Md.

Well Augers
Iwan Bros., Streator, Ill.

Wheelbarrows
American Fork & Hoe Co., Cleveland, O
Bryan Mfg. Co., Bryan, Ohio

Whetstones
The Tanite Co., Stroudsburg, Pa.

Window Guards
Ohio Structural Iron Co., Sandusky, O.

Window Screens and Doors
John H. Graham & Co., New York
A. J. Phillips Co., Fenton, Mich.

Window Stop Adjusters
H. B. Ives Co., New Haven, Conn.

Wire, Coiled Spring
John Chatillon & Sons, New York

Wire Cloth
Buffalo Wire Works Co., Buffalo, N. Y.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire Gates, Fences and Fencing
Enterprise Foundry & Fence Co., Indianapolis, Ind.

Wire Goods
Buffalo Wire Works Co., Buffalo, N. Y.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco
Parker Wire Goods Co., Worcester, Mass.

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New Jersey Wire Cloth Co., Trenton and New York

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Berger Bros. Co., Philadelphia
Fuller Bros., New York
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire, Music
Alfred Field & Co., New York

Wire Nails
Fuller Bros. & Co., New York

Wire Springs
John Chatillon & Sons, New York

Wire Straighteners
Chandler & Farquhar, Boston

Wire Stretcher Gates
C. F. Smith Co., DeKalb, Ill.

Wood Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.

Wood Fillers
E. E. Nice, Philadelphia, Pa.

Wood Hardware Specialties.
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New Britain Conn.

Woven Wire Fences and Gates
Cyclone Woven Wire Fence Co., Holly, Mich.

Woven Wire Stretchers
C. F. Smith Co., DeKalb, Ill.

Wrenches
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Wrought Butts
Bommer Bros., Brooklyn, New York
McKinney Mfg. Co., Allegheny

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ALPHABETICAL INDEX TO ADVERTISERS

A

Adams & Elting Co., The 17
Ajax Mfg. Co 6, 7
Alaska Freezer Co. 53
Alaska Refrigerator Co. The 65
American Beauty Gas Stove Works 55
American Bolt & Screw Case Co. 12
American Fork & Hoe Co. 6, 7
American Shearer Mfg. Co. 82
American Sheet and Tin Plate Co. 69
American Tool Chest Co. 14
American Tube & Stamping Co. 18
Ames Sword Co. 81
Arcade Mfg. Co. 17
Armstrong Mfg. Co. 11
Atlantic Stamping Co. 49
Automatic Sash Holder Co. ..... *
Avery Stamping Co 58

B

Baeder, Adamson & Co. 10
Barnes Tool Co. 52
Barnett (G. & H.) Co. 82
Barrett, W. L. 51
Barthel Blow Lamp Co., The 52
Bay State Mop Co. 4
Bemis & Call Hardware & Tool Co. 81
Berger Bros. Co. 81
Bicycle Step Ladder Co. 49
Blackstone Mfg. Co. 4
Bommer Bros. 82
Boston & Lockport Block Co. 4
Brammer (H. F.) Mfg. Co. 47
Bristol Co., (The) 1
Bryan Mfg. Co. 16
Buffalo Wire Works Co. 52

C

Caldwell Mfg. Co. ..... *
Capewell Horse Nail Co. 82
Cary Mfg. Co. 70
Champion Safety Lock Co. 1
Carver File Co. 82
Chatillon (John) & Sons 5
Cheney Hammer Co., Henry ..... *
Clark, Horrocks Co ..... *
Cleveland Butcher Supply Co. 58
Coates Clipper Co. ..... *
Coes Wrench Co 13
Coldwell Lawn Mower Co. 11
Colonial Supply Co. 9
Columbus Bolt Works 82
Comey (R. H.) Co. 66
Covert Mfg. Co. 1
Cronk & Carrier Mfg. Co. 15
Cushman & Denison Mfg. Co. 51
Cyclone Seeder Co. 52
Cyclone Woven Wire Fence Co. 9

* Appear every other issue.

D

Davies Automatic Shear Co. 16
Davis & Davis 14
Diamond Saw & Stamping W'ks 61, 82
Disston (Henry) & Sons, Inc. 17
Dixon (Jos.) Crucible Co. 10
Duby & Shinn Mfg. Co 58

E

Eaton & Prince Co. 70
Ellis (F. E.) & Son. 81
Enterprise Fdy. & Fence Co. 81
Enterprise Mfg. Co., of Ohio 4
Enterprise Mfg. Co. of Pa 9
Erie Specialty Co. 2
Eureka Chair Seat Co 3

F

Faultless Caster Co. 44
Field (Alfred) & Co. 4, 10
Forsyth Mfg. Co. 63
Foster Bros. 5
Fraim, (E. T.) Lock Co. 60
Franklin Specialty Co., The 66
Fuller Bros. & Co 2
Fulper Pottery Co. 3

G

Galusha Stove Co. 55
Gem Cutlery Co. ..... *
Georgetown Chemical Works 47
Gillette Sales Co 45
Goddard Mop Press Co. 66
Goodell Mfg. Co. 42
Graham (John H.) & Co. 15
Guiterman S. & Co., Ltd. ..... *

H

Haegler, O. J. 49
Hamilton Rifle Co. 44
Hapgoods 52
Hardwaremen's Exchange 52
Harrington & Richardson Arms Co. 51
Heinisch's (R.) Sons Co. 1
Henley, M. C. 11
Hercules Specialty Co. 70
Hight Mfg. Co., (The) 51
Hoffmann, Geo. W. 82
Holt-Lyon Co ..... *
Horton Mfg. Co. The 69

I

Illinois Pure Aluminum Co. 60
Iowa Farming Tool Co 6, 7
Ives (H. B.) Co. 1

J

Jennings (C. E.) & Co. 1
Josef Mfg. Co. (E. E.) 4

K

Kampfe Bros. ..... *
Kelsey Heating Co. 55
Keuffel & Esser Co. 3
Keyes-Davis Co., Ltd. (The) 49
Kimball Bros. Co. 4
Kitchen Specialty Mfg. Co. 52

L

Lane Brothers Co. 2
Luther Bros. Co. 60

M

Magnolia Metal Co. 1
Manhattan Screw & Stamping Works 58
McCalla, Harold. 4
McKinney Mfg. Co. 81
Meisselbach (A. F.) & Bro. 81
Miller (Frank) Co. 10
Montross Metal Shingle Co., ... 49
Montross, Richard W. 66
Munn & Co. 66
Murray, Robert 4
Myers & Bro., F. E. 2, 14

N

National Cutlery Co. 70
Nettleton Mfg. Co. 18
New Jersey Wire Cloth Co. 12
Nice, Eugene E. 82
Nicholson File Co. 39
Nickel Plate Stove Polish Co. 81
Niles Mfg Co. 2
Norlund & Co. 2
North Bros. Mfg. Co. 10
Norvell Shapleigh Hardware Co. 43

O

Ohio Structural Iron Co. 14
Oneida Community 1

P

Parker Wire Goods Co. 1
Pelouze Scale & Mfg. Co. 47
Philadelphia Lawn Mower Co., The 2
Pike Mfg. Co, ... 1
Piqua Bracket Co. 3
Prentiss Clock Improvement Co. 11
Pritchard-Strong Co. (The) 1
Prometheus Electric Co. The 53

R

Reading Hardware Co. 14
Richmond Cedar Works 65
Rochester Lunch Box Mfg. Co. 16
Rodgers (Joseph) & Sons 4
Root Bros. Co. 60
Rosenberg Motor & Mfg. Co. (The A.) 1
Royal Mfg. Co 55
Ruge (Herman), & Sons 52
Russell & Erwin Mfg. Co. 67, 8
Russell-Kimball Mfg. Co., ... *

S

Schooley Novelty Co. 52
Schwerdtle Stamp Co. 2, 9, 51
Sheer, H. M. 14
Sholes (The Charles E. Co. 47
Sloan (Frank B.) & Co. 1
Smith (C. F.) Co. 11
Smith & Egge Mfg. Co. 18
Snowflake Axle Grease Co. ..... *
Sprague Correspondence School of Law, The 10
Standard Horse Nail Co. 82
Stanley Rule & Level Co. 39
Star Expansion Bolt Co. 1
Starrett (L. S.) Co. 18, 64
Stevens (J) Arms & Tool Co. 1
Stowell Mfg. Co. 4, 11, 58
Supplee Hardware Co. 59

T

Taff (David P.) 51
Tanite Co. (The) 66
Taylor & Boggis Foundry Co. 12
The Specialty Mfg. Co. 66
Toledo Cooker Co. 53
Townsend, C. C. & E. P. 1
Turner Brass Works, The 52

U

Udell Works 12

V

Van Dorn Iron Works 81
Voorhees Rubber Mfg. Co. 8

W

Wabash Mfg Co. 8
Walworth Mfg. Co. 1, 57
Ward Fence Co. The 50
Waterbury Farrell Foundry Machine Co. 82
Watrous (E. L.) Mfg. Co 9, 52
White (L. & I. J.) Co. 8
White Lily Washer Co. 11
White Mountain Freezer Co. The.. 62
Wilkerson Shear & Cutlery Co. The 58
Wilkinson (A. J.) & Co., ... 1
Wilkinson Mfg. Co. ..... *
Winchester Repeating Arms Co. 62
Withington & Cooley Mfg. Co. 6, 7
Worcester Lawn Mower Co. 81

Y

Yale & Towne Mfg. Co. The 37

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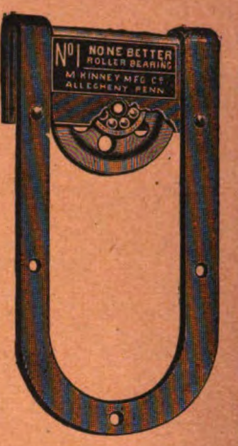
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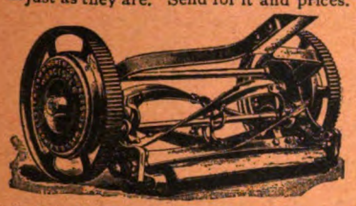
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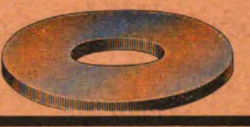
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VOL. XXXIV
NO. 8

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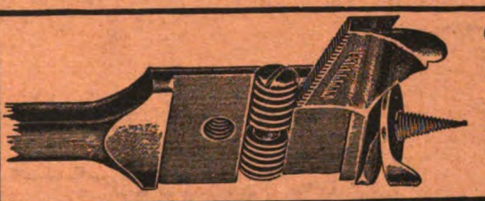
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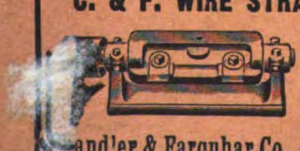


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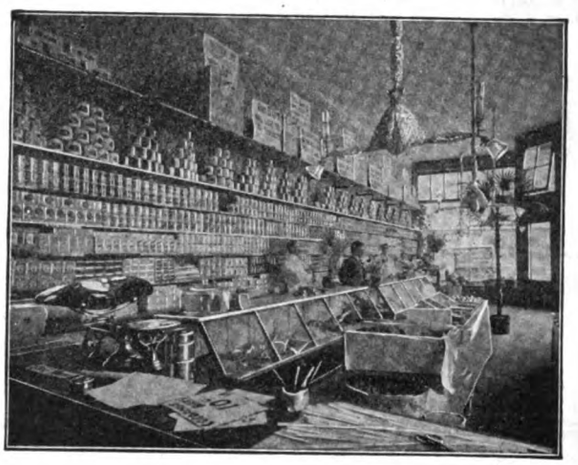
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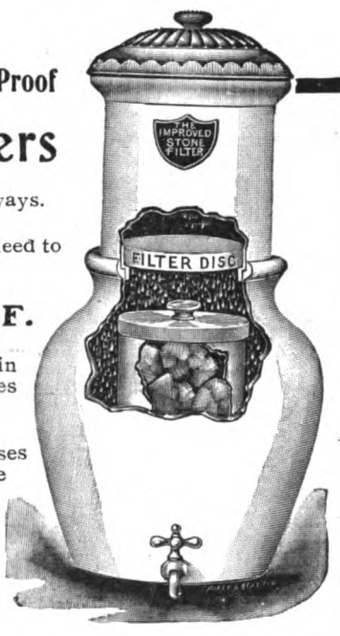
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Of the excellent grinding qualities and durability of our complete line of
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Grinders and Tool Sharpeners
is the fact that we sell so many.
Then, too, we guarantee every grinder.
Four sizes--for all kinds and conditions of men: The mechanic--the farmer--the butcher--and the housewife, they are indispensable.
Don't Stock Up for 1907 till you have seen our prices!
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When Henry Disston was asked the question:
"What do you put in your saws?"
He replied:
"Good steel and honest work."
UPON THIS FOUNDATION IS BUILT
DISSTON QUALITY
"If you want a saw it is best to get one with a name on it that has a reputation. A man who has made a reputation for his goods knows its value as well as its cost and will maintain it."
HENRY DISSTON & SONS., Inc.
Established 1840.
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FOR YOU TRUE TEMPER ADVERTISING WILL—

—sell *more* farm and garden hand tools,
—sell *better* and *more kinds* of tools,
—hold old customers,
—make new customers,
—make sales easier,
—advertise your store,
—help your whole business,
—lessen catalog house competition,
—increase your profits,
—*give you the direct results from thousands of dollars worth of advertising,*

Provided That

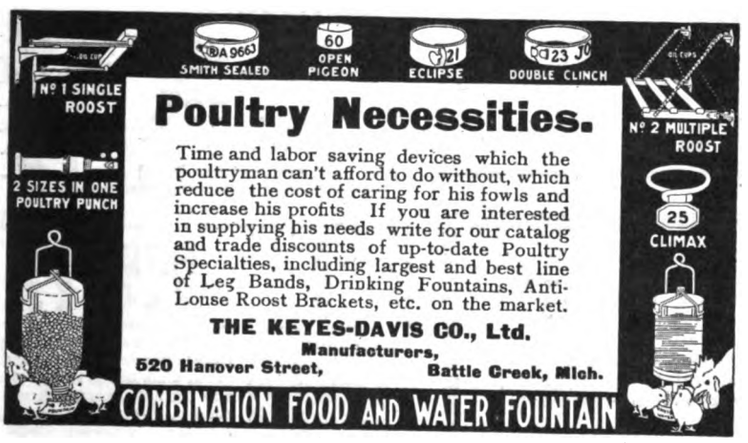
—you are prepared to supply calls for True Temper tools, and that,
—you tell and keep telling people of your community to come to *your store* for True Temper tools.

OUR FREE SALES AIDS WILL HELP YOU.

1. Free electros of advertisements for your local papers.
2. "De-lighted Farmer" poster to draw trade into your store.
3. "Selling Pointers," a book that will help your clerks to make more sales.
4. A plan for you to present your customers with a valuable book, "Tools and Their Uses."

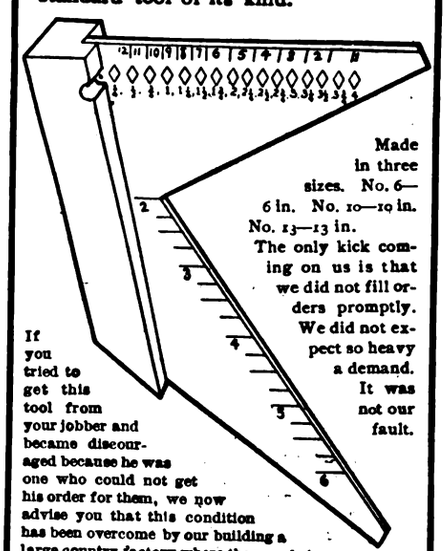
Write to-day for these SALES AIDS and learn how to handle True Temper Tools without changing your present line.

AMERICAN FORK & HOE CO., CLEVELAND, OHIO.



The NEW Universal Square

Is proving itself sure to become the standard tool of its kind.



Made in three sizes. No. 6—6 in. No. 10—10 in. No. 13—13 in. The only kick coming on us is that we did not fill orders promptly. We did not expect so heavy a demand. It was not our fault.

If you tried to get this tool from your jobber and became discouraged because he was one who could not get his order for them, we now advise you that this condition has been overcome by our building a large country factory where they are being made by the thousands, and every order whether sample or stock, is shipped promptly. So, Try, Try, again.

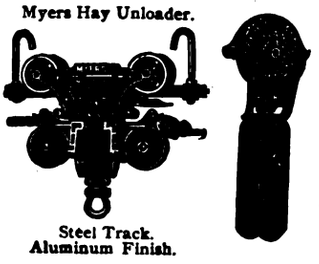
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BEST PUMP ON EARTH.



GLASS VALVE SEAT PUMPS
HAY UNLOADING TOOLS
and BARN DOOR HANGERS
HAY RACK CLAMPS

Myers Hay Unloader.



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O. K. Stay-on Door Hanger.



Flexible.

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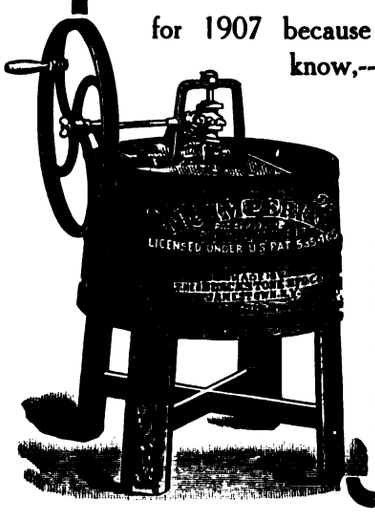
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Carving Knives and Forks, Table Cutlery, Scissors,

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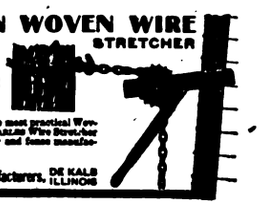
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are most artistic timepieces, ornamental as well as useful. They come in two sizes—10 inches with raised brass figures and 6 inches with painted figures, and with one day, one day with alarm and eight day movements.

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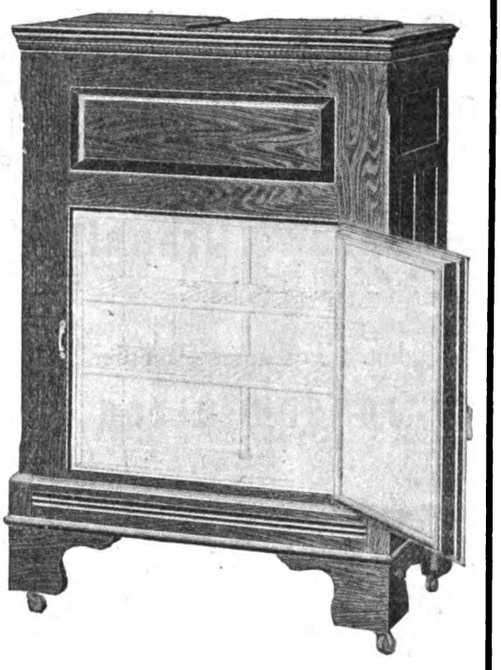
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Money savers—because the Alaska will keep provisions longer and use less ice than any other refrigerator.

Alaska Refrigerators are constructed in the most painstaking manner possible with a perfect circulation system of warm and cold air flues. The insulation of pebbled charcoal—with special sectional wall structure (in small compartments) insures the maximum of cold with minimum consumption of ice.

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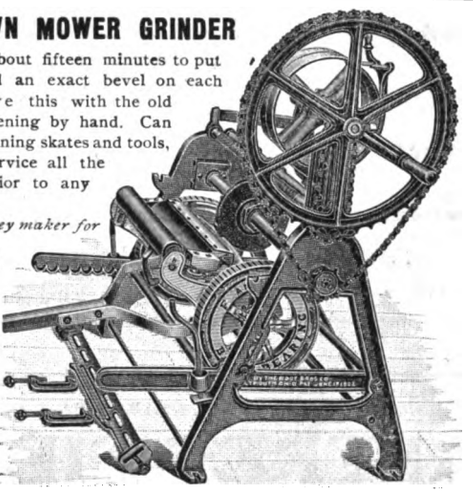
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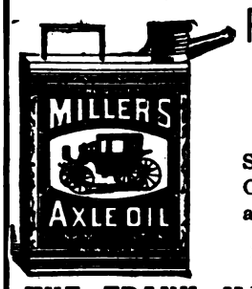
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The Ratchet Attachment for Armstrong Die Stocks enables the fitter to thread pipe in a ditch, in a corner or when it runs near a ceiling or wall. A light, compact, strong and serviceable tool. Fits all genuine Armstrong Stocks. Costs but little.

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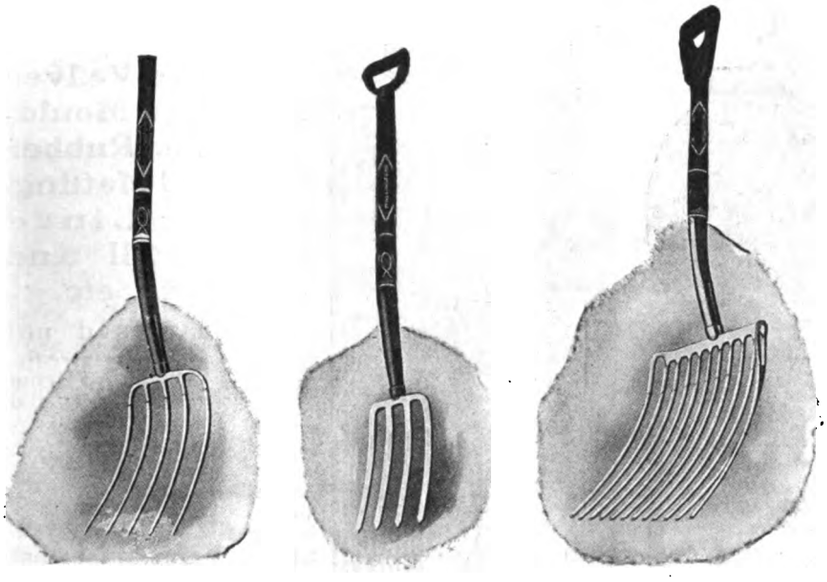
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Toledo, O. Davenport, Ia.



Japanned Steel Door Buttons
Patent Applied For.

Half the weight of the cast, much stronger and will not break. No higher in price and twice as good. Made in all sizes from 1⅛ to 2¼ inches.
Insist on having them. Carried by all leading jobbers. Write us for samples and name of nearest jobber.
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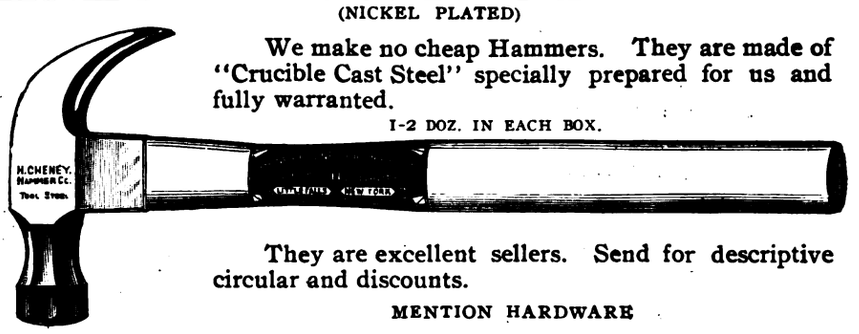
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They are excellent sellers. Send for descriptive circular and discounts.

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Have an enduring reputation for stubborn endurance in roughest usage.

The **HENRY CHENEY HAMMER CO., Little Falls, N.Y., U.S.A.**

S.&S. KNIVES

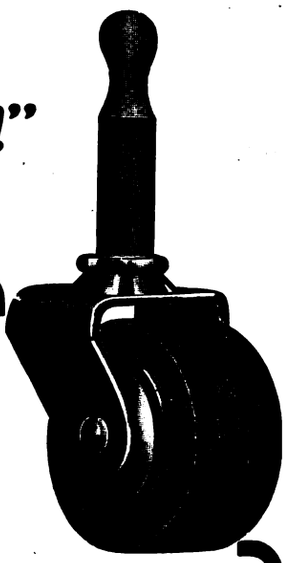
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THEY HOLD AN EDGE —·— NO HARD OR SOFT SPOTS

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The "Faultless!" Why?



Because it is "the CASTER that never refuses to turn."

That's pretty near perfection, isn't it? Especially when we remember what we get with the ordinary kind.

It's all owing to our little patent pivot bearing socket. By the way, that same little socket won us the **Highest Award** at the World's Fair in St. Louis, in 1904.

Then notice the **Leather Wheels**, they give ease and steadiness in rolling and turning.

We make them with interchangeable sockets so they can be used on any kind of furniture.

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THE FAULTLESS CASTER MFG. CO.
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Our Catalog on Superior Grades of **Rubber Belting, Packing and Hose, Rubber Valves and other Moulded Goods, Rubber Mats and Matting. Rubber Lined Cotton Mill and Fire Hose, etc.**

You could not handle a more profitable line for 1907.

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Let us put you next to our price list for 1907.

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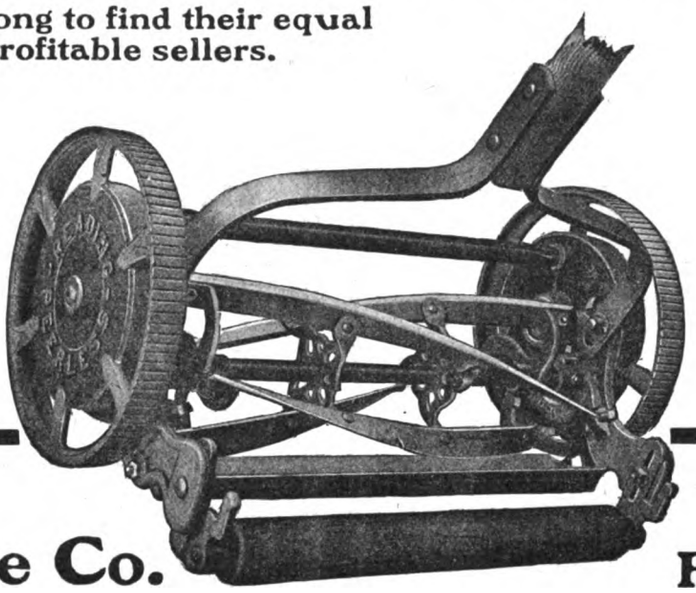
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Fourteen Styles---All Guaranteed

You'll search long to find their equal anywhere as profitable sellers.

Each style and size has ball bearings and parallel bearings.

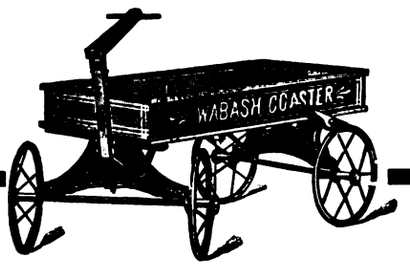


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ALL THE YEAR

THE WABASH COASTER WAGON

sells readily at a good margin of profit. Guaranteed to give satisfactory service.

THE WABASH COASTER WAGON is a substantial, general purpose wagon, 34 inches long, 16 inches wide; large, roomy box of hard wood, removable. Well balanced to prevent tipping. Turns easily on narrow walk. All wheels (our exclusive Wabash patent) are 11 inches in diameter—of wide tread, on steel axles, no bumping or pounding. A nobby, solid wagon in which any youngster will have pride and pleasure.

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WABASH COASTER WAGONS will be in demand; they're advertised

The people know about them

Order now through your jobber or direct from us; we have nine shipping stations as follows:

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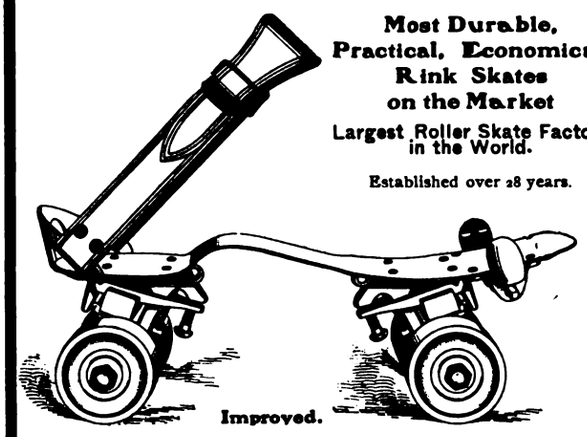
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Improved.

Most Durable, Practical, Economical Rink Skates on the Market

Largest Roller Skate Factory in the World.

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"The Easiest and Lightest Running Skate on Earth." Used in All Principal Rinks.

Spring Steel Foot Plates. Rubber Cushions between trucks and foot plate. Trucks instantly removed or replaced. Finest construction—one of the most desirable features being the light weight of these Ball Bearing Skates. Full nickeled or bronze finish.

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Inverted Gas Lamp

Is the latest and most brilliant gas light---as brilliant in effect as electric light at one-tenth the cost!

For both natural and artifical gas, high or low pressure.

Best for homes, stores, schools, public buildings, factories.

Sells at sight. We furnish you with attractive display card. Special prices to the trade.

Manhattan Screw & Stpg. Wks.

7th Ave., and West 11th St.,

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That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

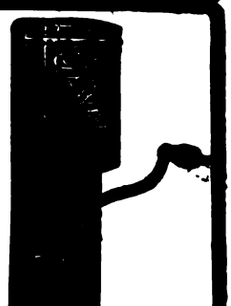
We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

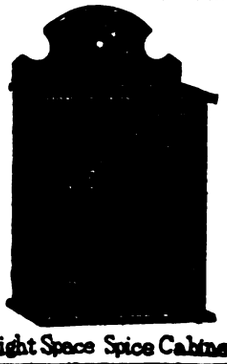
You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE RIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

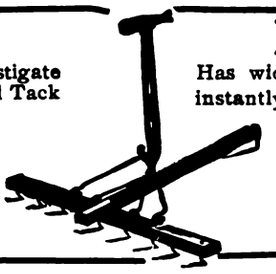
HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

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COSTLY MISTAKES

Are made by Hardware Dealers who do not investigate the merits of the "Excelsior Carpet Stretcher and Tack Hammer Combined."

Light, Strong, Easily Operated, Folding Compactly, the "Excelsior" is without a peer as a Time, Temper and Money saver.



Has wider stretch than any other. Stretcher locked instantly in any position and instantly released. No "backing up" Tooth Bar.

Made by RICHARD W. MONTROSS, GALIEN, MICHIGAN

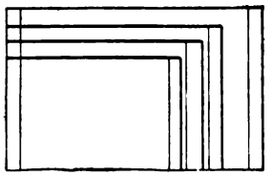
Not Sold to Catalog Houses, but thro Jobbers. Always specify

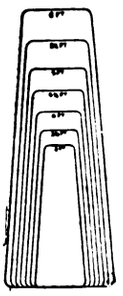
Excelsior Carpet Stretcher and Tack Hammer Combined

PROFITABLE WOODEN WARE

Our line for 1907 is most complete.







Write us for Catalogue and Prices and we will get your order.

HERCULES SPECIALTY COMPANY, Erie, Pa.

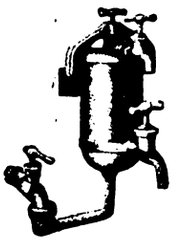


C-2

Spring Is Coming

and with it muddy water making a demand for good drinking water filters. The "LYNN" quality is sure to please. They are never dead stock after once handled. A dozen styles and forty sizes to select from.

Write to-day for prices.



Style C

The Lynn Filter Mfg. Co.
Cincinnati, Ohio.



Shall We Confine Our Sales To You?

If you wish to have the exclusive sale for the Royal Blue Washer in your town, write us at once.

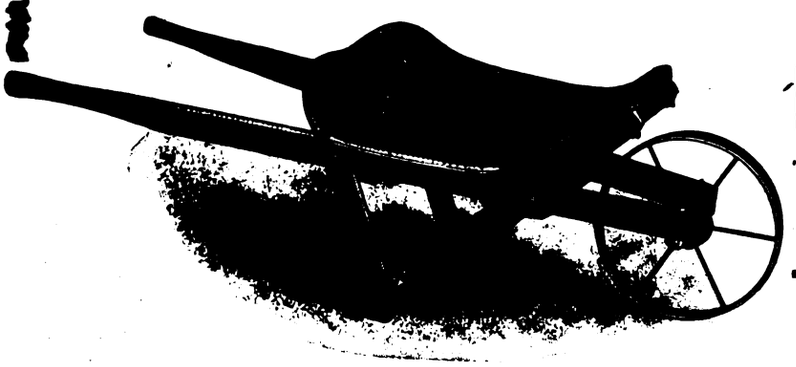
We sell this first class washer to only one dealer in a town. Do you want the *sole* agency or shall your competitor reap the benefit of it?

We are going to help every local agency sell machines.

Write us today about the agency for your town. A postal will do. Address

H. F. BRAMMER MFG. CO.,
1466 W. 2nd ST., DAVENPORT, IOWA.

NO. 4--GOOD MADE



If It's

Malleable Shed

Try It, for There's Nothing to Equal It. You Know It.

THE BRYAN MFG. CO.
BRYAN, OHIO

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . . .



Sash Chains

"Giant," "Red Metal"

Cable and Jack

Chains . .



Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*. :-: :-: :-:

No. 40.

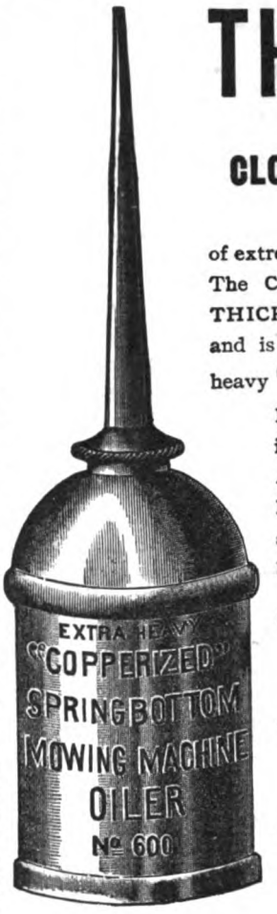
New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.

CENTER PUNCH

No. 18-A



AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.

Athol, Mass., U. S. A.



ONE-HALF THE COST

and more—is saved by any mechanic buying the Nettleton Reversible Nipper.

Each "Nettleton" is equal to two nippers of any other make, for

THE NETTLETON REVERSIBLE NIPPER

has *two* fine cutting edges on *each* blade. Better still: The Nettleton is adjustable—reversible—interchangeable.

Costs you half the effort to sell it.

Talk Nettleton to the Nipper user in your town and watch them sell!

THE NETTLETON MFG. CO.

Office and Salesroom: 157 CHAMBERS ST., NEW YORK.
Factory: MIDDLETOWN, CONN.
Address all correspondence pertaining to sales to N. Y. Office.

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HARDWARE

SICKELS, PRESTON & NUTTING'S SOUVENIR.

About as artistic a souvenir as we have received this season is that of the Sickels, Preston & Nutting Co., of Davenport, Iowa, which takes the usual form of Christmas greeting, in which they distribute to their customers six handsomely colored engravings in portfolio style, that are reproductions from originals by noted artists, and are enumerated as follows: Lucile, by Arthur; Evening after Rain, by Gay; A Forgetful Old Friend, by Osthaus; Breakers Off Nahant, by Gay; Victims of Circumstances, by Coen; and May Blossoms, by Weber. The pictures form really a most attractive souvenir.

NEW SUPERINTENDENT OF POWER AND PLANT IN THE YALE & TOWNE WORKS.

H. J. Lamborn has been appointed superintendent of power and plant in The Yale & Towne Works, to succeed F. A. Waldron who resigned about a year ago. The position is a very responsible one involving, as it does, the management of all steam and electrical plant, the supervision (and frequently the designing) of new buildings, and, in general, everything relating to steam and electric power and distribution, heating and ventilating, water supply, drainage, fire protection, up-keep of buildings, and general repairs throughout the whole plant. The work involved thus requires not only executive ability, but also the training of an engineer and broad technical experience. Mr. Lamborn was born in Philadelphia in 1873, and graduated first from the Philadelphia High School, and later from the Towne Scientific School of the University of Pennsylvania in the course of mechanical engineering. For three years he was associated with John C. Trautwine, Jr., in editorial work for the "Civil Engineer's Pocket-Book;" then for four years connected with the engineer department of the United States Army on harbor and fortification work near Philadelphia, and then for a year with the Hyatt Roller Bearing Company as mechanical engineer. Since 1902 he has held the position of mechanical and electrical engineer and superintendent of the Magnetic Separating Plants of Witherbee, Sherman & Co. at Mineville, N. Y. (on Lake Champlain). These separating plants are the largest in the world, their annual production being 400,000 tons of concentrated iron ore. The separating plants and power stations at Mineville were designed and built under the supervision of Mr. Lamborn, including an extensive concrete power station equipped with turbo-generators of the Curtis type. S. E. Dauchy, who has been acting superintendent of power and plant during the past year, and for several years has held the position of assistant superintendent, will continue in the latter capacity under Mr. Lamborn.

"JOLLY THE WHOLE WORLD."

If a salesman, whether wholesale or retail, would never lose sight of the fact that his stock in trade is his friends and remember that nothing holds a friend but square treatment, says D. C. Washington in the *Optical Journal*, good salesmen would be easier to hire than they are to-day. Remember that in every man whose business you clinch so that he will deal with no one else but you, you have added just one more spoke to the wheel that will eventually roll you out of the employ of other people and into the independent position so often referred to as "your own boss!" Salesmanship is personal magnetism; and the secret of personal magnetism is to feel a real, not an affected, interest in the people with whom you are thrown in contact. Jolly the whole world.

AN UNIQUE NATURAL PRODUCT.

One of nature's most wonderful and unique products is asbestos, a material, which, in spite of its extensive use, is comparatively unknown to the general public. Prior to 1850, it was looked upon principally as a curiosity, although Charlemagne (Roman Emperor from 800 to 814 A. D.) is said to have had a table cloth made of Asbestos, which he cleaned by throwing into fire.

There are two varieties of commercial asbestos, known as Amphibole and Chrysotile. The former is used only to a comparatively small extent, as the fibres are short and without tensile strength and are, therefore, not suitable for manufacturing many of the asbestos products. Amphibole is used to some extent in cements, but is not well adapted even for that purpose. Chrysotile, on the other hand, has a strong and silky fiber, which adapts it for such materials as asbestos fabrics, household utensils, theatre curtains, clothing for firemen, etc.

In Germany, asbestos is known as steinflachs (stone flax), and the miners of Quebec give it quite as expressive a name —pierre cotton (cotton stone.)

Asbestos is mined in open pits, similar to stone quarries, and although it is found in all parts of the world, the mines in Quebec, Canada, are the most famous, yielding about 85 per cent of the world's supply of chrysotile. Probably the largest of these mines it that owned by the H. W. Johns-Manville Co. of New York. In 1879 the output of the Quebec mines was 300 tons, which has steadily increased year by year to 50,000 tons in 1905.

W. A. CONNOR.

We are advised that W. A. Connor, who for nearly four years has had entire charge of the Sales Department of the Savage Arms Co., has resigned his position to devote his attention to other outside interests. Mr. Connor has been long identified with the gun and sporting goods business, and prior to his taking up the work of the Savage Arms Company, was eight years a Department Manager and Buyer for Simmons Hardware Co., St. Louis, Mo. We understand that in addition to his personal interests, that Mr. Connor will represent on the road and assist in developing the sales of the Lefever Arms Co. of Syracuse. Mr. Connor will be succeeded by F. P. Kelley, as Sales Manager, and C. L. Wood, who is at the present time the Assistant Treasurer, as Assistant Sales Manager.

HARDWARE SALESMEN'S DINNER.

The wholesale Hardware salesmen employed in the metropolitan district of Greater New York propose to hold a dinner Saturday evening, February 9, 1907, at the Hardware Club, Postal Telegraph Building, Broadway and Murray Street. Tickets can be obtained from any of the committee of arrangements or by addressing Benjamin S. Alder, chairman, 37 Warren Street. Send application at once, as tickets are limited.

HARDWARE RELICS OF FORMER DAYS.

An interesting account of the "Relics of our Grandfathers' Days," now deposited in the Hull Museum, is contributed to the columns of the English press. Among other interesting features he recalls a number of Hardware goods which ironmongers of the generation or two ago commonly sold. Many kitchen utensils and domestic tools are mentioned, as well as the old-fashioned farm implement the flail. He referred to spoons of antique form, tinder boxes, and nut-crackers made of wood, in which a thumb-screw operating in a hollow tube performed the operation. Wood platters, as well as pewter dishes, once sold by ironmongers, may still be met with in remote districts. A curious square piece of wood with a handle, smeared with grease and sprinkled with sand, was formerly used for sharpening scythes. The old-fashioned sickle is now rarely met with, and horn lanterns are almost obsolete. "Beware of spring guns and mantraps" was a common sign half a century ago, and these curious inhuman articles were sold by ironmongers. Candle-snuffers and trays were used in the houses of the wealthy and the poor, and it is not many years since rush-light holders were sold. The writer of the article goes on to describe the evolution from ancient to modern Hardware, and gives some interesting comparisons between present-day Hardware and old-time ironmongery.

PARCELS POST LEGISLATION.

The National Boards of Trade and Chambers of Commerce held their annual meeting in Washington last week. After having endorsed Parcels Post Legislation for the past twelve years, they reversed their sentiments, and this year stated that they were opposed to Parcels Post, which will be good news to the Hardware trade, especially the retailers and jobbers, and this was brought about by the united efforts of the Hardware manufacturers and Hardware jobbers.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2.50

T. A. MACINTYRE, - - - - - - President.
J. H. EDWARDS, - - - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - Editor.
J. W. PENTZ, - - - - - - General Manager.

JANUARY 25, 1907

Editorial Trade Review

During this month the inventories will be priced and completed, and the jobbers and retailers will ascertain how profitable the large excess of business has proved to them during 1906, and the hopes regarding its immediate successor, 1907, will be fortified or otherwise. It seems to be the general impression of the trade as far as heard from that there was not such an abundance of profit made from the increased business as judged by the volume of trade that made them so extremely busy would justify, a good deal of it being done at competing prices, and profits were cut down to secure it. Then efforts were made on all points to urge the retailer to lay in his stock while the jobber had it, at prices that were not advanced to the extent of the market changes. Many retailers availed themselves of this advance on goods that the weather failed to respond to, and stocks in many instances are abnormally heavy, and this is the case with both jobbers and retailers, and may make orders from the latter assume a much lighter volume than would naturally be the case if the weather had only been seasonable. This will prevent the full advantage being taken this Spring on the Spring advances where they are most marked, and caution will be the watchword more than ever.

Many of the jobbers whose inventories foot up largely and show a favorable profit line, will find the dividend on the stock consist only in the increase of stock to show for it. A season that will make a speculative feeling if any exist, has little to stimulate it if the stock accumulated of last Fall's goods command caution, but this will enable manufacturers to catch up on orders they will be only too glad to see filled. Just at present they find their plans for active producing hampered by a shortage of labor, which seems to be unobtainable in any volume; and the difficulty of a limited supply of raw material, which is still a scarce commodity to obtain. All of this affects the reduced volume of orders obtainable from the trade which, while the present prices representing in many cases—especially on brass and copper schedules—compel complete revision. Stocks are gone over and brought up to date, to prepare for the demands of Spring trade, which when in the fullness thereof, will have to sit up and take notice, prices or no prices notwithstanding, realizing, no goods no business. They will have to go over their stock on hand, and where it is marked with prices at variance with present quotations, it will have to be overhauled.

This has been a Builders' Hardware winter, in which everything in the building line was fostered and encouraged, the weather assisting in every way possible to bring them to a satisfactory conclusion. Building operations were facilitated by every means possible, and work in that line has progressed faster than ever before, as the interruptions were few and far between.

In regard to business throughout the country, the roads are in some sections almost impassable. As no frost is in the ground, they are slightly better than if the frost were coming out of the ground, but the rains of late have done their share toward unsettling the conditions of the farmers' highway. This always has its effect upon early business, and may have something to do with making retail Hardware Conventions possible in January and February—months that are devoted to so many of them.

THE BUILDING OF INDIVIDUALITY.

Get people's interest aroused in the articles you sell them, not only in the advertising that creates the sale but in conversation with them. It will get them in the habit of regarding their purchases, not as mere, things, but as industrial creations full of individual interest and capable of infinite variety of quality. The customer who goes from your store thoroughly interested in some bit of hammer gossip which may be substituted for the usual comments on the weather, will take a special interest in the hammer he has purchased and, if it is a good one, will unconsciously associate its quality with the store from which it came.

There are many interesting facts about even the smallest mechanical contrivance and by calling a man's attention briefly to something of this sort, the habit is quickly acquired of investing each thing in the store with individual characteristics. Shelf Hardware is no longer so much metal at so many cents a pound, but every piece represents a certain amount of mechanical skill and quality which wins the respect of the purchaser even when the article purchased is of the most trivial kind. This will be found another little blow against the catalogue house that is doing business at too long a range and in too wholesale a manner to individualize. A pound of nails no longer suggests merely the price at which they come, but the process of their manufacture and the mechanical difference between the perfect nail and the shop sweepings that include all sorts of imperfections.

As the habit of close observation grows there comes to the eye beauty of detail that never would otherwise have been noticed but, that, once observed is never forgotten or lost sight of. But do not forget that the customer is usually a busy man. Do not take away from him time for these explanations; simply put the time he has to give you to good use.

SOMETHING LACKING.

There is always something lacking in your store; be on the watch for it. Every man who enters may be the means of telling you what it is; too late, perhaps, to save your customer, but take the lesson from him, none the less. Every clerk carries around the possibility of your finding out; don't always consider even the new man impertinent for commenting on your stock and comparing it in some respects unfavorably with that of his former employer. Wait and see if you can learn something thereby and if you can, swallow your pride and make use of it. That is perhaps the one saving grace of a new clerk; he brings new blood, new vision, new ideas into your business. Make the most of them if they are valuable to you; if not, turn them down, and be thankful of the opportunity for glancing into the business methods of other business men.

There is something lacking in your working force. Perhaps that irate customer, unreasonable though he be, is the man to

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show you; better listen to him. Or, that puzzled child has possibly found the weak spot. Look it up anyway, and then get busy.

There is something lacking in yourself, be sure of that, and do not regard every man who happens to criticise you a malignant enemy. You wouldn't so regard him if he dragged a hidden robber out from his place of concealment in your store; perhaps you are your own worst enemy in trying to hide and harbor some trait that is defrauding you. Don't even be too cranky with the office boy because he happens to step upon some of your personal corns; he is only calling your attention to your own infirmity. Better thank him and maybe raise his salary for telling you the truth.

Remember always there is something lacking everywhere, some room for improvement; always a chance for honest, hard-headed criticism, and it's the man who listens to the criticism whose business grows.

INDUSTRIAL ACTIVITY IN 1906.

American manufacturers made their best record in 1906, so far, at least, as their record can be measured through imports of manufacturers' materials or exports of manufactures. In practically all of the great articles imported for manufacturing purposes the records of 1906 show a larger total imported than in any preceding year, while the aggregate value of manufacturers' materials imported, whether in the crude state or in a partially manufactured form for further use in manufacturing, was also greater than in any preceding year. Likewise in exports of manufactures the figures of the year are larger than in any preceding year, fiscal or calendar.

So apparent is this greater importation of manufacturers' materials and greater exportation of manufactures that it is unnecessary to await the December figures to justify the assertion that the record of 1906 will be higher than that of any other year. In practically all of the great articles the figures of the eleven months ending with November, 1906, exceed those of the corresponding months of any earlier year.

Not only do the quantities of manufacturers' materials show an increase, but the total value of the great groups also shows an increase. The value of manufacturers' raw materials imported in the eleven months of 1906 was 402 million dollars, against 370 millions in the corresponding months of 1905; and the value of manufactures for further use in manufacturing 223 million dollars, against 180 millions in the same months of the preceding year.

The export figures of the year also indicate great activity on the part of the manufacturers, since in the large proportion of cases they show an increase in quantity as well as value of manufactures exported. The total value of manufactures exported in the eleven months of 1906 was, of manufactures for further use in manufacturing, 220 million dollars, against 194 millions in the corresponding months of the preceding year, and of manufactures ready for consumption 438 millions against 391 millions in the corresponding period of 1905, thus indicating that the total value of manufactures of all kinds exported during the year will exceed 700 million dollars against less than 650 millions in the preceding year. Iron and steel manufactures exported in the eleven months of 1906, for which statistics are now available, show an increase of 28 million dollars over those for the corresponding months of the preceding year; lumber, an increase of 9 millions; refined mineral oil, an increase of 5 millions; cars and carriages, an increase of nearly 5 millions; pig copper, an increase of 4 millions; instruments and apparatus for scientific purposes, an increase of nearly 4 millions; agricultural implements, an increase of about 2 millions, and naval stores also an increase of about 2 millions.

LEGITIMATE TRADE AND MAIL ORDER TRADE.

With the eyes of all business men on the action by the courts on combinations for the restriction of trade there is no occasion for those who unite in co-operation for a commendable purpose to entertain any nervous anxiety. There is a need, however, for conservatism in any movement to protect legitimate trade interests. There is a strong disposition at the present time to unite in some method of counteracting the demoralizing effect of the mail order houses. Though well within the pale of the law, their methods of marketing goods has in far too many instances had a baleful influence in every respect. Those who conduct their business is conformity with the rules which have been established as legitimate through time-honored observance are outspoken in their testimony as to the generally low quality of the wares distributed by the catalogue houses and of the demoralizing influence which the prices they have made have had on the business of the men who stand in the large city or at the cross roads to serve conveniently people in their vicinity. These tradesmen suffer from the comparison made with the prices they quote on high-grade goods, which class of goods they must distribute to maintain their reputation in the community.

NOW LOOK TO THE BLANKETS.

Are the robes and blankets selling as they should? The season for their sale is passing and they do not make the best line in the world to carry over. Never again will they look so attractive as when new, their colors uninjured by dust or a degree of fading; besides there are mice and moths to guard against.

Right after the holidays, when the average dealer is bewailing the slackness of the between-seasons trade, is a good time to push such lines vigorously. There is still enough cold weather ahead to render them of interest, although the time for it is shortening up enough to justify season sales and sale prices.

Find out the people who will be in need of blankets by the beginning of another season and give them enough of an inducement to buy now to pay them for the trouble of carrying their purchase over. They can afford to carry it cheaper than you can because with them it is only a purchase in advance of something they are sure to need in the future; with you it is so much old stock to be carried into next year's tag ends on which, more than likely, a reduction will be expected because it is old. Better make the reduction now and let the other fellow do the carrying. Probably you have already sold enough blankets from the lot to afford a cut on the remainder to about cost and still make money, more than would be made in carrying the stuff over.

If the stock in hand is large it might pay to go into quite an elaborate campaign in order to close it out promptly; but do not fail to make it bring in customers and sell other goods. There need be no real loss in an occasional well-conducted at-cost or below cost sale. Take a lesson from the mail-order people who always accompany each sale with an enticing descriptive circular of something else. Frequently their greatest profit is in the subsequent sales.

Get your blanket advertisement busy in the newspaper of your town, remembering that a moderate-sized advertisement containing one good honest reason that will interest the average horse owner is worth several times its space in meaningless type gymnastics. Make your advertisements talk and do not make them shout; but make them talk blanket, not general Hardware. Set the store window, displaying blanket attractions. Make the whole affair as much a blanket gala day as though offering holiday goods before Christmas.

Go somewhat warily into schemes; yet if the neighborhood demands them be not afraid of them just because they are schemes. All honest business methods are legitimate methods; it depends upon surrounding circumstances of which perhaps the taste of your customers is chief, what methods are the most expedient, and it is a question for your own best judgment to determine when the circumstances demand it. However much opposed you are to guessing contests, word hunts, etc., if such things are popular in your locality, do not sacrifice trade to prejudice; make use of something of the sort, with blankets for prizes and further your special sale in that way if convinced that it is the popular way. Only don't be satisfied to follow in the footsteps of your neighbors. Get your brains as well as your advertising busy, and bring the old worn schemes out in new form. Perhaps, afterall, in the average community there is no surer way of creating interest in a special sale than a prize contest.

Not infrequently a determined push of this sort will bring in some intending purchasers of blankets who make it a rule to deliberately wait until the season is entirely over, when they intend to buy for the next season at their own price. If they see this determined effort to close out they will come into your sale at mid-season price rather than be left out of it entirely. They feel that you still have time to find customers by hunting them up, while in a few weeks it will be too late for that and you will be at the mercy of the few who, like themselves, are willing to purchase a year ahead in order to save money. It is well to encourage such people by giving them a fair inducement to advance buying, but do not become a slave to these thrifty impulses by failing to anticipate them. The man who gets a good lead along almost any road will find more profit than he who always follows behind his neighbors even in more fertile fields.

After the blanket sale is over, and there will be no more demand for them until another season, do not fail to gather up those that remain and store, carefully folded, in a tight, dry, mouse-proof and moth-proof chest that contains nothing else and will not be disturbed. Do not allow them to kick around in the way upon the counters half the summer, or to lie in a tumbled heap in some dusty corner, as frequently is done to a greater or a less extent in many Hardware stores. Even though the freshness of their appearance must be lost to some extent, there are few other things in the Hardware store that require more considerate treatment or that, considering their nature, are more frequently made unsalable through careless handling.

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THE IDAHO HARDWARE AND IMPLEMENT ASSOCIATION

The Idaho Hardware and Implement Dealers' Association held their third annual convention at Boise on the 4th and 5th of January. Through the courtesy of the Commercial Club of Boise, the convention was held in their elegant rooms.

On the afternoon of the 4th the meeting was called to order and the President, A. B. Moss, of the Moss Mercantile Company, of Payette, announced that Governor Gooding had found it absolutely impossible to be present that afternoon to deliver the address of welcome as he had expected to do and that the Boise members of the Association had asked the Honorable Willard White, of Boise, a member elect of the coming session of the Idaho Legislature, to speak in the Governor's stead. Mr. White said in part:

"You will appreciate my embarrassment at being called upon to take the place of Governor Gooding, as you have all come here expecting to receive his words of welcome and it would be impossible for me to take his place. But he is engaged in delivering a larger message to the people of this State and I trust that what is our loss may be the gain of the people of this State.

"We extend to you a greeting to 'Boise the Beautiful' and in behalf of the Commercial Club I wish you welcome and if you don't see what you want while you are here with us, ask for it.

"And if you people have an axe to grind during the coming session of the legislature, bring it up to me and I will use my influence in your behalf."

H. W. Wulff, of Hass Brothers, Weiser, was introduced and he responded to the address of welcome in the following words:

"I take great pleasure in thanking you for your hearty welcome. It is always a pleasure for us to visit Boise, as we have here a metropolis of which we are all justly proud and which many of the Eastern States would be glad to have. We trust that you will have no cause to be disappointed on account of the welcome which you have extended to us because we are going to try to behave ourselves while we are here.

"Our organization is still in its infancy, but it can be made into a means of great help to us all. In coming here together we must lay aside all our trade prejudices and while we have our differences, it is necessary for us to unite in order to obtain the best results from our association. We are beginning to find that

OUR COMPETITORS ARE MIGHTY GOOD FELLOWS AFTER ALL

and we come here to learn what we can from them and to help the other members. Every man who comes to this convention is a benefit to the association, not on account of what he hears, but on account of what he says and thus adds to the general discussion. We have all of us made mistakes in buying, in selling and in credit and this organization of ours will help us in that way.

"There are

A NUMBER OF IMPORTANT QUESTIONS TO COME UP BEFORE THIS MEETING.

I should like to see a mutual insurance plan adopted and then we must consider the trouble which we have been having with the canvassers and which has also been troubling our brothers in the East. I am glad to see that men who do not belong to this association are in accordance with our work, and we can make Idaho the leading State in this Western Empire if we will but work together along the right lines."

This address met with hearty applause and Mr. Wulff was warmly congratulated upon the broad-minded view that he had taken as to the work of the association.

The President, A. B. Moss, instead of making the usual annual address, now offered a few remarks in a general way in regard to the past work of the association and what it should try to accomplish in the future.

He said: "I believe that we have been expecting too much of this association. It is only a year old or a year and a half and its field covers the best part of Idaho, the part in which is done nearly all the business of the State, outside of that done in the five Northern counties. We could scarcely have expected in that short time to get together and protect ourselves against peddlers and a parcels post and unscrupulous dealers who get goods on commission and sell them at any old price and arrange with the jobbers and manufacturers so that the legitimate dealers would be protected in their business.

WE CONTRIBUTE TO THE SUCCESS OF ALL ENTERPRISES

and institutions in the communities in which we reside; we have met together several times and we have made two or three towns friends that were enemies and we all the time working against each other. Of course, we have met with disappointments here and there, but we must make up our minds to put up with them and if we keep working along these lines that we have been working on in the past, we are bound to make our association a success.

THERE IS A PLAN ON FOOT TO UNITE THE DIFFERENT ORGANIZATIONS

of Idaho, Washington and Oregon into a Pacific Federation and at this meeting we will have to appoint delegates to attend a convention at Portland for that purpose. You can all easily see the results that will come from such an organization. In the past we have had trouble with jobbers who handle lines of Hardware and implements and who sell to men who do not always maintain prices and so far we have been unable to regulate this matter to any great extent, but with a general Northwestern Association, we can go to these jobbers and say to them that it is not to their interest to disturb prices in this or that community and they will have to listen to us and in this way we will be able to maintain legitimate prices.

"They have these organizations in every State and they're a good thing. There's no use in a business man's having an enemy on every corner—

THEY MUST ALL CO-OPERATE IN ORDER TO GET THE BEST RESULTS.

The organization that we have here is doing right in that we are all working together and we are thus able to accomplish something. We are young yet. Our association is just like a boy, who, while he is yet young, is able to do only a boy's work, and I trust that no member of us will leave any stone unturned to bring in new members so that we may grow up and become strong and do a man's work.

"There are many things to come before this meeting that are of vital importance to us all. At the beginning of this year 1907 we should have some sort of an arrangement between the different towns in our jurisdiction to provide that

NO EXCESS PRICES SHALL BE CHARGED ON GOODS THAT WE ALL CARRY IN STOCK

and to maintain a uniform schedule of prices on staple articles in keeping with the pocket books of our customers.

"Then we must do something in regard to the peddlers. These peddlers who come into our State don't help to pay the taxes, they don't help to maintain our schools and other institutions and they have nothing to do with our affairs. They bring a carload of stuff, buggies for instance, into the country and peddle them out through our territory and get business by giving long time notes and keep the trade away from the regular dealers who are obliged to carry two or three carloads of buggies in stock all the time and who have to pay taxes and help keep up the State.

And we should have a committee appointed to look after legislative matters. The State legislature is about to convene here and we should have a good strong committee appointed to look after the affairs of the business men of Southern Idaho and prevent adverse legislation. I don't wish to infuse my views into the minds of the members here present, but I have been thinking over the matter a great deal and

I BELIEVE IT WOULD BE WELL TO GET SOME RAILROADS INTO THE STATE

before we attempt to legislate about them and have a railroad commission to look after them. There are several railroads at our door and we don't want to do anything that will keep them away. Suppose one of you business men saw a man coming into your store, would you meet him at the door with a club and tell him that you'd like to have him come in all right, but he would have to come in the way you wanted him to come in? Of all the business that passes through our State only six per cent. of it originates within the State and ninety-four per cent. of it comes from other States. Now what more could a railroad commission do than regulate this six per cent.? Wouldn't it be a wise thing to get the railroads in here and then get a railroad commission to adjust the rates and such matters?

When I came to this State, there wasn't a thing between the Eastern boundary line and Boise but the wide desert, and now there are fertile farms and many towns and between here and Weiser to the West there is over $12,000,000 of money on deposit in the banks that has been honestly made right here in the State and the country will develop more in the next ten years than it has in the past and we have got to go to the Oregon Short Line for concessions. Senator Heyburn wants a blanket rate put into effect to prevent charging higher rates on goods shipped

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to Boise than are charged on goods shipped beyond. Now $1.37½ is the lowest rate that any of us get on any of the goods that we ship into this territory and what if the railroads would say, "Well, now you people have a railroad commission to look after these things and they think that a rate of $1.37½ is all right, we'll just charge you $1.37½ on stuff that you ship back East." What would become of the men who are shipping fruit and lumber and such things back to Chicago and the other Eastern markets? So you see it is absolutely necessary to have men on this Legislative Committee who thoroughly understand the outgoing rates as well as the incoming rates. It doesn't make any difference what rates you have to pay so long as your customer has money in his pockets to buy your goods with."

SECRETARY J. F. COOK'S ANNUAL ADDRESS.

It becomes my duty as your secretary to report on the conditions of our association at this, our Third Annual Convention.

The past year has been one of unsurpassed prosperity for the farmers in this section of the State; abundant crops of all grains, hay, fruits and the new crop of sugar beets have enabled our farmers to become good buyers. In this general prosperity the implement and Hardware people have shared to a greater or less extent, but does this prosperity bring them the gain it should? Are they receiving the profit on their goods that they should and will these profits compare favorably with other lines? If not, what is there that this association can do to bring about the desired results?

One of the troubles to be overcome is the question of *long* credit. Are you satisfied with conditions as they are and do you get action on your money? In other words, are your credit terms short enough to enable you to turn your money to advantage and allow you to take your *cash discounts?*

It seems to us that the dealers have it in their power to regulate this matter of long time credit. Your margin of profits will get narrower each year; in order to make the profits that you should, you will be obliged to double your sales and this, as you know, means more expense and a greater capital investment.

Organization will not cure all the ills of the implement trade but it will do much—it has already done much, not only for the implement but for the Hardware dealers as well. The papers which are to follow on this evening's program and the discussions on the practicability of the cash system, we trust will bring out many features relative to the question of long time credit.

In my report a year ago I advocated the advisibility of the members in each town meeting regularly at least once a month. We find where this course has been pursued there has been very little friction between the members and at this time I shall again repeat the request that during the coming year the members in every town have a meeting at least once a month whether you think there is anything to be discussed or not, for after you get together you will find there is something to be talked about, some point that you can strengthen, some one will have a question that will need answering.

We have learned that the little differences that are sure to come up between members can, as a rule, be easily adjusted, but it is the matters of moment to the organization as a whole that we find that we are unable to handle successfully.

The buggy and range peddlers ought to be with us next season; we can foretell their coming as does the astronomer the appearance of a comet, and from past history, they ought to be with us next season.

We have already learned to value the being ready to meet this unfair competition. With the aid of the organization of the northwest and of the jobbers and manufacturers who have our interest, as well as their own at heart, who can and will assist us if this federation which we find is so strongly advocated from every point is once fully organized, we, as members of that organization will be greatly benefited. We trust that delegations will be named at this time who are in full sympathy with such a movement.

We cannot too strongly advocate the necessity, the advisability of members making known through the secretary the differences and irregularities that may come up at any time in the way of price cutting and underhanded methods of doing business. It ought not to be necessary to bring these petty matters up in the association—the members ought to be able to adjust these differences between themselves, but when you find that you lack the confidence in your competitor that will insure the cure of such practices, it is high time that the matter be reported through the secretary to the Executive or Adjusting Committee that immediate action may be taken on it. If irregularities are being practiced, by standing quietly and allowing these irregularities to go on, you not only allow yourselves to be injured, you are allowing many other members of the association to be so injured. Right here comes in the advantage of being on good terms with your competitors, and this again emphasizes the necessity of regular meetings of the members in every town.

There are some members present who will agree with me that it is not a funny thing to be brought up "on the carpet" with the accusation that he has been cutting prices or undermining a decent competitor by his questionable methods.

There is a movement in the northwest to form a federation of all the associations of Washington, Idaho, Oregon and California. Delegates are to be chosen at this meeting to represent this association at a meeting to be called in February in the city of Portland for the purpose of effecting such an organization. The formation of such a federation means that matters that have been such a source of annoyance to us in the past can be handled to an advantage. Matters that we, as a small organization, were unable to handle will be heard from in an entirely different manner.

During the past year our membership has been increased by the addition of twenty new members—this gives us a total of 64 with a membership of 18 who are not in what may be called good standing on account of their not having paid their annual dues.

We also have an honorary membership of ten members. This latter contingent has become associated with us through the provision made in the amendment of the by-laws passed upon at our last quarterly meeting at Weiser, in October. Article 1 of the by-laws is amended to read as follows:

SECTION II, Article 1.—"Any jobber or manufacturer of Hardware or farming implements may become an honorary member of this association by paying annual dues of $2.00 and may be represented at any and all meetings of this assocciation with the privileges of the floor except when the association is in executive session."

We believe that these new members will be of material help to us as they consist of, in every instance, concerns who have men of intelligence, honest fellows, to represent them, and men who will not only work honestly for their separate houses, but men who have agreed to do all in their power to elevate the moral and social standing of their fellows—I refer to the United Commercial Travelers.

We regret exceedingly that there are so many of our members who are dilatory about paying their annual dues. This is a small matter, a very small matter, when taken into consideration with the great benefits derived and we trust that every one of them will have donated their mite toward keeping up this association before we adjourn to-morrow evening.

We have received during the year from

Membership fees	$ 95.00
Dues	258.00
Assessments, 1905	40.00
Giving us a total of	$403.00

There is due and uncollected on account membership dues for 1905 and 1906 the sum of $140.00. Your dues for 1907 are payable any time between now and July 1st. We do earnestly request that all members who have not paid their dues for 1906 will take care of same before leaving the hall.

In reviewing the work of the association for the past year, we are called upon to state, not only the success attending our efforts in the way of bringing about more harmony between the dealers in various towns and by so doing bettering their conditions financially and socially, but to also record the discouraging features in which we have been obliged to work in many instances. It seems to be the history of organizations of this sort, the same as in any particular line of business, there are men who will hang back, pull in the opposite direction without taking the trouble to investigate, to find out for themselves whether or not there is any virtue in working together.

Several organizations throughout the country report, and we are beginning to find this to be true, that after an association has gotten in good working condition, after the members become better acquainted and the spirit of selfishness has been eliminated to a great extent, after there is a feeling of confidence among the dealers in the same town established, the matter of making a profit on goods takes care of itself.

In many instances men have found it necessary to establish a price on the staple articles and after having worked under this system for a time, abandon the price schedule simply because the members have concluded that they can really make a profit on their goods without resorting to the old scheme of cutting prices and undermining their competitors' business in every way possible.

We are living in an age of progression, not only in relation to the kinds of goods produced and the manner in which they

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are made, but also in the way in which they are marketed. If we would keep pace with the times, we must adapt our business methods to fit the changing conditions. The old methods will no longer answer the purposes of the time. The necessity of convening, the working together, the adoption of good sound business methods, is what spell success. The old methods are too selfish for present day use.

Keep pace with the times—get a legitimate profit—keep in mind the Golden Rule, and your success is assured.

At the evening session F. G. Higgins, of the Pacific Hardware and Steel Company, read a short paper on the "United Commercial Traveler." Mr. Higgins went on to say, among other things, that the traveling man wasn't such a bad fellow after all, and that he had probably brightened up many a day for the dealer who was feeling blue over his affairs when he had come in with a smile and a hand shake and his hearty "Business is fine." Mr. Higgins' paper was received with marked favor.

V. C. Kerr, of the Kerr Hardware Company of Boise, read a paper on the "Credit System." He said that when this country of ours was first settled and business first started, men traded pelts and hides, etc., for provisions and no credit was asked or needed. But after a time the country became settled up and business increased and business men formed partnerships and conditions made it necessary for the dealers to give long time credit. Now business conditions had once again changed and we had reached the era of gigantic combinations of capital and business. "Nowadays nearly everything that we dealers handle is at some stage in its manufacture controlled by a trust and has an agreed price set upon it. The dealers are being called upon by the manufacturers and jobbers to pay for their goods in shorter time and shall we still go ahead and give our customers long terms on what we sell them, especially on implements? I say no. I think we should at least give no longer time than we ourselves get from the jobbers or the manufacturers."

The next morning, January 5th, a short session was held and several matters of moment to the association were taken up and considered.

In the afternoon the members met in executive session at which the various committees which had been appointed the day before reported and resolutions were taken up for consideration.

A resolution was adopted declaring that the association was not in accord with the appointment of a State railway commission, that the results obtained by such commissions in other States was not commensurate with the immense sums of money required for their support, and that in the opinion of the members a shippers' association composed of producers and farmers and shippers generally would be of more benefit to the State than a railway commission, reference being made to such an organization now existing in Wisconsin.

It was also recommended by one of the committees that each man present should write to his representatives in Congress, immediately on his return home, and ask them to use their influence against the various parcels post bills up for consideration before Congress.

E. W. Evenson, of Spokane, who is connected with the Inland Empire Implement and Hardware Dealers' Association, and who is also one of the men instrumental in bringing about the convention that is to meet in Portland in February for the purpose of organizing the Pacific Federation of Hardware and Implement Dealers' Associations was called upon to explain the results which had been obtained by other Hardware dealers' associations throughout the country and what might be expected from the Pacific Federation if it were formed.

Mr. Evenson said: "About fourteen years ago about twelve of us met over in Minnesota and formed the Minnesota Retail Hardware Dealers' Association. We put the dues at $40 a year and we paid them in advance and with that $180 the secretary started out. He went from town to town and he succeeded in getting about one hundred and thirty members and to-day they have ninety-seven per cent. of all the retail Hardware dealers of Minnesota in their association. About six or seven years ago they started an implement dealers' association and they are simply reproducing the experiences of the Hardware dealers.

"Minnesota was followed by Wisconsin and Iowa and Illinois and Indiana and Ohio and then the New England States. And as these different organizations grew, they kept running up against questions that were too big for them to handle and so they finally met and formed the National Hardware Dealers' Association, which is an amalgamation of all the State associations. Now I can prove to any one of you that if you paid $50 a year into this association for the next ten years, you wou'dn't begin to pay for the good that you have received from this national association, even though you have never belonged to it. Well the retailers kept putting questions up to the jobbers until they too got together and formed the National Hardware Jobbers' Association and these two organizations kept putting questions up to the manufacturers until the manufacturers got together and formed the National Association of Manufacturers of Hardware and Hardware Specialties. And from these associations was appointed a joint Catalogue House Committee. They went to different manufacturers and told them that they were simply cutting their own throats when they allowed their product to be sold to the catalogue houses and within thirty months they had succeeded in getting some six hundred and eighty manufacturers of Hardware to refuse absolutely to allow their product to go to catalogue houses.

"Then this committee has succeeded in preventing the passage of a number of bills which the catalogue houses have prepared for the purpose of furthering their business.

"Your President has asked me to say something to you about the proposed Pacific Federation. It is our plan to unite all the Hardware dealers' associations in the West and then we will be able to take up questions which are too big for the individual organizations. We don't want to interfere with your association in any way—we just want to work with you and if you decide that it is best for you to remain outside of the federation, why we will still help you all we can, but we want you to come in and make the federation as strong as possible."

The President and the Secretary were afterward appointed as delegates to attend the Portland Convention and it was left to the Executive Committee of the association to decide about joining the federation.

The question of making uniform prices on staple articles throughout all portions of the territory taking the same freight rates was then taken up and discussed thoroughly by all those present. A schedule of prices on certain articles was presented by one of the committees of the association and was adopted.

Resolutions were then presented and adopted, recommending that the members in the extreme Eastern part of the State be urged to form an organization of their own which would be under the general association, thanking the Boise members for the entertainment which they had provided for the visiting members, thanking the Commercial Club for the courtesies which they had extended to the convention, and thanking E. W. Evenson for the able address given by him.

A resolution was also adopted requesting Senator Heyburn, Senator DuBois and Representative French to use their influence against the various parcels post measures now up for consideration before Congress.

At the election of officers, A. B. Moss, of Payette, was re-elected for another year. V. C. Kerr, of Boise, was elected vice-president; J. F. Cook, of Boise, was elected to succeed himself as secretary, and E. A. Fraser, of Ontario, was re-elected as treasurer. Nampa was chosen as the next place of meeting.

At the evening session Mr. Evenson was called upon to explain the matter of mutual insurance. He spoke as follows:

"The only way we have of judging what the future of these mutual insurance organizations will be is by what they have done in the past. Last year eighty per cent. of all the fire insurance written in Rhode Island was mutual insurance. That's what they think of mutual insurance in the East. The plan is this. We charge the same premiums exactly that the old line or stock companies charge and then at the end of each year we turn back to the policy holder all the money out of his premium that is not used to pay losses and meet current expenses. All of these various organizations have so far been able to pay back each year from 25 to 45 per cent. of the premiums collected—they have never fallen below 25 per cent. One of the biggest expenses of the stock companies is that of keeping a force of solicitors in the field and this expense we do not have at all, as our members send their applications into the home office. I do not think it necessary or advisable for you to organize an association separate from the one now existing in Washington, because you will save the expense of running another office if you will place your insurance with us in Washington. Last year we wrote between two and three hundred policies and we could have written a thousand just as cheaply. Besides this, if you send your applications to Spokane and have the policies written by us, you will save the tax that is placed on insurance written in Idaho.

"Three thousand dollars is the limit to any one risk. If you have a stock worth $30,000, we will give you a policy for the whole amount, keep $3,000 ourselves and place the other $27,000 with similar organizations in other States. You look to us for the $30,000 and we look to the other States for their portion of it.

"I have not time this evening to go into the matter in detail, but I think that will explain to you the general principles of mutual insurance."

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After a general discussion of mutual insurance by those present, the association adjourned.

The members were entertained by the Commercial Club for a short time and then repaired to the Idan-ha Hotel where, at the behest of the Boise members, a sumptuous banquet had been prepared. And there, with jest and story and laughter and song was brought to a close the most enjoyable and profitable convention that the Idaho Hardware and Implement Dealers' Association has ever held.

LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

PERCOLATING WATERS—PROPERTY OF THE OWNER OF THE SOIL.

QUESTION.—A and B are adjoining land owners. A had a well near the line between their farms, from which B had been accustomed to take water when he wanted it. A dispute arose and A forbid him doing this. B then sunk a well upon his own land deeper than A's causing A's well to run dry. Did he have the right to do this.

REPLY.—We think he did. Waters percolating through the earth and not flowing in any certain and well defined stream are the absolute property of the owner of the land through which they happen to flow. So long as the percolating waters are running through his land, the owner has the absolute right to appropriate them, even though they are thereby prevented from reaching his neighbor's soil. This is true in most of the States, even though one sinks a well and drains off his neighbor's percolating waters maliciously and for the sole purpose of inflicting damage upon his neighbor.

COMMERCIAL AGENCY LIABLE FOR PUBLISHING FALSE STATEMENT THAT MERCHANT HAS FAILED.

QUESTION.—A certain mercantile agency published a statement to its subscribers that our firm had failed. There was no truth whatever in this statement, and it is admitted by the agency to have been published by mistake. The statement was published in cipher, to which only the subscribers to the agency had the key. Have we a right to sue the agency, it having admitted its mistake?

REPLY.—We think you have such a right. The publication was admittedly false and must have injuriously affected your credit and standing. It follows that it was actionable libel. It has been contended in some cases of this kind that communications from a commercial agency to its subscriber are privileged, that is to say, if they are made in good faith, even though false, the agency cannot be held liable for making them. This contention is not sound. A communication is privileged when made in good faith by one having a duty to speak to one having an interest to know. Under these circumstances, even though false and injurious, it will not be the subject of a legal action. But it is obvious that not all of the subscribers to a mercantile agency had an interest in knowing of your pecuniary responsibility. To those who had no such interest, there was no just occasion to communicate the information. It follows that the communication was not a privileged one and that you can recover in action for libel against the agency.

INCREASED BUSINESS OR INCREASED PROFITS?

The year just closed has probably been the largest in volume that the Hardware trade of the United States has ever known. Nearly every dealer has the same story to tell of increased business. Such expressions as "We have done the greatest trade in the history of our business." "Never have we been so busy at this season of the year." "The outlook for Spring business is even better than a year ago." Such expressions of trade conditions from the Hardware dealers throughout the country are pretty good evidences of present conditions and of trade prospects for 1907. Almost all jobbers have enlarged their trade—some by working new territory—but in most cases because of a larger demand for goods.

LOOKING FOR BETTER PROFITS.

But in spite of this great business activity and this enlarged trade, still there are many merchants who now, after taking inventory and footing up balance sheets, find that the net profits have not grown proportionately; in fact, in many instances, even with a larger volume of trade and a rising market, their profits have actually decreased from 1905. The decrease in profits comes from increased competition, from pushing unprofitable lines and branches of the trade to the detriment of those paying a larger and handsomer profit.

EXPERIENCE OF ONE DEALER.

In speaking of this fact one Hardwareman said: "We are all doing too much business for nothing—selling goods for glory, rather than for profit. Often I used to think that there was business I ought to get, even at a small profit, that would be a help in the course of a year—that could be had without adding to my expense of doing business—and thus would be 'velvet' for me."

A CASE IN POINT.

Continuing, this merchant gave the following example from his own experience: "We had a small part of the trade from a certain mill, which amounted to from $35 to $50 a month, in small items—files, saws, paper and emery cloth. The mill is a large one and I knew that these supplies they used in large quantities, purchasing from me only to fill in when entirely out—simply using my stock as a convenience. We charged them fair prices with an average profit of about thirty-five per cent. My prices were never questioned by the purchasing agent, who knew that in buying thus in small lots he had to pay a higher price. Their bill was paid the tenth of each month.

"I figured that if I could get their entire business it would be a big thing for me, but also knew that in such a case I would have to meet close prices. But that the additional business would be velvet for me, I started out for their entire business in my line. We were good friends and they would be glad to give me the business, but I must meet prices. I went into the matter carefully and after some figuring and a good deal of correspondence I secured their next month's supply. This first order was about $400. Some goods I had to sell actually at cost. But I knew that by having their trade I would be enabled to purchase larger quantities and felt that thus I would secure lower prices. On this first order of about $400 my profit averaged only about seven per cent. Still I was proud of the order and felt it quite a feather in my cap. From a business of only $35 to $50 I was soon selling this mill about $275 monthly. But my stock increased in these lines. I purchased larger quantities in order to buy as cheap as possible—and to have the stock on hand when called for. Expenses also increased; I found quite often that I was obliged to wire for some supplies, and in a number of cases had to get the goods by express—as I had to purchase from a manufacturer to get prices, and I found the makers did not ship as promptly as did the jobber.

"Most of my profit of thirty-five per cent., which I had formerly made on the small business, had now been sacrificed to get the large volume—as I found the mill people expected to buy small odd lots or odd sizes of files, etc., at same discount as on the larger quantities. In these various lines I increased my stock from a few hundred to several thousand dollars."

But the interesting part of this business transaction is the conclusion reached by this dealer, who said with emphasis:

"Some business don't pay, and the sooner a Hardwareman can find which it is, the sooner he will become wealthy. It would have been better for me to have held the small pick-up trade of that mill at a fair profit than to have reached out for this larger business which finally tied up a lot of money and which I've really been handling at a loss. In 1906 it actually cost me 13½ per cent. to transact business."

BUSINESS BRISK BUT PROFITS SMALL.

This Hardwareman had a brisk business with that mill, but as he himself now figures it, it was a losing trade. Each part of the business done by a merchant should carry its proportion of the expense. Volume of trade without profit enough to cover this expense is of little value to the merchant. Add to the business if possible; make it grow, but add profit-making lines. Cut off "close business" during 1907 and the balance sheet of 1908 will look better and the Hardwareman will have more real satisfaction in his business.

HAMMERNAIL.

THE ROCKWELL MFG. CO.

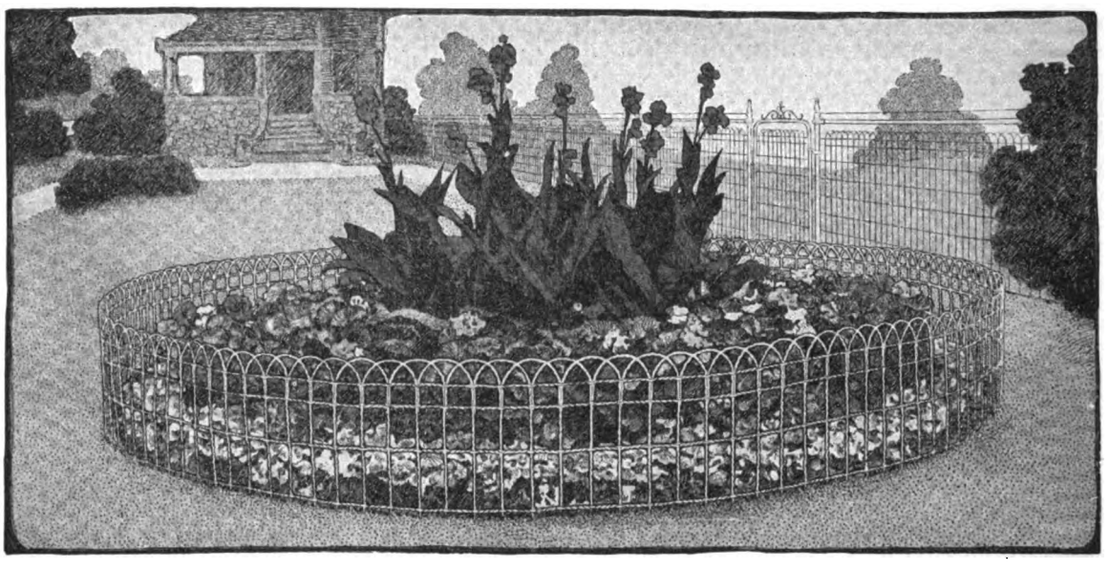
The Rockwell Mfg. Co., Malvern, Ark., whose handsome catalogue we referred to in our last issue, and whose advertisement appears in another column, say: "While this is only the second year in the business, our influence has grown to immense proportions. At the present time we are the only screen door factory of any consequence in the West outside of the Trust. We are making a strictly high quality of goods." We are really glad to hear of the success of this progressive company, and they purpose supplying promptly the Western demand for screens and screen doors now so necessary to the general happiness.

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NEW GOODS AND SPECIALTIES

CYCLONE FLOWER GUARD.

Cyclone Woven Wire Fence Co., of Waukegan, Ill., and Holly, Mich., among the many handsome styles of fencing which can be used very effectively, are making the style shown in the accompanying cut, which was made from a photograph and shows exactly how their Flower Guard is applied to a circular bed.

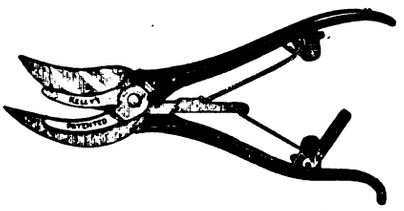


CYCLONE FLOWER GUARD.

It is used as easily applied to any form or size of flower bed. No posts are required. The picket ends are left projecting for insertion in the ground. The cut shows their 18-inch border. This height gives ample protection to flower beds in city parks that are not fenced. They also manufacture this in 12-inch height. This border is claimed by the manufacturers to not only protect but adds to the beauty of every flower bed. It can be quickly taken up and used from year to year. It is cut off to the length required, and the ends hooked together when set. It is carried in stock in 15 and 20 rod rolls, but on orders it can be made any length up to 25 rods.

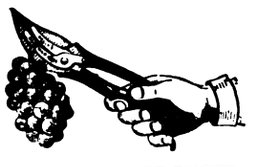
PRUNING SHEAR, GRAPE PICKER AND FLOWER GATHERER

Kelly's Cutlery Works, 218 Ottawa Street, Toledo, Ohio, are the manufacturers of a new departure in pruning shears and grape pickers, a combination shear and holder working with one movement, made of the highest grade cutlery steel properly



THE KELLY PRUNING SHEAR.

tempered and ground sharp. Its length is 6⅔ inches, with japanned steel handles warranted. The lower jaw of holder is fastened solid to lower cutting jaw. The upper jaw of holder opens

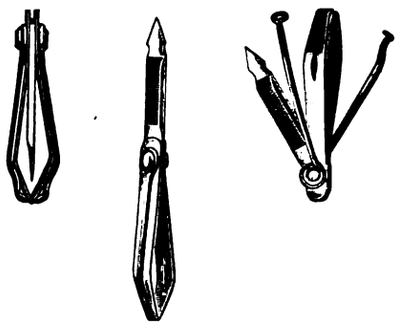


USED AS A GRAPE PICKER.

and closes simultaneously with upper cutting jaw. The two are distinct from each other. In operation, the two close together until holder grips firmly whatever is to be cut, when the cutting jaw passes on and does the cutting, and the nolder holds firmly what has been cut off until released by the operator. As a Grape Picker, the bunch of grapes is cut off and held firmly, and can be placed in the basket without contact with the hand, also allowing the free use of the other hand for holding vines or basket. It is claimed to reduce the time and labor of picking grapes from one half to two thirds. The points of shears extending beyond the holder are slender and sharp, and can be used in trimming off small branches or defective grapes. In pruning rose bushes, the prunings are held firmly by the shears and do not come in contact with the hands. It is advantageous reaching high or low or any place, and secure the desired blossoms without injury to the hands.

"CLIMAX" POCKET INSTRUMENT.

Climax Mfg. Co., Orange, Mass., are putting on the market the little combination instrument shown in the accompanying illustrations. It is an instrument combining the most useful of articles for toilet and general use, which includes special tweezers



"CLIMAX" POCKET INSTRUMENT.

for removing splinters, etc., the cutting of hangnails; is a handy letter opener and paper cutter; blackhead and pimple extractor, an improved design nail cleaner and file, and a handy pipe cleaner, all designed to fold neatly together. The usual objectionable feature of a separate case for nail files and cleaners is overcome in the present instrument, as the file and cleaner is self-contained in its casing and readily swings in or out for instant use. By having such perfect protection, the cleaning points are kept in good condition. The cleaning and filing edges are so made as to operate equally well on either hand. The Climax can be carried in the vest pocket or ladies' purse, or is a handy instrument for the desk or dressing table. It is well finished in nickel.

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BEECHER DRAUGHT SPRING.

Beecher Draught Spring Co., 191 Olive Street, New Haven, Conn., are the manufacturers of the Beecher Draught Spring, an illustration of which, showing their safety device, accompanies this article. They are most simple in construction, consisting of a set of spiral steel springs arranged on steel rods, so that the draught or pull comes against the coils. They positively will not break, and being interchangeable are claimed to outwear the

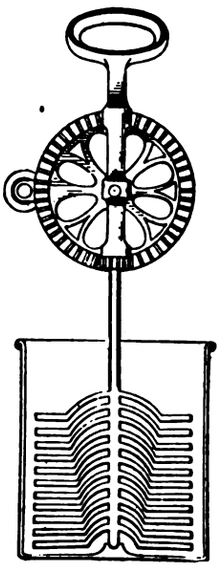


BEECHER DRAUGHT SPRING.

best wagons and harnesses several times over. They are all made of the very finest quality of steel, and are the only guaranteed springs in the market to-day, the manufacturers replacing gratis any defective spring. They act as a cushion to the horse's shoulders, completely obviating all sudden jolts, jars, jerks and strains occasioned by passing over holes and obstacles and starting loads. They are designed to help horses start heavy loads, in the belief that starting is the one thing that shortens the horse's life. At the same time they materially assist in drawing the load after it is in motion. They are largely in use by transportation companies and especially by fire departments.

LOLL'S HOUSEHOLD SPECIALTIES.

The F. W. Loll Mfg. Co., Meriden, Conn., among the numerous articles of utility manufactured by them, are making one that is popular with the trade, and of which we give illustra-

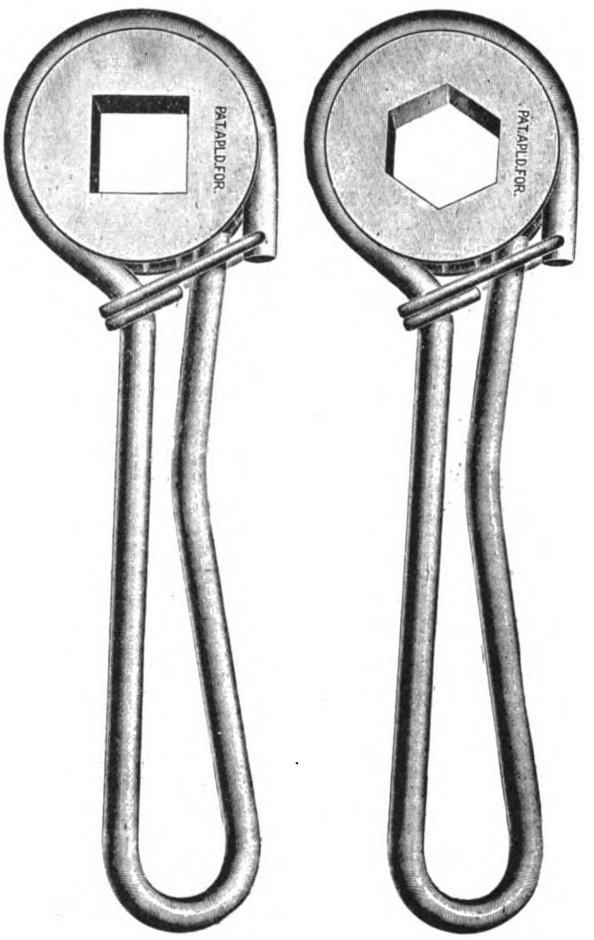


THE ONE MINUTE EGG AND CREAM BEATER.

tions herewith. The One Minute Egg and Cream Beater, Model No. 2, has a beater made of malleable iron, giving it strength and durability. It can be used in any dish, and the rapidity with which its twenty arms strike the cream, enables it as claimed by the manufacturers to beat the poorest cream in one minute. It can be cleaned easily, and the improved form of the beater makes it extremely efficient.

WALDEN RATCHET TIRE BOLT WRENCHES.

Patterson, Gottfried & Hunter, 146-150 Centre Street, New York, are putting on the market a series of moderately-priced Ratchet Tire Bolt Wrenches, the two styles of which are here illustrated about two-thirds size. While a device of this character is handy and useful in many ways, its original purpose is for the quick tightening or removal of hexagon or square nuts of tire bolts on the inner and inconveniently reached nuts of both automobile and carriage or wagon wheels. The wrench is



WALDEN RATCHET TIRE BOLT WRENCHES.

made to fit exactly most of the hexagon nuts of automobile tire lugs, the hexagon openings being ½, 9-16, ⅝ and ¾ inch, Fig. 1 illustrating the hexagon style. The ratchet wrench, Fig. 2, for square nuts, will fit the standard nuts of ⅛, 3-16, ¼, 5-16 and ⅜ inch in diameter tire bolts, more particularly for wooden carriage wheels. The circular metal center has teeth in the groove, so that as the handle is moved backward and forward the bent steel wire handle, held in place by the smaller wire loops, engages with the teeth, thus enabling an individual to quickly tighten or remove tire bolt nuts and without rounding or burring the corners. The wrenches are about five inches long over all, and the handles are made of 3-16 inch steel wire, the principal advantages of which are the light weight, ease and rapidity with which nuts can be turned without injury, and the small cost.

THE IDEAL CHAIN WRENCH.

Kroeschell Bros. Co., 29-55 E. Erie Street, Chicago, Ill., are the manufacturers of the Ideal Chain Wrench; a general view of its parts is presented in cut Fig. 1. It is claimed to be the result of many years' reasoning, experimenting and perfecting by a man whose life-work has been practical pipe-fitting. It is broadly and unequivocally guaranteed to do all the work which any of its predecessors on the market have done, and to perform in addition thereto some other work of the highest importance which no chain wrench has executed heretofore. The jaws A B, illustrated in the cut, are drop-forged of the best quality of tool steel. They can be tempered and sharpened

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by any blacksmith, whenever required, and used until worn out, when new ones can be obtained and attached to the old handle. The handle C is made of spring steel. It is a model of strength and efficiency, combined with lightness. However, if desired, other handles can be substituted, and even an ordinary crow-

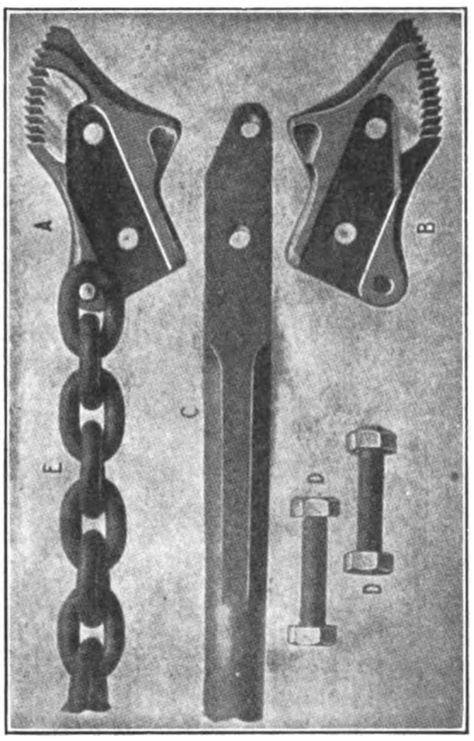


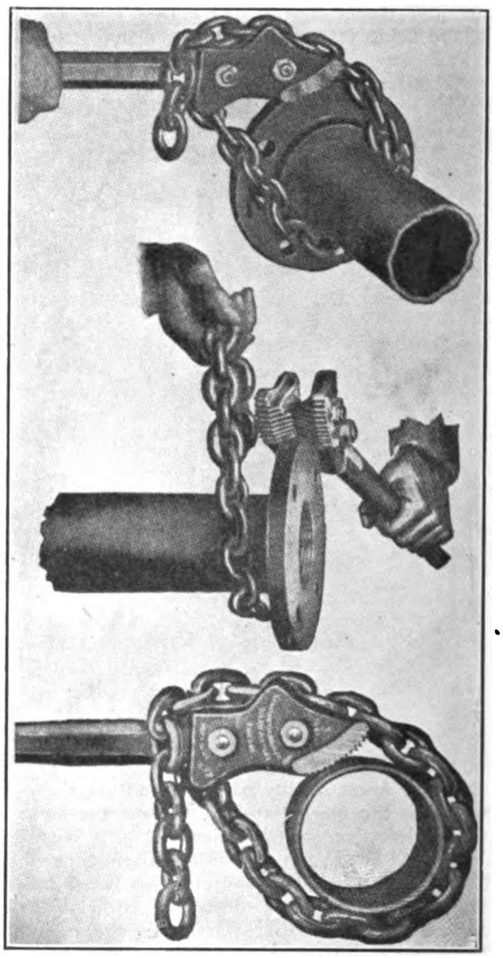
FIG. I.—THE PARTS OF THE WRENCH.

bar can be easily fitted into the jaws. The two double nuts DD are all that is required to hold together the parts of the Ideal Chain Wrench. The most important improvement of the Wrench over the old styles is embodied in the construction of the jaws



THE MECHANISM OF THE JAWS.

A and B. For the first time in the history of chain wrench manufacturing the entire mechanism of the tool has been concentrated in these jaws, which will grip not only square but also round, flat, oblong and irregular surfaces. Nearly all the old makes have side jaws with hollow space between. No beaded fitting, valve or narrow flange can be gripped with the jaw thus constructed. The Ideal Wrench presents a radical departure from all the existing types. It has a double biting surface in either of its jaws; the outer one has flat serrated edges, which will grip the pipe securely, the same as the best makes of ordinary chain wrenches, and which are so arranged that the gripped article cannot be crushed; the inner biting surface has jaws of the shape of a wide V, which are specially designed to grip beaded fittings or valves, flanges and castings of odd form. Among the points of interest referred to in the construction of this wrench in addition to those mentioned, is the recess of

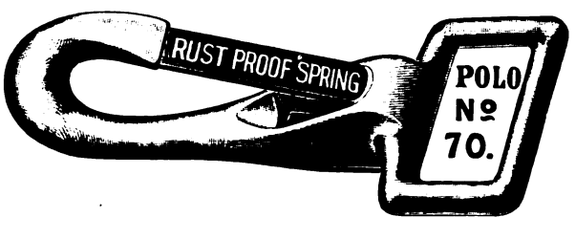


UNIQUE USES OF WRENCH.

hollow between the inner edge of the gripping jaws and the chain support. This enables the operator to take up all slack in the chain and to retain a proper grip anywhere on surface of jaws. Ease of repair. The removal of a steel pin enables the operator to discard any broken links. Automatic chain lock. A pull of the chain causes it to drop into the lock, with all slack taken up. No possibility of its falling out, even if in an inverted position. There is exchangeability of parts, with mechanism concentrated in the jaws. This permits the jaws to be fitted to any bar or old discarded wrench handle. It is built of tool-steel drop forgings throughout, which makes it more durable than wrenches are usually made, and in this case it is absolutely guaranteed.

COVERTS' NEW "POLO" SNAP.

Again the Covert Manufacturing Co., Troy, N. Y., have given the trade a rare exhibition of their inventive genius in placing upon the market one of the most valuable acquisitions to their unequalled line of Harness Snaps. Their "Polo" Snap, illus-



COVERT'S POLO SNAP NO. 70.

trated herewith, is their latest achievement, and its many valuable points of merit will at once make it a favorite with the trade and the consumer. It is a unique departure from the usual line of Snaps, has a guarded rust proof spring, is very strong, serviceable and neat in appearance and is made in all regular sizes.

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RECENT TRADE PUBLICATIONS.

NORTH BROS. MFG. CO., Philadelphia, Pa., have issued their catalogue of Ice Cream Freezers. These Freezers have automatic twin scrapers, the pails are fitted with electric-welded wire hoops, guaranteed not to break or fall off, and the cans are of heavy tin plate with drawn steel bottoms, guaranteed not to leak or break. Their line includes the Lightning, Jumbo Lightning, Gem, Blizzard, Crown, with crank or fly wheel and with pulley, and the American Twin Freezer, regarding which the company say: "A Freezer to make two flavors at one time has been wanted ever since ice cream became so popular. In families some members prefer one flavor, others another; some prefer ice cream, others can enjoy a water ice or sherbet, so some had to be dissatisfied no matter what was made in old style freezer. Much time and ingenuity have been spent in trying to devise some means to freeze two flavors at one time, but without any practical results. Now that it is an accomplished fact, one wonders why it should have been so long delayed, when it is so simple." This Freezer freezes two flavors of ice cream or an ice or sherbet and ice cream at one and the same time in one freezer. North Bros. Mfg. Co. also manufacture a line of Ice Chippers, Ice Shaves, Machine Freezers and Ice Breakers.

WALWORTH MFG. CO., 128-136 Federal Street, Boston, Mass., with New York office in the Park Row Building, have distributed their catalogue of Engineers' and Steam Fitters' Pipe Tools. Included in the contents will be found Stillson Wrenches, Hall's Brass Pipe Wrenches, Walworth Die Plates, Gleason's Screwing Stocks for Brass Pipe, Pipe Cutters, Vises, Nipple Holders, Brass Valves and Cocks; Pipe Taps, Reamers and Drills, Tapping Machines, Gas Fitters' Augers, Chain Tongs, Pipe Bending Machines, Gas and Burner Plyers, etc., etc.

BAXTER STOVE CO., Mansfield, Ohio, have published a booklet on "Beating Catalogue House Competition on Stoves," giving the methods of a stove dealer that have proved successful. This is intended for Western Hardware dealers and is published by permission of O. B. James, of the firm of D. G. James & Son, Richland Center, Wis. Everyone who is vitally interested in this subject should send for a copy, so that he may read the ideas and methods of a dealer in selling stoves and ranges against catalogue competition. Ideas of proved practical value are dealt with, and a little account of what has been done is given in the contents.

SUN MFG. CO., Columbus, Ohio. Catalogue No. 30 of Coffee Mills, Money Drawers, Camp Furniture and Rat Traps. Their Coffee Mills are smooth sanded and have perfectly square boxes. The castings are enameled, and the mills have a polished finish. Each mill is wrapped separately in paper, and packed in packing boxes to stand re-shipment. The Money Drawers are made in several designs and are of hard wood, golden polished finish. Camp Stools, Cots, Chairs and Hammocks are shown in variety, and the company also manufacture Display and Cigar Floor Cases.

COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn., have issued their catalogue for 1907 of Colt's Revolvers and Automatic Pistols. The company make the following reference to their goods: "The experience of more than half a century is embodied in the product of the Colt's Patent Fire Arms Mfg. Co. Seventy years ago Samuel Colt first introduced his Revolvers, and to-day the arms bearing the name of this inventor are known in every country on the globe. The high standard in quality—to which the success of these arms from the start was due—has been strictly maintained, and Colt's Revolvers have been adopted and are now, the Standard Arm of governments, military organizations, police departments, etc., throughout the world. Colt's Revolvers are made for use, their reliability—due to superiority in material, workmanship, finish and accuracy—is the result of careful design, the most skilled labor, critical tests and inspection. The fact that they are absolutely and at all times reliable, is the secret of their reputation and unparalleled success. The regular finish of Revolvers is blued or full nickeled, with hard rubber stocks. Blued finish is always supplied unless otherwise specified. Automatic Pistols are blued finish only. Our arms can be supplied with gold or silver plating, inlaid work and engraving, pearl and ivory stocks, plain with monogram, or special design,—prices depending upon the amount and character of work desired."

CHARLES ROSS & SON CO., 148-156 Classon Avenue, Brooklyn, N. Y. Catalogue No. 5 of Paint Machinery. This company are also builders of Burr Stone Mills, Printing Ink, Mixing and Grinding Machinery. Original drawings are furnished and contracts taken for complete paint plants or other works. Illustrations and descriptions are given of Flat Stone Paint, Color, White Lead and Liquid Paint Mills; Ink Mills, Collapsible Tube Fillers, Three-Roller Mills, Can Mixers, Liquid Paint Thinning, Shading and Tinting Mixers, Lead Feeders and Coolers, etc.

C. T. HAM MFG. CO., Rochester, N. Y. Catalogue of Ham's "Cold Blast" Automobile Lamps. Of these lamps the manufacturers state: "Made on the genuine 'Cold Blast' principle. In the construction of reflector lamps, the most perfect principle of reflection and projection is useless with a poor light, but the more intense the light, the greater the results. Therefore, the brilliant and intense white flame produced by our 'Cold Blast' principle, places our Automobile Lamps beyond competition in light-giving qualities and they are conceded by all to be not only the most reliable but also by far the best light-producing oil lamps made. The strong, penetrating light, absolutely proof against extinguishment by any conditions of riding over rough roads or in the most severe winds, combined with handsome constructions, brilliant interior and exterior finish and the simple operations to gain access to every part are the most noticeable of the many features of our lamps, but their superiority can only be fully appreciated by those who have experienced the usual annoyances of oil lamps and then give our lamps a trial. There is positively no smoke or odor nuisance, hence, no soot to accumulate; the front glasses do not 'sweat' and have a greasy appearance. The simple and effective locking device for attaching oil fount to body of lamp, makes the burner easy of access for trimming the wick or filling the fount; the founts are drawn from heavy brass, the bodies are strongly made of heavy brass, riveted throughout and reinforced with steel plates on the sides to take the strain on the brackets."

GEORGE GRIFFITHS CO., 817 Commonwealth Building, Philadelphia, Pa., owned by the Ames Shovel and Tool Co., have issued a price list of the Shovels, Spades, Scoops and Drainage Tools made by the Keystone Shovel Works. All styles and patterns of these goods will be found listed in the contents, with numerous illustrations. This company is well known to the trade, having been established in 1857, and has received gold medals from the Centennial and Louisiana Purchase Expositions.

WESTERN ELECTRIC CO., Chicago, Ill., have favored us with a booklet describing and illustrating in detail their Hawthorne Works. The Western Electric Company has been engaged in the manufacture of electric light and power apparatus since 1882. They were early pioneers in the development of the direct-current series of arc machines and arc lamps. Many large municipalities, both in the United States and abroad, are still successfully operating these machines. As the business grew and the tendency developed toward the use of larger machinery, it was found that the buildings in the city were not well adapted for such purposes, and it became necessary to seek a location where ample room could be provided, not only for present needs, but for future growth and where buildings could be erected of suitable character, equipped with heavy cranes for handling economically the largest apparatus, and where direct railroad facilities were available for receiving and shipping heavy machinery. Five years ago a tract of 110 acres at the extreme west of the city of Chicago was purchased. Since that time, more land has been acquired, and extensions are now being built, which together with the buildings already completed, constitute the Hawthorne Works. Two railroad trunk lines, the Chicago, Burlington & Quincy, and the Illinois Central, cross the plant, and are provided with switch connections, while the Western Indiana Belt Line, the Manufacturers' Junction Railroad and the Chicago Terminal Transfer Railroad, give connection with all other [illegible] entering Chicago. The works consist at present of the following principal groups of buildings: The Office, the Pattern Shop, the Pattern Storage, the Foundry, the Forge Shops; and the Machine Shops, devoted to the manufacture of direct Rubber Plants, are located east of the Railway. In addition to these buildings, there is a gas plant, water tower, power plant, two crematory buildings, freight house and round house for locomotives. The driveways connecting all the buildings are paved with concrete block.

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HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED DECEMBER 31, 1906.

418,167. SCREW DRIVER. T. E. Copelin, Chicago, Ill.
418,185. CHURN. O. P. Jackson, Victor, Mont.
418,320. PERMUTATION LOCK. M. B. Mills, Chicago, Ill.
418,337. WRENCH. H. F. Kors, Virginia, Ill.
418,358. COMBINATION TOOL. W. Stowe and J. Uhl, Oro City, Colo.
418,360. DEVICE FOR DRIVING NAILS. F. H. Van Houten, Matteawan, N. Y.
418,400. DOOR LOCK. J. Connor, Whitestone, N. Y.
418,409. WASHING MACHINE. J. S. Headen and J. T. Boswell, Pleasant Hill, Mo.

PATENTS ISSUED JANUARY 1, 1907.

839,802. STAPLE PULLER. T. J. Alsop, Brooklyn, Wis.
839,811. HOSE NOZZLE. F. J. Christian, Syracuse, N. Y.
839,847. HINGE. G. Holden, Merchantsville, N. J.
839876. DOOR HOLDER FIXTURE. J. S. Naery, Lafayette, Ind.
839,877. KNIFE SHARPENER. B. Nichols, Seattle, Wash.
839,993. PLIERS. C. A. Fritz, Minot, N. D.
840,161. WRINGER SUPPORT FOR WASHING MACHINES. W. S. S. Rogers, Columbus, Ohio.
840,329. WRENCH. J. W. Hielscher, Kniman, Ind.
840,418. CARPENTER'S PLANE. W. F. Arnold, Oakland, Cal.

PATENTS EXPIRED JANUARY 7, 1907.

418,688. WASHING MACHINE. J. W. Bader, Red Key, Ind.
418,720. PRUNING IMPLEMENT. P. Hess, Iveyville, Iowa.
418,742. COMBINATION TOOL. W. J. McFreely, Mt. Vernon, O.
418,844. NAIL. W. V. Kay, Chicago, Ill.
418,846. GAS BURNER FOR STOVES, ETC. J. H. Keyser, New York, N. Y.
418,847. BENCH VISE. H. Liefer, Hinsdale, Ill.
418,848. STOVE GRATE. W. C. Metzner, Chicago, Ill.
418,851. COOKING STOVE. J. A. Price, Scranton, Pa.
418,884. PADLOCK. W. H. Bramble, Decatur, Ill.

PATENTS ISSUED JANUARY 8, 1907.

840,549. WRENCH. Henry D. Aupke, Sharpsburg, Pa.
840,564. WRENCH. Thomas W. Harber, Golden City, Mo.
840,580. COMBINED NAIL PULLER AND BAND CUTTER. Marion A. McMillan, Stedman, Cal.
840,711. KEY-FASTENER. Albert H. Puttcamp and Leamon H. Judson, Los Angeles, Cal.
840.843. WRENCH. Seaborne R. Griffin, Whigham, Ga.
840,872. COMBINED DOOR CHECK AND SPRING. John H. Shaw, New Haven, Conn.
840,873. LOCK. William E. Sparks, New Haven, Conn.

PATENTS EXPIRED JANUARY 14, 1907.

419,188. JAW TRAP. T. Donlon, Cortland, N. Y.
419,201. DOOR HANGER. A. T. Kingsley, Millport, N. Y.
419,387. MOP AND WRINGER. C. L. Westbrook, Reynolds, Ind.
419,412. CYLINDER CATCH FOR REVOLVERS. H. M. Caldwell, Worcester, Mass.
419,427. CLOTHES LINE AND CLOTHES PIN BOX. J. E. Eichner, Jr., Philadelphia, Pa.
419,431. KNOB ATTACHMENT. J. B. Finch, New York, N. Y.

PATENTS ISSUED JANUARY 15, 1907.

841,117. DOOR HANGER. John H. Burkholder, Ashland, Ohio.
841,131. BRACKET. George H. Dorken, Gevelsberg, Germany.
841,147. DOOR STOP. Ezra W. Hasenpflug, Geneva, Ohio.
841,185. WEATHER STRIP. Charles E. Saint Clair, Star City, Ind.
841,207. REDUCING WHEEL. Frank L. Wolfe, Medford, Mass.
841.209. LOCK. William B. Wykoff, Omaha, Neb.
841,246. WAGON JACK. John L. Hartnett, Fabius, N. Y.
841,248. PIPE JAW ATTACHMENT TO WRENCHES. John P. Hill, Phelps, N. Y.
841,269. DOOR HANGER. Henry B. Pitner, Olean, N. Y.
841,284. DEVICE FOR FASTENING KNOBS TO BOLTS. Daniel W. Tower, Grand Rapids, Mich.

OHIO HARDWARE ASSOCIATION CONVENTION.

Frank A. Bare, secretary of the Ohio Hardware Association, writes us:

The Columbus Convention outlook grows brighter every day. Our Hardware exposition is attracting great attention. Letters are being sent to every retail Hardware merchant in Ohio, urging him to come to the Columbus Convention prepared to buy goods and add new lines. We wish if possible to make the exposition a practical, profitable buying place. It gives the merchant an opportunity to study new lines under favorable conditions. Experiments and demonstrations can be carried on at this exposition in a manner that could not possibly be done in the merchant's store. The Question Box will be made a prominent feature of the coming meeting. National Secretary Corey will have charge of the Question Box. This insures unusual interest.

THE AVERY STAMPING CO.

The Avery Stamping Company, of Cleveland, Ohio, manufacturers of "Never-Break" steel hollow-ware, comment upon the Pure Food Laws, thus:

"Pure Food legislation will do most good when people observe sanitary principles in preparing their food. The purest food may be spoiled if unhygienic cooking utensils are used. Utensils should not absorb grease and carry over or impart flavors of burnt grease or previously cooked food. They should not chip or scale off, as the scalings get into the food. Noted foreign physicians, and lately a physician connected with a New York hospital, expressed the opinion that the use of cheap enameled ware has materially increased the prevalency of appendicitis and cancer of the stomach. The minute particles which are introduced into the human body while eating food that has been prepared in improper utensils, work all the danger. The statement was sent broadcast by the Associated Press and was published in the Medical Record of New York. We compliment the Hardware merchants upon the energetic advocacy of the highest possible standards and are pleased to note the effect of same upon 'Never-Break' steel ware, for the demand for same has never been so large in all our twenty years of manufacturing these goods."

TWO VALUABLE ASSISTANTS FOR THE TRADE.

American Fork & Hoe Co., Cleveland, Ohio, are sending out to the trade copies of two new books entitled "Tools and Their Uses" and "Selling Pointers," both of them being unique. The first-named is replete with information concerning Farm and Garden Hand-Tools, such as has never before been compiled and published. Several fine half-tone engravings are included in the contents, showing these various tools in actual use in the field or garden. The second named book relates to a feature of selling and advertising that has been greatly neglected, and is dedicated to clerks who aspire to become better salesmen, more valuable to themselves and to those whom they serve. Such pertinent subjects as the following are discussed at length: A Salesman's Worth, Opportunities of Retail Salesman, How to Study Salesmanship, How to Sell More Goods, How to Answer Objections, Getting New Customers, How Sales Can Be Boomed, etc. Copies of these books will be gladly sent upon application to the company, as above.

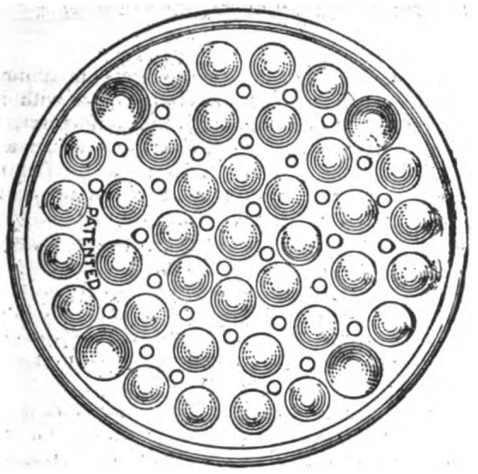
FARWELL, OZMUN, KIRK & CO.'S ANNUAL DINNER.

Farwell, Ozmun, Kirk & Co., St. Paul, Minn., gave their tenth annual dinner to their traveling salesmen and heads of departments on Thursday, December 27, at the Merchants Hotel. The evening was voted by those who attended as being one of the pleasantest of these occasions. There were about 125 present. A few remarks were made by President R. A. Kirk, W. A. Pier, of the Favorite Stove & Range Co.; T. T. Bacheller of *The Hardware Trade* of Minneapolis, and a number of invited guests, following which the assembly was treated to a very enjoyable entertainment of about an hour's duration. The programme of the dinner was issued in a very attractive form, on the cover of which is shown a remarkably clear snap-shot photograph taken in midsummer from the banks across the river almost directly opposite their new building shown in the foreground. It is a very graphic and interesting photo. The two larger openings shown in the lower corner of the imposing building in the photo, are the double-track entrance to the building, and driving entrance to the shipping room on ground floor. The Union Depot sheds are shown just one block east of the building. The company is just completing its first year in the new quarters, and take pleasure in stating that the building and its appointments have come up to the most sanguine expectations.

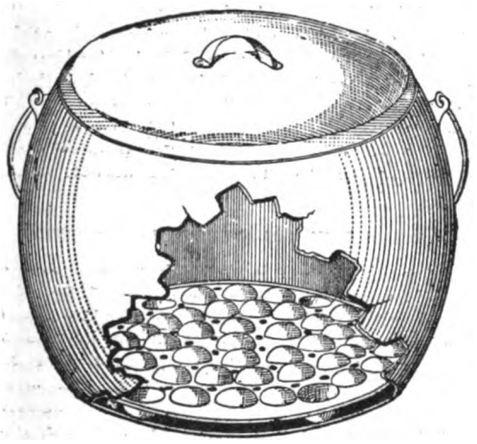
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THE STANDARD BOILER PROTECTOR.

The Kitchen Specialty Mfg. Co., Reading, Pa., are the manufacturers of the salable novelty in the domestic economy of the kitchen which we illustrate herewith. It is made in agate ware and tin, in sizes to fit all boilers, and among its many advantages may be mentioned: By its use there will be no burning of either victuals or of the boiler. Boilers last a great deal longer, as they do not need so much scouring, while the food is cooked in three-fourths the time. The Protector when placed in position in a cooking boiler is claimed by the maker to positively prevent the victuals from burning or sticking to the bottom of the boiler. It is made of agate ware or tin plate and indented in a manner that raises the food so far above the bottom of the boiler as to prevent all scorching and burning in the event of boiling dry. It can also be used for steaming purposes as well.



THE STANDARD BOILER PROTECTOR.



THE PROTECTOR IN POSITION.

MERCHANTS' AND MANUFACTURERS' ASSOCIATION ELECTS OFFICERS.

The Hardware Merchants' and Manufacturers' Association of Philadelphia at its annual meeting elected the following officers to serve for the ensuing year:

President, John R. Griffith; vice-president, E. S. Jackson; secretary-treasurer, T. James Fernley; board of directors, William W. Supplee, Charles Z. Tryon, Thomas Devlin, Ellicott Fisher, John R. Griffith, Charles M. Biddle, T. James Fernley.

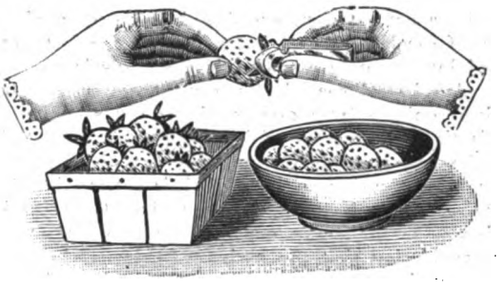
The twenty-first annual banquet of the Association will be held on Thursday evening, January 31, at the Bellevue-Stratford. Eminent speakers will respond to toasts.

THE "NIP-IT" STRAWBERRY HULLER.

Windsor Stephens & Co., Waltham, Mass., are the manufacturers of the improved "Nip-It" Strawberry Huller, of which we present an illustration. This ingenious device is manufactured from thin sheet steel of an improved form, for easily and quickly removing the hulls of strawberries without the fear of soiling fingers, or getting seeds or grit under the nails, avoiding all crushing of the fruit, and by taking out any soft spots the berries are kept in condition for table use. The device is nicely nickel-plated, and for display purposes on the counter a dozen are mounted on a card. It is designed for ready sale at an extremely moderate price, and is an especially "taking" specialty that becomes popular wherever it is introduced.



THE "NIP-IT" STRAWBERRY HULLER.



MODE OF USING IT.

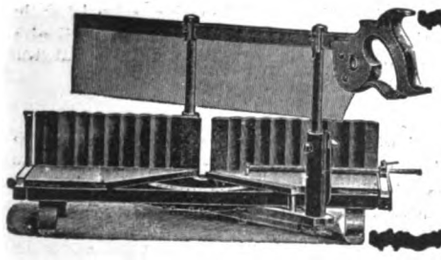
DIRECTOR OF WORKS APPOINTED FOR THE ALASKA-YUKON-PACIFIC EXPOSITION.

Frank P. Allen, Jr., an architect and engineer of wide experience, has been appointed director of works of the Alaska-Yukon-Pacific Exposition which will be held at Seattle during the Summer of 1909. It is the duty of the director of works to supervise all work done on the grounds, and after the exposition opens to have charge of the maintenance of the grounds and buildings.

Mr. Allen gained his exposition experience at the Lewis and Clark Exposition at Portland in 1905 where he had charge of the structural work. Mr. Allen was born in Grand Rapids, Mich., and has been an architect and engineer all his life. He secured his early training in his profession under his father, Frank P. Allen, Sr., who was a prominent architect. After taking a course in civil engineering at the University of Michigan he went to Chicago where he spent six years, specializing on structural work for bridges, railroads and large buildings.

At Portland he became a member of the firm of Lewis & Allen, consulting and constructing architects and engineers. He is manager of the General Engineering and Construction Co., of Seattle and Portland. The latter company has built the Waldorf and Perry apartment houses at Seattle, large concrete structures; and is building an immense warehouse on the water front. It also has the contract for the construction of four additional stories on the new Savoy Hotel.

The exposition grounds cover 250 acres of the unused portion of the campus of the University of Washington and border for more than a mile and a half on Lake Washington and Lake Union. The site has been pronounced by John C. Olmsted, the famous landscape artist, who laid out the grounds, as the most beautiful ever utilized for such a purpose. Mt. Rainier and Mt. Baker, with their perpetual snow peaks are in plain view. Twelve large exhibit palaces will form the nucleus of the exposition. Work on the grounds has already begun under the direction of Mr. Allen.



GOODELL MITRE BOX

Made entirely of steel. No more breaking. Its quality, durability and improvements make it the most desirable box on the market.

Send for circular and prices. GOODELL MFG. CO., Greenfield, Mass.

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OUR BRITISH LETTER.

LONDON, January 12, 1907.

THE MONTH'S TRADING.

During the month which has elapsed since sending you my last letter, retail trading in Great Britain has been somewhat disjointed, and the ordinary course of business interfered with, owing to the special efforts made by retailers in almost every branch of trade to secure some portion of what is generally termed Christmas trade. The holidays, too, have somewhat interfered with ordinary business, and the days succeeding Christmas have been quiet, and ironmongers, in common with other traders, have not yet commenced with any degree of energy the business of the New Year. Indeed during the first two or three weeks of January only casual orders, for goods actually required, are placed, and special efforts must be made if business is to be kept going. Ironmongers of the old school seem to accept this time of reaction as inevitable, and content themselves with balancing their books, making out their accounts, and, possibly, with squaring up some of their outstanding debts. The progressive trader, however, does not accept the inevitable rest from business, and seeks out how he may create new trade, wisely considering that the rush of Christmas business and its attendant profit would be minimized if he allowed the first few weeks of the New Year to pass by with his till empty and the pages of his new day-book blank.

The modern ironmonger, therefore, follows in line with the draper, boot-maker, and fancy goods emporium, and organizes a "special clearance sale." A very casual glance round the warehouses and showrooms of the average ironmonger shows the visitor with an enquiring turn of mind and an intelligent knowledge of the Hardware trade, that there are many things upon those shelves, in those cupboards, and in the glass cases, which are far from being desirable stock and cannot even by the widest strength of imagination be classed as salable goods. Indeed, the ironmonger is by no means exempt from accumulating residue at the close of every season, and it is increasingly desirable that he should make some effort to remove these old shopkeepers and make room for new goods, as well as release capital, so that he can go to the best market with cash in hand. This phase of modern trading is being realized more and more year by year, and I am pleased to be able to record that this Year of Grace 1907 has brought with it more ironmongers' sales than in the past, and at the present time many even leading ironmongers and those who have hitherto been considered somewhat conservative, are holding these after-season sales, and reducing the prices of the goods they wish to clear. Such sales are by no means as damaging to future business as they were formerly thought to be, because the greater portion of the goods sold under sale conditions go to strangers, and to those who have not hitherto been customers, or else they are secured by regular buyers, not because they actually require them, but rather because of the bargain prices which tempt them to buy. Indeed a competent authority upon the subject has recently stated that he has found by careful scrutiny that such sales increase the number of his regular customers, acting as a very satisfactory advertisement, bringing in new business during the year.

THE PROSPECTS FOR 1907.

The prospects for business during the present year are exceptionally hopeful. The metal market about which there has been such talk both in the United States and in Great Britain during the past few months has been almost an unprecedented boom; not so much from the fact that the prices have risen so rapidly and to such an extent, but that the advances have been due to an increased volume of business rather than speculation, and also to the fact that the boom in prices has been accompanied with increased trade in almost every department affected by the raw materials associated with the metal market. Manufactured Hardware is sold steadily throughout the whole of the home markets, and in scarcely any branch of the metal industries has the demand which received such an impetus a few months ago, slackened. Further, the export business of this country has been good during the past few months. It continues satisfactory at present, and the consensus of opinion among manufacturers and exporters is that it is likely to remain steady, if it does not actually increase during the year 1907. The demand for manufactured Hardware, which has been steadily increasing, has not hitherto affected the retail ironmonger to the same extent as the factor and shipper, as it is well known in commercial circles that a general boom in raw materials brings with it first an increased volume of trade benefiting the manufacturer, factor and shipper, but the fortunes of the retailer come in for a share of the benefits obtained at a somewhat later date. The manufacturer and the merchant have had the best innings so far in the present trade boom, but it is now the retailer's turn, and consumers, many of whom have benefited by larger dividends paid by manufacturing firms, and by the increased status of their sources of income, are now prepared to spend more freely in their own domestic requirements. Some of the wealthier are contemplating increasing their expenditure, possibly re-building their houses, or fitting them up with more up-to-date appointments.

Then the improved status of the engineering trades and the manufacturers of Hardware generally have produced steadier employment, and better wages for the industrial classes, and the erection of new works, which have been going on for some months past, has caused developments in retail centres of commerce. All these matters are factors in the coming trade, and materially improve the prospects of 1907 retail Hardware trading. Such prospects, although primarily affecting the home markets, must to a certain extent improve the manufacturing industries in the United States and other countries, and will eventually lead to larger orders being placed for domestic appliances, and the thousand and one things that British Hardwaremen handle and buy through merchants and factors having their origin on the other side of the water. There can be no doubt, therefore, that the retail trading for 1907 will benefit manufacturers, merchants, and shippers in the United States proportionately with the increased volume of trade in the home markets in this country.

THE ADVANTAGES OF MODERN MACHINERY.

Perhaps one of the most striking features in connection with the improved status of trade is the desire of British makers to adopt the most up-to-date schemes of modern plant and machinery, and many of the machines and appliances made in America are found acceptable in the engineering and machinery workshops of Great Britain. Just as a few years ago the retail ironmongers of this country woke to the necessity of rebuilding their shops, putting in new plate-glass fronts, adopting the use of air-tight glass cases and other schemes so necessary to modern retail trading, they are now turning their attention to their workshops. The traditional ironmonger's workshop as it was in the seventeenth century, consisting of a few wooden benches, a wooden hollowing block, and some remarkably antique tools known as kettle horses, stove pipe stakes, and similar primitive contrivances, satisfied the ironmongers until the close of the nineteenth century.

In fact it is scarcely more than a quarter of a century ago since the general ironmonger thought it necessary to introduce modern machinery. Here and there some of the more advanced ironmongers have laid down plant and brought power to bear upon the few machines they use instead of the hand mechanism of former days. Even yet turning latches are worked by foot power, and some grinding machines turned by the aid of a large fly-wheel something like an old-fashioned chaff-cutter wheel. The bellows are worked by hand, and the spinning jenny and the bottom turning machine are operated by the same man who guides the can or other article being fashioned. Now, however, it is felt that home-made tin-ware can only be produced by the aid of better machinery and improved tools. As I have stated, there is undoubtedly a wave going over the country, and a general inclination on the part of ironmongers to adopt these modern contrivances, and in the satisfaction of such needs the manufacturers of the United States of America, who have been noted for so long a time past for their beautifully contrived and well-finished tin-plate machinery, will undoubtedly come in for a large share of the new business.

◆

There is only one class of men in the retail business which is more to be pitied than those who do not advertise. This is the class which runs one ad. from one year's end to another, for this class not only gets no good from such an ad., but also parts with its good money.

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REVIEW OF THE MARKETS.

WIRE NAILS: While there is not quite so much new business in this line as there was last month, there is enough to still keep deliveries in the background. The specifications now being received are generous enough to put the home stock in shape for business. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers	$2.00
Carload lots to retailers	2.05

New York.—As is usual at this time of the year, the local demand is only a moderate one. The market is firm under the circumstances; New York quotations are on the following basis:

To retailers, carloads on dock	$2.19
Less than carloads on dock	2.33
Small lots at store	2.30

CUT NAILS: The Cut Nail Association had their meeting without changing prices. The mills are still several weeks behind in filling orders and making deliveries, so that the jobbers' stocks still lack sizes to make the assortments complete. Demand is good. Quotations are as follows, f.o.b. Pittsburgh:

Carload lots to Jobbers	$2.05
Less than carloads to Jobbers	2.10
Less than carloads to Retailers	2.20

Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 10 cents advance on Steel Cut Nails.

New York.—The local demand is limited to the natural business to be had in the market, which is only moderate. Quotations from jobbers are on the basis of $2.30 for small lots from store.

BARB WIRE: Stocks now are expected to be in order for an early trade, so jobbers are sending in liberal specifications and urgent requests for an early delivery, with a view to expedite the result. The mills are still behind in filling orders, although the new business is not extravagant. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galvanized.
Jobbers, carload lots	$2.15	$2.45
Retailers, carload lots	2.20	2.50
Retailers, less than carload lots	2.30	2.60

SMOOTH FENCE WIRE: The filling of specifications on previous contracts is the largest amount of business on hand at the mills, the mills being somewhat behind on deliveries, the car shortage contributing largely on all wire products to cause delay. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.85
Retailers, carloads	1.90

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

STANLEY RULE & LEVEL COMPANY: A new schedule of prices, covering a greater part of their product, has been issued by the Stanley Rule & Level Company, New Briatin, Conn. Advances are shown in numerous styles of Rules, Squares, Levels and Planes, but the feature of the schedule is that it consists of net prices, and the system of discounts has been virtually done away with by the company.

SHOVELS: Following the withdrawal of quotations on Shovels by the constituent companies of the Ames Shovel & Tool Company, higher prices have been announced by these and several other prominent producers of the line. Quotations represent advances of 5 per cent. in first and second grade goods, and 10 per cent., or nearly 50 cents per dozen on Shovels of the third and fourth grade. Some manufacturers, however, state that their prices remain unchanged.

HORSESHOES: New prices announced by the manufacturers are $3.65 per keg for Steel and $3.90 for Iron Horseshoes to quantity buyers, with a concession of 10 cents per keg on carload lots. To other buyers the price is $3.85 for Steel and $4.10 for Iron Shoes. These changes represent an actual advance of 10 cents per keg on carloads and 20 cents on less than carload lots.

ROPE: The following prices may be said to represent the market:

	Cents per Pound.
Pure Manila, 7-16 and larger	12¾ to 13½
B Quality Manila	11¾ to 12½
Pure Sisal, 7-16 and larger	9¼
No. 2 Sisal, 7-16 and larger	8½ to 8¼
No. 1 Jute, ¼ and larger	8½ to 9
No. 2 Jute, ¼ and larger	8 to 8½

Less ¼ cent to the large trade.

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels	43 cents per gallon.
In lots of 5 barrels or more	42 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil. 2 cents per gallon higher than raw.	
Regular Boiled Linseed Oil. 1 cent per gallon higher than raw.	
Calcutta Oil	70 cents per gallon.

THE ALBANY TRADE.

Based on orders already taken for Spring delivery, indications point to activity and volume in business. The steady and firm condition of the market, the plans already outlined for State and municipal work, the building of new houses to accommodate the influx of people to the cities and large towns presage an early and busy season.

The fitful weather thus far this Winter, jumping from zero to almost Summer-heat and vice versa with plenty of rain and but little snow, has tried the patience of man and beast, lessening sales in some lines, but increasing in others that thus escape being carried over. The ice-crop is important in this section and but little thus far has been harvested. Another month, however, can usually be counted on for the last act of the Winter drama, and the curtain may be rung down mid ice and snow with overflowing ice houses along the river front. This would mean good sales in tools and many supplies for the dealer who is eager to turn merchandise into the ready money with which the harvester is usually supplied.

Difficulty in obtaining reasonably prompt shipments is still the complaint, and scarcity of goods begets the question of "have you got it" and "how many," rather than "what's the price." It will take unusual care in ordering now to provide the needful in goods when the season finally opens, and "shortages" may require another name to correctly describe the back orders. Hence, the careful study of the inventory will be interesting and necessary.

Let us hope that the right side of the ledger may show that the labor and unusual care of the past year has brought its proper reward. ALBANY HARDWARE AND IRON CO.

THE CLEVELAND TRADE.

Most of the manufacturers have been slow to believe that the advance in iron and steel would be permanent, and yet 1907 finds prices still advancing. What is being done with such immense quantities is an interesting question. The trolley roads invading the country, East, West, North and South, have created an immense new demand and the automobile craze is adding to it. Steel cars is largely a new industry and the increased bridge building for trolley roads, with the increased use of steel in erecting buildings, goes far in answering the question. This verily is the age of steel and iron. What of the future? Trolley roads are only in their infancy and the demand for rails for their use is sure to increase, and the million new inhabitants added to the country yearly must be housed. Steam roads must add to trackage if they are to keep pace with the demands upon them. Will not the pace slacken? Yes, but the steel and iron industries are not likely to be in the paupered class again. They will not be commanded by other business. They are too stalwart to droop in the shade, and panics will not disrupt them. They may be benefited by legislation, but are not dependent on it. The

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASP S

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — NICHOLSON FILE CO., - Providence, R. I.

world's work requires iron and steel, and if less is demanded for a time mills will not be bankrupted by waiting. They will not be compelled for financial reasons, to destroy the value of their product by oversupplying the market. Change in price, when it comes, will not be radical. That there is a limit it is sure to prevent an under-estimate of its value, and the increased value caused by delay may compensate for delay in realizing on it. To be in condition to chose the time to sell, is a safety valve new to the steel and iron industry, and will prove of immense value to the country. THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURGH TRADE.

Sales for the first half of January are just about the same as for the corresponding period of 1906. The mild weather which prevailed cut off the demand for Winter goods, and the depth of mud in the country roads prevented country merchants from hauling in their heavy goods, and the farmers from reaching the stores. Colder weather arrived on the 16th inst., so that seasonable goods will again be called for. There is a general feeling that we shall have a very busy year, and we can see nothing to prevent this expectation being realized.

LOGAN-GREGG HARDWARE CO.

THE SAN FRANCISCO TRADE.

The Hardwaremen of Spokane, and, in fact, all the larger business firms of that inland coast territory, are girding themselves for a battle royal when the Interstate Commerce Commission convenes in that city next week. The Chamber of Commerce and the Spokane Jobbers' Association have the matter in hand, and the municipality is aiding with a substantial cash grant for the conduct of the case. The question at issue is Spokane's demand for a readjustment of trans-continental freight rates so that the Spokane country will be on a parity with Portland and Puget Sound terminals. Spokane pays in the majority of instances higher rates on trans-continental freight than do Portland and Sound terminals, although the haul is 400 miles shorter, and this construed injustice to them, say several representatives of strong Hardware companies in Spokane, is what we are going to strenuously ask the Interstate Commerce Commission to rectify. The defense, in a nutshell, is that railroads are justified in charging the lower rate for the longer haul, because of the competition of water haul.

The New Year wish of the decent people of San Francisco is that they might have a mayor like the one who is now serving his second term for the city of Oakland on the east side of the bay. This east side official is a remarkable man on this coast, and his name is Frank K. Mott, proprietor of the Mott Hardware Company, one of Oakland's three large liners in the trade. Reorganization is now going on in Oakland's City Water Company, a $12,000,000 institution, according to its recent sale, and last week this company's finance committee called on Mott, the Hardwareman, with a proposition that he become the water company's president at an annual salary of $12,000 guaranteed for five years. This offered compensation is three times more than attaches to the mayoralty office. Mr. Mott took the matter under advisement for three days and then notified the company that the plans he had been moulding into shape for many months for the laying out of city parks and boulevards, and otherwise beautifying Oakland, had been approved by the people's vote of $1,000,000 for the purpose, and that the forwarding of this business to completion would require the mayor's close and active attention for some considerable time; besides I have a Hardware business to look after, all of which appeal to me so strongly that I feel I must respectfully decline your appreciated offer of the presidency of your water company.

State Mineralogist Aubury predicted for the writer to-day that the statistics of the copper output of California in 1906, a rapidly growing industry in which several of our foremost Hardware and steel men are largely interested, will show that all previous records of the State were beaten by many millions of pounds. The figures will not be compiled until June, but the State official has approximate information as to what they will be. Incidentally Mr. Aubury said: "The compilation of statistics we are making will show California's production for the year 1906 more than $1,500,000,000 in gold alone.

Northern California Hardware dealers are planning to effect an organization embracing as members all of the State Hardware and Implement Associations of the Pacific Coast, forming one large organization. Within a few days E. W. Evenson, secretary of the Inland Empire Hardware Association, will issue a call for a meeting of all Hardware and implement dealers of the coast, to be held at Portland, February 11, for the purpose of organization. The organization will be named "The Pacific Federation of Hardware and Implements Dealers' Associations."

When this letter is half-way on its journey to the editor of HARDWARE The Inland Empire Implement and Hardware Dealers' Association will be convening in Spokane to hold its third annual convention.

The California Hardware dealers of the Southern portion of the State are enthusiastic over the proposition, advanced some time ago, of holding the next convention of the California State Retail Hardware Association in Los Angeles. According to the association's by-laws "meetings shall be held in San Francisco."

IMPROVED CARPENTERS' TOOLS

STANLEY RULE & LEVEL CO

A TOOL THAT'S STAMPED STANLEY IS THE BEST OF ITS KIND

SOLD BY ALL HARDWARE DEALERS

NEW BRITAIN, CONN., U.S.A.

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but under conditions produced by earthquake and fire, prudence is dictating some other city for the next convention. The Southern dealers feel that the holding of the convention in Los Angeles, would stimulate the association work in the South and are ready to guarantee a large attendance from all sections.

INDUSTRIAL PRESS ASSOCIATION.

NORTH DAKOTA HARDWARE ASSOCIATION.

In regard to the convention the above Association intends holding at Minot February 5, 6 and 7, not having as yet a complete programme blocked out, the secretary sends us the following summary:

PROGRAMME

TUESDAY, FEBRUARY 5, 1907.

The entire Afternoon Session will be an *Executive Session* for members of the Association or vouched for Hardware Merchants. Every Hardware Merchant in North Dakota is especially invited and requested to be present during this entire session.

2 P. M.—Reception of Members; Enrollment of New Members; Payment of Dues and Distribution of Badges.

2:30 P. M.—Session Called to Order by the President.

Appointment of Committees.

Collection of Railroad Certificates.

Annual Report of Secretary.

Report of Auditing Committee.

Report of G. W. Wolbert, representing the National Retail Hardware Association.

Opening of Question Box.

Discussion on "Good of the Order."

WEDNESDAY, FEBRUARY 6.

MORNING SESSION—9:30 A. M.

9:30 A. M.—Reception of Members; Enrollment of New Members; Payment of Dues and Distribution of Badges.

10 A. M.—Convention Called to Order by the President. Opening Prayer—Rev. N. E. Ellsworth.

Address of Welcome—Hon. D. C. Greenleaf, Mayor.

Response for the Association—Prest. H. F. Emery.

Address—"Credits"—F. L. Macomber, Manager of Credits, Hibbard, Spencer, Bartlett & Co., Chicago.

AFTERNOON SESSION—2 P. M.

This entire Session is assigned to the Jobbers and Manufacturers, and will be occupied by them in addresses and General Discussions.

Session Opened.

Musical Selection, by J. B. Freye, Chicago.

Appointment of Additional Committees.

Report of Special Committees.

Discussion.

EVENING—8:15 P. M.

Entertainment in Jacobson's Opera House, tendered by Commercial Club of Minot.

THURSDAY, FEBRUARY 7,

On Paints. As the discussion "on Paints" in our 1906 meeting created so much interest the Committee having in charge the arrangement of this programme have, by request, set apart this day for further discussion of the subject, and the terming it Our Paint Day (not red).

MORNING SESSION—9:30 A. M.

A Talk on White Lead—Its Advantages as a Paint Pigment—By a Representative of the National White Lead Company.

Address, with Demonstrations and Illustrations—"Sublimed White Lead, a Fire Process Lead Pigment," by L. S. Hughes, Chief Chemist Picher Lead Company.

Discussion.

AFTERNOON SESSION—2 P. M.

Paper—"On History and Composition of Paints," by Maximilian Toch, of Toch Brothers, New York.

Address—"Pure Paint Law of North Dakota"—Prof. E. F. Ladd, Professor North Dakota Agricultural College, and Commissioner in Charge of Pure Paint Law of the State.

Discussion.

Selection of Next Place of Meeting.

Report of Committees.

Election of Officers.

Adjournment.

NOTE.—At the close of this Session there will be a short meeting of the Executive Committee.

In addition to the above the railroads have granted a special rate for the meeting, the "Soo" line naming one fare for the round trip and the other roads in the State a fare and a third on the certificate plan.

Secretary C. N. Barnes states: "We never before received word from so many of our members who propose attending the meeting as we have this year, and from every indication it is going to be the best in the history of the Association. Our growth in the past year has been larger than in any year since we organized. We have added 100 members during the last twelve months, which we consider almost phenomenal in a State where there are comparatively so few Hardware dealers as there are in North Dakota. We feel that the programme we have arranged for the different days of this meeting is going to make it very instructive as well as very profitable to every one who attends. As will be observed, the last day is devoted entirely to the Paint subject, and as we have several distinguished speakers who will be with us, we know the day cannot help but be very profitably spent.

DEATH OF T. HENRY ASBURY.

T. Henry Asbury, president of the Enterprise Mfg. Co., Philadelphia, Pa., died at his Winter home in Clearwater Harbor, Fla., on Friday, January 11. Born October 19, 1838, in Birmingham, England, he started in early life to carry out a motto which throughout all his career has been his ideal, "Aim high, aim true." He left his home in England when eighteen years of age against the protests of both of his parents.

After a very stormy passage of over seven weeks he landed in Philadelphia. His first position was with T. Stewart, machinist, at a salary of $5 per week; he later found employment at Sharp's Rifle Company and remained there until the panic of 1857.

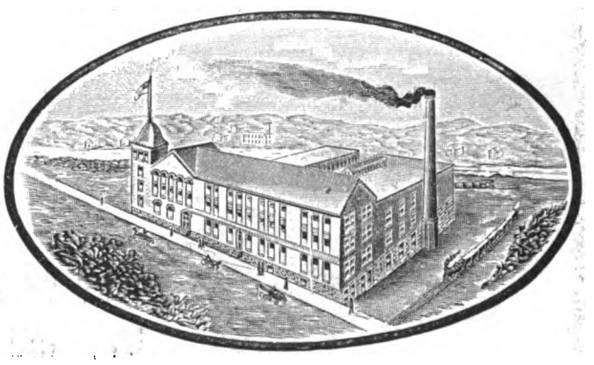
When the war broke out, the late Henry Disston induced Mr. Asbury to accept a position as foreman in his works. It was while in this capacity he employed John G. Baker, who afterward associated himself with Asbury & Co. Mr. Baker invented a self-measuring Faucet for drawing and measuring molasses, heavy oils, etc., which this firm made and sold in large quantities. Realizing at this time the advisability of a selling organization in connection with the manufacturing Mr. Asbury combined Asbury & Co. with Smith, Seltzer & Co., who were then wholesale Hardware jobbers, and organized the Enterprise Mfg. Co. on September 8, 1866. Small quarters were secured at American and Dauphin Streets, and a small machine shop and foundry were built. The business steadily grew until now its output is shipped to all parts of the globe and over 800 people are employed.

Mr. Asbury was a man of keen judgment and always believed that it was a waste of time to make anything but a first-class article. Mr. Asbury's home life was ideal. In the early eighties, with a family of five children, he purchased a large tract of land in the suburbs of Philadelphia, believing that such investment would be wise, as was demonstrated later, and also that his children might make their several homes near him.

Mr. Asbury is survived by his widow, two sons, Charles W. and Harry E. Asbury, and three daughters, Mrs. C. E. Gadbury, Mrs. A. C. Harmer and Mrs. N. H. Rand. Charles W. Asbury occupies a conspicuous and influential position in the trade as president of the American Hardware Manufacturers' Association.

E. A. PFLUEGER.

The attention of the trade is especially called to the fact that E. A. Pflueger, Akron, Ohio, who has been connected as secretary and treasurer with the Enterprise Mfg. Co., of that city, since its organization, has resigned his position with that company, and has organized the undersigned company, to the success of which he is now devoting his attention. The two companies bear no relation to each other, but are entirely separate and distinct, each being engaged in business upon its own account. They are pushing forward the equipment of their plant as rapidly as possible, and an illustrated catalogue of Fine Fishing Tackle will be mailed to the sporting goods trade as soon as ready.

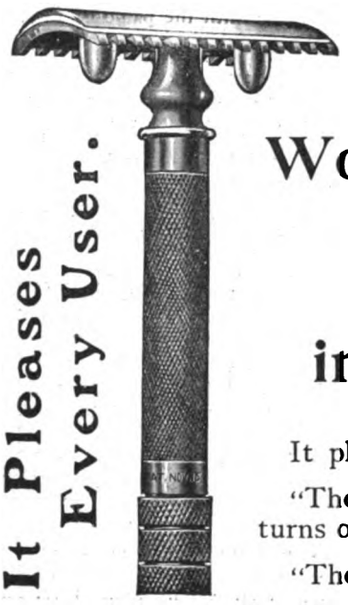


The new plant shown in the electrotype herewith is located at the intersection of North College Street and Pennsylvania Railroad. Machinery is now being installed and it is expected to be in operation by the first of March, 1907. The factory is a brick building, three stories and basement, 60 by 140 feet, equipped with 100 horsepower boilers and engine; also electric lighting plant, making it the largest plant in the United States devoted to the manufacture of Fishing Tackle. The business will be under the direct management of the president of the company, E. A. Pflueger, who is known all over the United States and Canada through his connection with the Fishing Tackle trade for the last twenty-five years.

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Gillette Safety Razor

NO STROPPING NO HONING



The Most Wonderful Selling Razor in the World



It pleases every customer, who in turn brings a new customer.

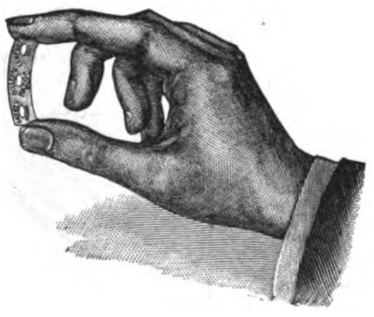
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

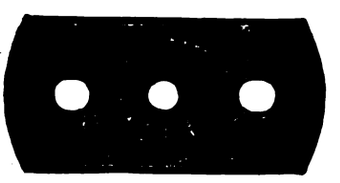
12 BLADES, 24 SHARP EDGES,

Every blade will give from 20 to 40 close, smooth, comfortable shaves.

Triple silver-plated set with 12 blades $5.00.
Quadruple gold-plated set with 12 blades $10.00.
Quadruple gold-plated set with 12 blades and monogram $12.00.
Standard combination set with shaving brush and soap in triple silver-plated holders $7.50.
Other combination sets in silver and gold, up to $50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.



Sold by Leading Drug, Cutlery and Hardware Dealers.

We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.



GILLETTE SALES COMPANY,

Times Building, - - New York City

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JOSEPH RODGERS & SONS, LTD.

Alfred Field & Company, 93 Chambers Street, New York, who are the sole agents in the United States for Messrs. Joseph Rodgers & Sons, Ltd., No. 6 Norfolk Street, Sheffield, England, make public the following, which is being distributed to the trade in their interest:

Messrs. Joseph Rodgers & Sons, Ltd., of No. 6 Norfolk Street, Sheffield, desire to bring under notice of the trade and all customers generally that there has recently been a considerable amount of piracy in connection with their name and mark, and that various attempts have been made to sell cutlery which is not the manufacture of their long-established house, which was founded in 1724.

Under these circumstances Messrs. Joseph Rodgers & Sons, Ltd., have been obliged to take action, both at home and abroad, in defense of their rights, which they have done with complete success, and they desire to bring under the notice of the trade and customers generally the following facts:

They proceeded recently against Messrs. Hearnshaw Bros., of Sheffield, who claimed to sell cutlery marked "Rodgers Bros.," a name which the firm had purchased in connection with an edge tool business only, and the company were successful in obtaining a perpetual injunction in the High Court of Chancery, which was granted by Mr. Justice Buckley, and in connection with which an enquiry as to the damages suffered by Messrs. Joseph Rodgers & Sons, Ltd., were ordered to be taken against the defendants.

The company desire particularly to call your attention to the fact that in this case, after abundant evidence with regard to the trade of the company in all parts of the world, the learned judge held that "Rodgers Cutlery" had acquired the meaning of cutlery manufactured by this company, and the effect of this decision is, that it is unlawful for anyone to deal in cutlery other than that manufactured by this company (even if it bears legitimately the name of some firm in which the word "Rodgers" forms part) as "Rodgers Cutlery," which name can alone be applied to Joseph Rodgers & Sons Limited's productions.

Another action has been brought against one Joseph Rodgers Simpson, who was marking cutlery with the name "Joseph Rodgers Simpson & Son" in such a way as to pass off his goods as and for the manufacturers of Joseph Rodgers & Sons, Ltd., and who had made very prominent the name "Joseph Rodgers" and who had added the words "& Son" to his name, and a perpetual injunction was granted to Messrs. Joseph Rodgers & Sons, Ltd., by Mr. Justice Buckley.

In connection with the last-mentioned action it was discovered that one Harris Wolfson, carrying on business in London, had been selling cutlery manufactured by Mr. Simpson as "Rodgers Cutlery" and with the consent of the defendant a perpetual injunction was granted against him by Mr. Justice Swinfen Eady.

The above are three recent instances (among many others) of action taken by Messrs. Joseph Rodgers & Sons, Ltd., in protection of their rights, and notice is hereby given that they will in every case where it is brought to their notice that their rights are being infringed take immediate steps against the person or persons offending, and they desire specially to call the attention of their customers to the fact that they are the only firm entitled to describe their cutlery as "Rodgers Cutlery," and those desiring to purchase the well-known article which is universally known as "Rodgers Cutlery," namely, the productions of Joseph Rodgers & Sons, Ltd., are warned against unscrupulous middlemen who may attempt to sell them inferior manufactures under the name of "Rodgers Cutlery."

Messrs. Joseph Rodgers & Sons, Ltd., trust that this notice will be a safe-guard to those who desire to purchase and deal in their well-known manufactures.

The company will be greatly obliged if any customer, who finds that he has been led into purchasing "Rodgers Cutlery" which is not of the manufacture of their old-established house, will bring the matter under their notice, so that immediate proceedings may be taken to protect alike the interests of their house and of the public at large.

CONFESSIONS OF AN AUTO.

Monday: Just out of the shop. I'm supposed to be worth $2,000, but I feel like thirty cents.

Tuesday: On exhibition. Been admired by three blondes, four lawyers, one clubman and a retired sea captain.

Wednesday: Sold to a man who couldn't afford to buy me. But he did. His wife is trying to get into suburban society.

Thursday: Gee, but I feel mad in my bearings. Also, I believe I've got wind in my carbureter. Man tried me to-day. Went for ten miles and then I laid down. Sent for agent. Agent too busy to come. Having troubles of his own.

Friday: The trouble with me was, I wasn't assembled right. I came out in a lot of 200, and they had to hurry over me. It's tough to be an invalid so young in life.

Saturday: Man took me out again to-day. Oh, my, I should hate to feel the way toward any human being he does toward me! First he was stuck on me, and now he says he's stuck with me.

Sunday: The trouble with me is that I have a dose of malaria. It gives me that tired feeling. I had to be towed home by a watering cart. Never expected to be so near a water wagon as that.

...onday: Man advertised me for sale to-day.

Tuesday: Guess I was mistaken about what my owner thought. By the way he praised me to a possible purchaser, he loves me better than anything on earth.

Wednesday: Sold again at half price. Man who bought me has been trying to run me ever since.

Thursday: Here I am again at factory. By Jove, they're going to take out my appendix!

Friday: Operation was successful. All I took was gasoline.

Saturday: Full of ginger. Went a thirty-mile clip all day. New owner much pleased.

Sunday: Sick again. My crankshaft has neurosis, I guess. Man changed my clutch too soon—curse him!

Monday: Traded for a horse.

Tuesday: Back at factory. These visits are getting too frequent.

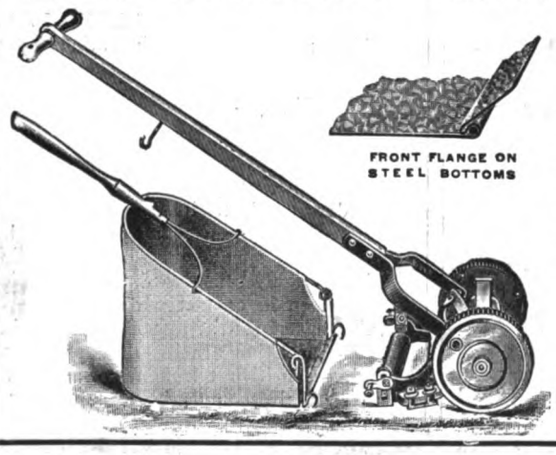
Wednesday: New owner impatient.

Thursday: New owner had me out. Ran into a wagon of bricks.

Friday: And to think I should end my days in a scrap heap!—Ex.

LUTHER BROS. CO., North Milwaukee, Wis., are sending out to the trade some very attractive literature pertaining to their various products in the shape of little folders. They are distributed for the purpose of making known the merits of the Fire Fly Sharpener, Challenge Hand Sickle and Tool Grinder, Carbo Diamond Sharpener, "Best Made" Sharpener and Grinder, Electric Diamond Grinder, Luther's Bi-Pedal Tool and Sickle Grinder, the Newman Special Tool Sharpener and Sickle Grinder and Reed's Carborundum Grinding Stand.

EASY EMPTYING GRASS CATCHERS



are now made with

Galvanized Steel Bottoms

having adjustable Front Flange, as well as with regular duck bottoms. Made in two sizes, which fit any size or make of lawn mower and are guaranteed to give entire satisfaction.

Sold through Hardware Jobbers.

◆◆◆◆

Manufactured by

The Specialty Mfg. Co.

St. Anthony Park, Minn

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Joyce-Cridland JACKS

Are Made in 50 Standard Sizes and Types for Every Railway and Machine Shop Use, House Moving, etc.

We have made jacks for 30 years and we wish to show you that we make them right.



We have our own steel casting foundry and oil-fired annealing and case hardening furnaces. Not an ounce of cast iron is used in any Joyce Cridland Jack and all working surfaces are machined. The lifting bars are case hardened, the gears are of 40 carbon steel, and all pins are hardened and ground tapering in a universal grinder. Other makers use straight pins, which ream out their holes when driven in. All heavy forging is done on a two-direction hydraulic press using special dies. Tempering is done in oil baths.



In designing, we seek to keep down complication and to increase safety; for instance, our 30-ton Geared Lever Jack has but 26 parts, counting keys, screws and all, while another make has 61 parts. We rate our Jacks conservatively. Others claim 15 tons on a 1 3 16 in. fulcrum, while we have only ¾ in. fulcrum, and the same length of lever. We test every one of our jacks on a Hydraulic Testing Machine and know that they will raise the rated load easily and carry an overload two times as great safely.



Our line may be classified under **Lever Jacks, Geared Jacks, Screw Jacks and Hydraulic Jacks.**

Our **Lever Jacks** contain only three moving parts—the bar, the pawl, and the gear and lever.

Our **Bell Base Screw Jacks** are better than the ordinary "jack screws." The screw is protected from dirt, and the head has three openings to receive the lever, equal to a ratchet with six teeth. We also make **Ball-bearing Screw Jacks, Rapid Movement** and **Double Movement Screw Jacks,** which save time, and **Telescoping Screw Jacks** having a high lift. Our **Traversing Screw Jacks** are handy for shifting heavy machinery. Hydraulic Jacks will be described later.



Tell us what you want to use a Jack for, or ask for our Catalog "H."

The JOYCE-CRIDLAND CO.

DAYTON, OHIO.

KEEPING UP STOCK.

Make it a rule with every employee, from the office boy up, to report at once any line of goods that is out or getting low and teach them as far as possible what your experience has taught you is "low" and what is "enough" in your trade. Otherwise where several clerks are employed one of those unexpected little runs upon an article will sell you out before you know it and probably turn several disappointed customers away into the bargain.

A system of immediate reports insures a constant warning as a run on any line begins to deplete it, a good method being to supply each clerk with cards for the purpose. When a sale is made and the cash is sent to the cashier the clerk should at once fill out a "depletion card" and send it in. The system, properly worked out to meet the needs of individual establishments, keeps its head in more constant touch with what is going on through the day than the more delayed report in its usual form.

Not only should these "depletion cards" be closely watched by the buyer, or whoever is responsible for keeping up the stock, but by the advertising man as well. He will get many points and suggestions that will greatly influence his own work.

WHERE THE WORLD'S NICKEL COMES FROM.

One of the most valuable metals of commerce is nickel. Gold is where you find it—and so is nickel. Up to the present time, nickel is found only in two places—Eastern Australia and in the region of Sudbury, Ontario. These Canadian nickel mines were discovered by accident, and for years went begging for recognition—no one seemed to know the metal had any value.

When the Canadian Pacific Railway was building its main line through Western Ontario, the graders cut through a rock formation carrying both copper and iron. This was a point north of Georgian Bay, now known on the map as Sudbury.

The per cent. of copper in the rock was small, running from two to three per cent., but it was sufficiently rich to warrant an attempt at development. The Canadian Copper Company was formed, and the Copper Cliff mines opened up. The ore was shipped, some to Wales, and some to the copper reducing works in New Jersey.

Combined with the copper, was another metal besides iron. No one seemed to know what it was. It was new to the experts, both at the mines, and at the reduction works. So the New Jersey smelter allowed it to run off with the slag. Not so with the Welshmen—they knew the metal and also knew its value. Like good business men they kept their secret and bought all of this particular copper ore they could get—the nickel was worth more than the copper—and it was clear profit. But the secret at last came out, and the Sudbury copper mines became the greatest nickel mines in the world.

The mines at Copper Cliff, a few miles from the present town of Sudbury, resemble the ordinary copper mines—the shafts have already reached a depth of 1,200 feet—and the nickel-copper bearing vein shows no sign of exhaustion. The Creighton mines, however, are like the mines of the Mesaba iron range—vast excavations where the steam shovel has laid bare acres upon acres of rich ore—there seems to be no limit to the amount. The ore runs about two per cent. copper, six per cent. nickel, 40 per cent. iron and the rest mostly sulphur. After reduction, a ton of ore will turn out about 120 pounds of nickel, which now bring 40 cents per pound.

The ore is partially reduced at the mines. It is crushed and screened, then spread out over vast beds of cord wood—acres in extent. Fire is applied, and the ore roasts for sixty days. This process drives out most of the sulphur leaving the metals in a form called matte. This matte is shipped to the refining works in Constable, N. J., where the nickel of commerce is made.

INVENTS LAMP THAT TALKS.

Two new and unique inventions have been secured by Managing Director Niesz for the electrical show announced for the Coliseum, London, January 14 to 26. One of these is an incandescent lamp that lights when it is spoken to; the other is a talking arc lamp. They are the inventions of Frank Moulan, star in "The Grand Mogul." While there is no practical use to which either of these inventions may be put they demonstrate the wonders of electricity.

The incandescent lamp that talks, however, is a reality. The device is a simple one—just an ordinary telephone transmitter with a highly sensitive diaphram, which vigrates to such an extent when in contact with the human voice that it touches the wire that starts the motor for the lights.

The speaking arc lamp is also a reality. It is wired from a highly sensitive telephone transmitter into which the voice is injected, the sounds being audibly reproduced from the sputtering carbons of the lamp.

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WE HELP YOU SELL

Pitkin's Barn Paint. We help by our big advertising in the leading farm journals. All inquirers interested in painting are turned over to our nearest dealer who makes the sale. We help by giving you attractive signs, both little and big, for both indoor and outdoor use. We help—if you wish—by writing ads for your local paper or furnish ing electros for the same. We help by giving you booklets and cards for distribu tion or mailing. We help by writing to parties whom you have gotten interested and yet are hard to land. Selling Pitkin's Barn Paint is both easy and profitable—why not investigate right now?



GEO. W. PITKIN CO.,
Chicago, U. S. A.

Originators of Barn Paint. **Founded 1868.**

Ellis Adjustable Wrench "4 IN 1"

More than one dealer remarked at the ease with which we sold the Ellis Wrench at our booth in the Madison Square Garden Automobile Show last week.



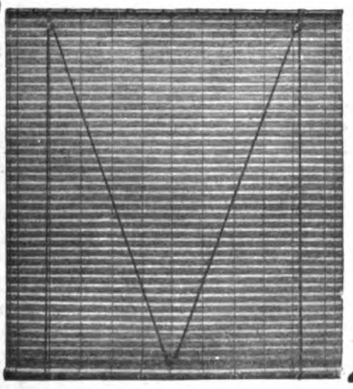
One of the best paying specialties a dealer can carry.

Write for circular.

PATTERSON, GOTTFRIED & HUNTER, Ltd.
146-150 CENTRE ST. (Cor. Walker) NEW YORK.

Machinery
Metals
Hardware
Tools and
Supplies

Komi Green Painted Porch Curtain



You should have a good stock on hand of this profitable seller before the rush comes.

They are made and painted of the best material, fitted with iron non-rusting pulleys, ready to hang.

All sizes for all kinds of porches.

SEND FOR CATALOG AND PRICES TO-DAY.

R. H. Comey Company, CAMDEN, N. J.
PHILADELPHIA: 1200 Chestnut St. CHICAGO: 810-24 Washburn Ave.

Please mention HARDWARE when writing to advertisers.

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STOVE MANUFACTURERS' RECORD

THE MICHIGAN STOVE CO.

The Michigan Stove Company, Detroit, under date of January 9th, 1907, make the following announcement:

On Tuesday evening, January 8, at 6.30 o'clock, fire was discovered in the automatic coal chutes of our plant, and within the next three hours a portion of our storage plant was completely destroyed, incurring a very heavy loss. Fortunately our foundries, power plant, and a large part of our manufacturing buildings were saved, and we expect to be under way manufacturing "Garland" Stoves and Ranges, Gas Ranges and Heaters, not later than the fifteenth inst., and to be in position to take prompt care of our customers' requirements with very little, if any delay. Our facilities have not been seriously impaired, and we fully expect, as stated, to be in position within the next week to take prompt care of orders received. In the meantime, we ask the kindly consideration of our customers in our present misfortune, assuring you that any delays that may occur to immediate orders will be of a very temporary character.

THE MICHIGAN STOVE COMPANY.

THE DETROIT VAPOR STOVE CO.

The Detroit Vapor Stove Co., Detroit, Mich., which branched into the manufacture of gas stoves and steel ranges a short time ago, has met with such success as to require a new building to accommodate the business. The structure, which now is being built, faces Woodbridge Street East, directly back of the old factory on Franklin Street. It occupies a ground space 125 by 90 feet and will be four stories high. It will be of brick and steel construction, with a pressed brick front. The total cost, without equipment, will be about $15,000, and the building will be ready for occupancy about the first of the year. The company has been in existence eleven years, and heretofore has devoted itself to the vapor stove business, working from designs patented by the heads of the company. The output has been about 12,000 stoves a year, and this will be increased to 15,000, while the working force will be increased from 120 to 150.

MICHIGAN STOVE CO.

The Michigan Stove Co., Detroit, Mich., referring to their New Cabinet Range, has this to say in favor of its excellent features:

The finish is Wellsville Polished Steel, the best in the world, and is the same that has always characterized Garland Gas Ranges, and is especially suitable to and effective in this class of goods. The usual graceful "Garland" lines and shapes, as well as all of the essential working features of durability, convenience and safety, found exclusively in our ranges, have been preserved in this pattern, and it is much handsomer and more attractive than a mere cut could possibly indicate.

A Two-Burner Extension Top can be attached at the right side of the range, greatly increasing its capacity, if desired.

A Coke Burner, in which can be placed an ordinary waterback, for heating range circulating boiler, can be attached at the left of the oven end of this range; this will be found a very useful addition, and is original with us.

Gas Water Heaters. When it is desired to heat water by gas, it is much better and more economical and satisfactory to use for the purpose an Independent Water Heater, rather than one attached to the range.

Feeling confident that this new specialty will appeal to you as being an important adjunct to the already complete line of gas specialties which we offer, and be appreciated accordingly, we respectfully urge your careful consideration of same, and request the privilege of sending you a sample range for inspection and exhibit. It will be sure to sell readily, and bring you customers for others of the same kind.

This new Cabinet Range, illustrated herewith, adds to our already large and varied assortment of Garland Gas Ranges—the most modern and up-to-date line of range and heater specialties in existance.

There is a large and constantly increasing demand for a range of this type by discriminating and fastidious consumers, who desire all the conveniences and latest improvements, etc., and are willing to pay a reasonable price for such features; and we feel confident that there will be a large demand for this splendid specialty and that it will prove a winner from the outside.

It is made, as you will observe, with the oven and broiler at the left of the cooking top, which is generally conceded to be the correct and most convenient form of arrangement, and preferable in every way to the opposite form of construction, with the oven at the right.

The series will be designated as No. 150-5, and will be made in one size, with eighteen inch oven.

The broiler is eight inches high, eighteen inches wide, eighteen inches deep, and incorporates all the advantages found in the broilers of our regular line. It is placed high enough above the floor to be used by the operator standing in an erect position, thus preventing stooping, back-breaking, etc. This important "Garland" feature is thus fully preserved.

The Oven, aluminized inside, holds the heat better, and is more



NEW GARLAND CABINET GAS RANGE.

cleanly, wholesome and preferable in every way to asbestos; is of a very convenient height for operation. The top of the oven is low enough to be used conveniently as a shelf, and is generally hot.

The Low Warming Ovens are both eight inches high, eighteen inches wide and eighteen inches deep, and are kept at just the right temperature by a small flame underneath the floors of closets. This arrangement is very effective, and makes both warming ovens thoroughly practical and useful for the purpose intended;—neither too hot nor too cold.

BRIDGE & BEACH MFG. CO.

Bridge & Beach Mfg. Co., St. Louis, Mo., manufacturers of the Superior Stoves and Ranges, give the following list of their traveling salesmen for the year 1907::

Edward J. Fox, Northern Missouri.
Karl W. Pfeffer, Southern Missouri.
O. F. Little, Northern Illinois.
John L. Kohler, Southern Illinois.
A. Weiskirch, Northern Kansas.
Chas. F. Corley, Southern Kansas.
J. M. Hull, Iowa.
G. A. Axelson, Southern Nebraska.
H. W. Hinkley, Northern Nebraska and South Dakota.
Jas. R. Henry, East Texas and Louisiana.
L. H. Booch, West Texas.
Jos. V. Little, Oklahoma and Indian Territories.
J. W. Hackney, South of Ohio and East of Mississippi Rivers.
Robert Metcalf, St. Louis.
Geo. W. Tuthill, St. Louis.
John Le Page, Special Representative.

S. B. Buck will be located at Denver, Colorado, carrying a stock there for our Colorado trade, and will also represent us in Arizona, New Mexico, Utah and Wyoming.

Our San Francisco branch house will be in charge of John C. Schieck, with a full corps of salesmen representing us in California, Nevada and the Hawaiian Islands.

Our Portland (Oregon) branch will be in charge of F. W. Isherwood, with a full corps of salesmen taking care of our interests in Oregon, British Columbia, Washington and Idaho.

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Better Heating



KELSEY HEATED HOUSE, DETROIT.

If you've found that cheap heating work doesn't pay—either in profits or reputation; if you want to be in position to furnish the most powerful heater so that you can go after the best jobs,

Why not write to us at once about securing the Exclusive Agency for the

Kelsey Warm Air Generator

Back of the Kelsey, there's the record of more than **30,000 in Use** with sales increasing every year—and the record of actual results secured in the very finest class of Residences, Churches and Schools which are causing prominent Architects to specify, and users to recommend, and are bringing Kelsey dealers everywhere more and better business.

Send for Booklet and 112 page book "*Opinions.*" 800 Dealers are selling. It might pay you to act quickly.

KELSEY HEATING CO., Makers,
Syracuse, N. Y.
New York Office, 156 Fifth Ave.
Chicago, Cook & Van Evera Co., 38 Lake St.



"A Look Behind The Scenes"

will prove to any dealer that

Genuine Philadelphia Lawn Mowers

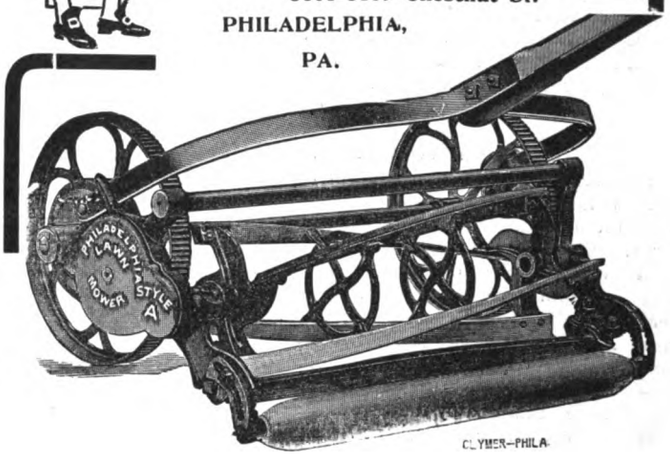
have a knack of winning customers which is easily explained by their up-to-date excellence.

Philadelphia Mowers have led for 37 years. They are still at the head of the procession.

Our 1907 Catalog

tells a convincing tale. It shows our complete line. Shall we send you a copy? Answer at once

Philadelphia Lawn Mower Co.
3101-3109 Chestnut St.
PHILADELPHIA,
PA.



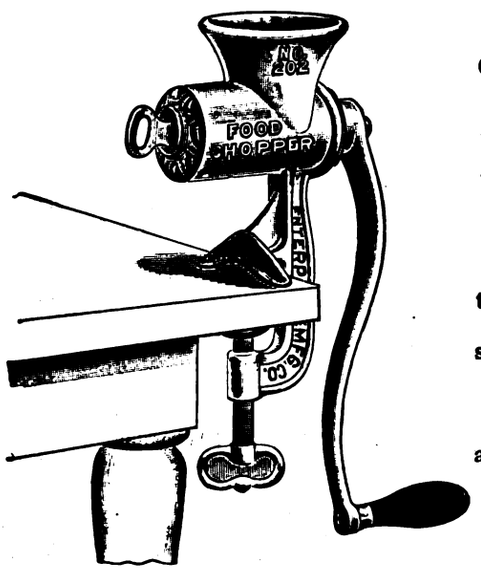
and conv[illegible]tion activ[illegible] a hus[illegible] this year.

each ning have tato quor and the

houn ping Th the Job wer an a Ne ou

PERSONAL. — The hardware dealer who is not making a handsome profit selling Enterprise Meat and Food Choppers will learn something to his advantage by addressing the undersigned.....

Sometimes life's little [illegible]nities show



We are breaking all records in sales of Meat and Food Choppers.

If you are not selling more

Enterprise Meat and Food Choppers

than ever before there is something wrong.

Write us for "ginger" (live advertising matter), to start business bubbling your way.

People are afraid now of packing house products.

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HARDWARE DEALERS RECORD

New Stores, Incorporations, Etc.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

Auburn, Wash.—Harper & Hopper Hardware Company has been incorporated with a capital of $15,000, by Solomon Harper, Anna D. Harper, D. H. Harper.

Camden, N. J.—The Kinkerter & Sheppard Co. has been incorporated to deal in Hardware, tools, house furnishing goods, heaters, ranges and sheet iron work; capital, $50,000. Incorporators: R. L. Sheppard, J. Kinkerter, W. M. Jones, J. M. Craig, Camden.

Charleston, Ill.—W. H. McCarthy Hardware Company has been incorporated; capital, $12,000. Incorporators: W. H. McCarthy, C. J. McCarthy, Charles C. Lee.

Chicago, Ill.—McVoy-Wessling Hardware Co. has been incorporated; capital, $100,000. Incorporators: Ferdinand Goss, Thomas E. Rooney, Israel Shrimsky.

Colton, Cal.—The O. L. Emery Hardware Company, the principal headquarters of which is to be Colton, have filed articles of incorporation. The capital stock is $50,000. The directors are O. L. Emery, M. A. Hebberd, George B. Castor, E. H. Emery and Roy Sias, all of Colton.

Davenport, Iowa.—Articles of incorporation have been filed by the Strohkark, Stehn & Co., Hardware merchants. They are capitalized at $18,000.

Davidson, N. C.—The new year will open with Davidson in possession of a Hardware store proper. R. D. Mooney & Company is the name of the firm. In addition to Hardware they will have a general line of building supplies.

Hackettstown, N. J.—Osmun Company has been incorporated to deal in Hardware; capital, $100,000. Incorporators: E. M. Ozmun, Charles R. Ozmun and H. W. Hazen.

Johnstown, Pa.—The Moxham Hardware Company, the concern which recently bought the Dunham store property on Central Avenue, will in the near future make an application for a charter. The proposed incorporators are Charles Leventry, W. E. Shissler and Attorney Dan L. Parsons. The store building is to be entirely remodeled.

Malone, N. Y.—C. W. Wilding Company has been incorporated to deal in Hardware; capital, $50,000. Directors: C. Wilding, Lena Wilding, W. H. Rozon, Malone.

Montreal, Canada.—The firm of A. C. Leslie & Co., Ltd., has been incorporated with a capital stock of $250,000. It will carry on business in Hardware.

Morristown, Tenn.—A new wholesale and retail Hardware house has been established here under the firm name of the Grant-Hasson Hardware Company, with a capital stock of $25,000. The new Hardware house will be located on Cumberland Street in the new three-story brick building being erected for them, and now rapidly nearing completion.

Nashville, Tenn.—Lew Roberts has opened at No. 16 Arcade a store for the handling of cutlery exclusively. The store presents an artistic appearance, and the line which Mr. Roberts will handle consists of razors, manicure sets and a general line of cutlery.

Otterbein, Ind.—Seiwell and Yeomans has been organized to do a general Hardware and plumbing business; capital, $15,000; directors, C. H. Yeomans, C. W. Seiwell and E. A. Seiwell.

Ozark, Mo.—Ozark Lumber and Hardware Company has been incorporated; capital stock, $10,000. Incorporators: H. V. Reid, S. Chapman, D. F. Hedgepeth and others.

Swan River, Man.—Letters patent have been issued incorporating Ashdown & Bossons, Ltd. This company will take over the business of Ashdown & Bossons, Hardware merchants. The capital stock is placed at $100,000.

West Union, Ohio.—E. L. Rotroff and J. G. Metz have formed a business partnership and will open a general Hardware store at Peebles early in January. The site of the new store will be the Platter block, which Mr. Rotroff recently purchased.

Winnfield, La.—The People's Hardware & Furniture Company has filed its charter. The capital stock is $50,000, and has been taken by local business people. R. H. Fletcher is president of the company.

Changes and Improvements.

Alfred, N. Y.—Cottrell Bros. have sold their Hardware store to E. E. Fenner, of Alfred, and Edgar Fenner of Cameron, who now owns a similar business in Cameron of which Edgar Fenner is the manager. The Alfred store will be under the management of E. E. Fenner.

Ann Arbor, Mich.—The Phelps Hardware Company are going out of business and offer their stock of Hardware, implements and carriages at wholesale prices.

Cambridge, Neb.—G. M. Evans, who has been engaged in the Hardware business here during the past year, has sold his stock of Hardware goods to James H. Carroll of Ragan, Neb. Mr. Carroll takes possession at once.

Charlotte, N. C.—J. F. Abernethy & Son, successor to Abernethy & Whitener, under the firm name of Abernethy Hardware Co., will open up a stock of Hardware in their handsome building which has just been completed on North Park Place.

Edgar, Neb.—The Stoddard Hardware Company have sold their stock to the Richards Hardware Company of Blue Hill, Neb. The Stoddards are intending to go to St. Joseph, Mo., and will go into business there. The Richards firm will come to Edgar and locate permanently.

Fillmore, N. Y.—Announcement is made of the sale of Ricker's Hardware to a stock company. The members of the company are said to be Robert Lewis, A. H. Lyman, Dan Hodnett and J. W. Curtis.

Freeport, Ill.—A Hardware deal of importance in business circles took place recently in the transferring of a large interest in the Acme Manufacturing Co. to the Fraser Mercantile Co. The Acme company is located at 57 Chicago Street, in the Schrenkler building. They manufacture Hardware specialties, sheet metal work, smoke stacks, tanks, furnaces, roofing, spouting, plumbing and general repair work. The Fraser Mercantile Company, with Samuel Wiltshire, the present superintendent and general manager, will continue in the business at the present location, in connection with the Hardware store they expect to open up in the old postoffice building about February 1.

Freeport, Ill.—John Buss, the Hardware merchant located at the corner of Chicago and Galena Streets, has disposed of his business to Frank A. Steffen and Charles Seyfarth, the gentlemen being in possession.

Ft. Wayne, Ind.—Announcement has been made of the dissolution of the partnership existing between William H. and Henry F. Aumann and William E. Gerding, under the name of Gerding & Aumann Brothers, which for twenty years has been one of the established firms of the city. William H. Aumann is the retiring member and the business will hereafter be conducted by his brother and Mr. Gerding under the name of Gerding & Aumann. The firm has for a number of years been located on Wallace Street and is one of the best known concerns in Northern Indiana, dealing in Hardware, furnaces, etc.

Gaffney, S. C.—The R. M. Wilkins Hardware Company will change to a stock company, with $15,000 capital. The firm name will be Wilkins-Watson Company. Mr. Edward Watson of Greenville is the new member of this enterprising Hardware firm.

Germantown, Neb.—Fetterman & Son have sold their Hardware business. This is one of the oldest firms of Seward County and their retirement comes as a surprise to their patrons.

Gloversville, N. Y.—William H. Loft, the Bleecker Street Hardware dealer, has disposed of the bulk of his stock to Harry Williams, and Thrall & Annable, and will retire from business.

Ithaca, N. Y.—The firm of Barr Bros., after thirty years' existence, has taken steps to incorporate under the name the Barr Hardware Company. Included in the new company will be Theron Mandeville, Fred G. Patmore, Milton Mandeville and Ralph Mandeville.

Knoxville, Tenn.—A new Hardware firm, which is to be composed of two existing Hardware firms in the city, has been formed and will be known as the Moore-Carpenter Hardware Company. Both the Hardware store of Mr. Carpenter on Vine Avenue and of Mr. Moore on Gay Street will be continued at their present locations for the present. Those who compose the new firm are James T. Moore, E. V. Jacobs, Richard Wright, C. D. Carpenter and Mr. Norton.

Memphis, Tenn.—The Bond Hardware Co., at 205 South Main Street, has been sold to A. E. Beasley, late of the Simmons Hardware Co. of St. Louis and T. A. Divine, late with the Winchester Repeating Arms Co. The purchasers will conduct the business under the firm name of Beasley & Divine Hardware Co.

Moscow, Idaho.—Purchase of a Hardware store has been made by the Empire Hardware Company of Spokane, for $16,000. The officers of the company are: H. L. Herhelrath, president; E. H. Brandt, vice-president and treasurer; P. E. Hackett, secretary and general manager. The company was organized for the purpose of acquiring the business, which it will continue to conduct. The store was purchased from C. F. Stork.

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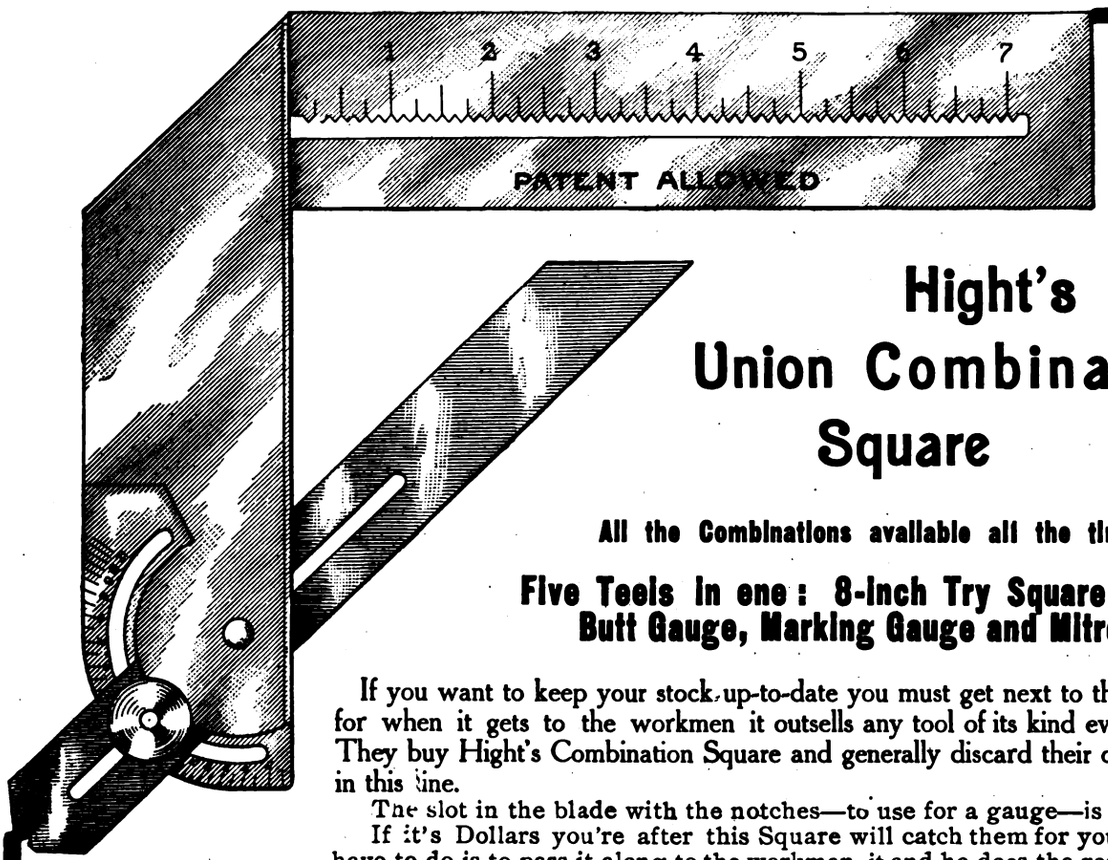
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All the Combinations available all the time.

Five Tools in one: 8-inch Try Square, Bevel, Butt Gauge, Marking Gauge and Mitre

If you want to keep your stock up-to-date you must get next to this Square, for when it gets to the workmen it outsells any tool of its kind ever offered. They buy Hight's Combination Square and generally discard their other tools in this line.

The slot in the blade with the notches—to use for a gauge—is a winner.

If it's Dollars you're after this Square will catch them for you—all you have to do is to pass it along to the workman, it and he does the rest. Prices and full description sent on application.

The best tool of its kind on the market.

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HARDWARE MANUFACTURERS' RECORD

New Incorporations, etc.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

Abingdon, Ill.—Ideal Fence Tool Company has been incorporated; capital stock, $2,400; manufacturing. Incorporators, Jas. A. Clements, Albert H. Clements and Chas. W. Robertson.

Boston, Mass.—Bay State Saw & Machinery Co. has been incorporated to manufacture machinery; capital, $25,000. President, F. H. Hall, Ashmont; treasurer, E. W. Adams, Highlandville.

Brooklyn, N. Y.—New York Flatiron Co. has been incorporated to manufacture Hardware specialties; capital, $20,000. Directors: F. R. Shaffer and M. H. Beall, New York; R. R. Fresco, Brooklyn.

Buffalo, N. Y.—A certificate of incorporation of the Vacuum Burner Company has been filed. The new corporation will engage in the manufacture of gas burners and similar appliances. Its capital is $10,000. The directors are: Benton H. Wilson, Eugene C. Waldorf and Greenleaf S. Van Gorder, all of Buffalo.

Cazenovia, N. Y.—The E. L. Eldridge Mfg. Co. has been incorporated to manufacture door catch and other metal devices; capital, $10,000. Incorporators: E. L. Eldridge, F. M. Elliott, W. Watkins, Cazenovia.

Dayton, Ohio.—The Miami Valley Machine Tool Co. has been incorporated by S. D. Conover, W. D. Foster, Harry T. Chamberlain, E. R. Evinger, P. P. H. Conover; capital, $20,000.

Hooven, Ohio.—The new plant of the Graham-Phillips Horseshoe Co., at Hooven, near Cincinnati, has been placed in operation. H. Lee Early, of Cincinnati, is interested in it.

Kittery, Me.—United States Tool Co. has been incorporated to make and deal in tools and machinery; capital, $500,000. President and clerk, J. W. Hawes, Kittery; treasurer, H. P. Knowlton, Malden, Mass.

New Haven, Conn.—A certificate of incorporation has been filed by George G. Prentice & Co. The corporation will make machinery, tools, Hardware, etc. The authorized capital stock is $500,000 and business will begin with $375,000. The incorporators are George G. Prentice, Harvey M. Prentice and Thomas C. Shiling, all of New Haven.

New Haven, Conn.—The Connecticut Computing Machine Co., recently incorporated for $600,000 to manufacture a mechanical mathematician, is having plans drawn for a new brick building 50 by 150 feet, five stories high. It is also contemplated to erect smaller structures, such as engine house, boiler house, etc. The officers of the company are: Rollin S. Woodruff, president; Charles M. Jarvis, of New Britain, vice-president; Edward S. Swift, of New Haven, secretary; Frederick M. Carroll, assistant secretary, and William R. Tyler, treasurer.

New York, N. Y.—Cataract Faucet Co. has been incorporated; capital, $10,000. Directors: A. W. Murphy, O. M. Kinkelde, T. W. McKnight, New York.

New York, N. Y.—John Hassell, Inc., has been incorporated to manufacture wire nails, rivets, etc.; capital, $120,000. Incorporators: John Hassell, Southfield, N. Y.; James Hassell and William W. Smith, Queens, N. Y.

New York, N. Y.—Jones-Julia Manufacturing Co. has been incorporated to manufacture tools and chemicals; capital, $10,000. Directors: J. J. Julia, William Jones, G. E. Duncan, New York.

New York, N. Y.—L. F. Benton Co. has been incorporated for the purpose of manufacturing tools, Hardware, etc.; capital, $60,000. Incorporators: L. F. Benton, C. R. Benton, Vergennes, Vt.; F. G. Griswold, C. E. Benton, New York City.

Rochester, N. Y.—Monroe Tool Works has been incorporated to manufacture tools, machines, etc.; capital, $12,000. Incorporators: Burton D. Bogley, Mary E. Bogley, Henry D. Taylor, Rochester, N. Y.

Rockford, Ill.—Rockford Pencil Knife Company has been incorporated; capital, $25,000. Incorporators, O. J. Wigell, L. V. Haegg and O. E. Hammond.

Vineland, N. J.—Leavens Mfg. Co. has been incorporated to manufacture Hardware supplies; capital, $50,000. Incorporators: D. Harry Shander, John S. Halsey, Alfred M. Pierson, Vineland, N. J.

West Palm Beach, Fla.—The American Cylinder Brace & Tool Mfg. Co., recently organized with a capitalization of $10,000, has secured a tract of land for the location of its plant, and is making arrangements for the erection of necessary buildings. William Heim, of West Palm Beach, Fla., is president of the company, and M. E. Spence, secretary and treasurer.

Worcester, Mass.—Walden Mfg. Co. has been incorporated for the purpose of manufacturing tools; capital, $20,000. President and treasurer, F. E. Walden, Worcester.

Changes and Improvements.

Girard, Pa.—The Girard Hardware Co. has taken over the general Hardware business of Easterbrooks & Co. No equipment will be purchased at present. J. P. Sherman is treasurer of the company.

Hartford, Conn.—The Adams Tool Company, which has been in the hands of Percy S. Bryant as receiver, will be taken over by H. A. Adams and Hartford interests. Part of the machinery equipment will be sold, but the most of it will be used by the new company. H. A. Adams is president of the Adams Tool Company and A. F. Kummel, of Hartford, vice-president. The plant carries with it a limited water power from the mill pond and dam used by the old Cox grist mill located in Hockanum, which has been remodeled into a machine shop.

Menominee, Mich.—The Dudly Tool Co. are making preparations to move from their present quarters on Kirby Street to the new Electrical building. Henry Tideman, who is general manager of the Dudly Tool Company, has given the company space in the new building.

Meriden, Conn.—The Miller Brothers' Cutlery Co. have awarded the contract for the erection of a three-story addition to their plant on Pratt Street, and work will be begun as soon as an old building now standing on the ground which is to be occupied by the new one is removed. The new building will be erected directly in the rear of the present factory and will be 60 by 33 feet on the ground. It will be of regular mill construction, common brick with bluestone trimmings.

New Britain, Conn.—Plans have been drawn for a five-story brick addition, 50 by 60 feet, by the Stanley Works, manufacturers of iron butts, bolts and hinges.

New Britain, Conn.—The Landers, Frary & Clark Co. has contracted for a new annealing shop, one story, 30 by 50 feet. An addition, 37 feet square, will be made to the die vault.

New Britain, Conn.—Work has been begun on the new power house, 20 by 45 feet, which P. & F. Corbin, manufacturers of Hardware, is building.

New Haven, Conn.—Contractors are figuring on plans for the new factory to be erected by the Winchester Repeating Arms Co. A large amount of iron and copper work will be required.

New York, N. Y.—The Computing Scale Company of America has reduced its capital stock from $3,500,000 to $1,500,000. This company, of which Edward Canby is president, is a consolidation of the Computing Scale Company of Dayton, Ohio, the Money-Weight Scale Company of Chicago, Ill., the W. F. Stimpson Company, Elkhart, Ind., the Stimpson Computing Scale Company of Detroit, Mich., and the Computing Scale Company of Canada, Ltd. It was incorporated under the laws of New Jersey, October, 1901.

Richmond, Ind.—The Border Bolt and Nut Lock Company has increased its capital stock from $35,000 to $75,000. The plant is being equipped with new machinery. The output of the company is the invention of Charles Border, a local mechanic.

Tulsa, I. T.—The Cleveland Tool Company has purchased the Tulsa foundry and will move its entire equipment here at once from Cleveland, Okla. The company is understood to be under the control of the Texas company which is building a pipe line from Tulsa to the Gulf. A large number of men will be employed.

Waterbury, Conn.—Municipal permits for the erection of two additional factories, 103 by 110 feet, and 110 by 118 feet, to be used as rod mills, have been taken out by the Waterbury Brass Co.

Worcester, Mass.—J. E. Snyder & Son, builders of upright drills, 100 Hermon Street, are to build a new shop at Parker and Dewey Streets. The new building will be 90 by 170 feet, inside dimensions, and one story, affording practically 17,000 square feet of floor space, as compared to the 7,000 square feet now occupied by the business. Orders have been placed for a 50-horsepower engine and a boiler. A traveling crane will be put in, and all tools and machinery which will be needed to give the required capacity have been purchased. The building will be of concrete throughout, with stone foundation, and will be the first manufacturing building of this material in Worcester. The firm now employs about forty hands. When the new shop is completed the number will be doubled.

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Guaranteed absolutely pure and unadulterated—without a drop Benzine, Naphtha, Gasoline in it (the usual constituents of 90% of so-called Turpentine) none other than

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Made only from "Long Leaf" Pine—sealed in 5 gal. cans at the stills—opened only by punching hole beneath screw cap.

We do not make or sell substitutes for, or adulterated, or destructively distilled Turpentine.

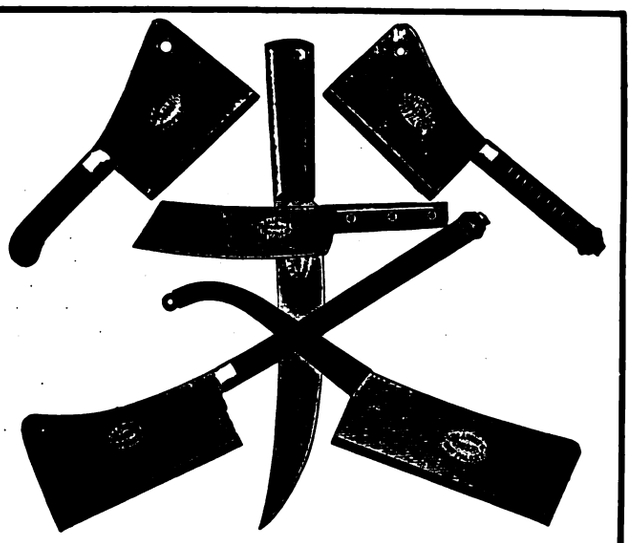
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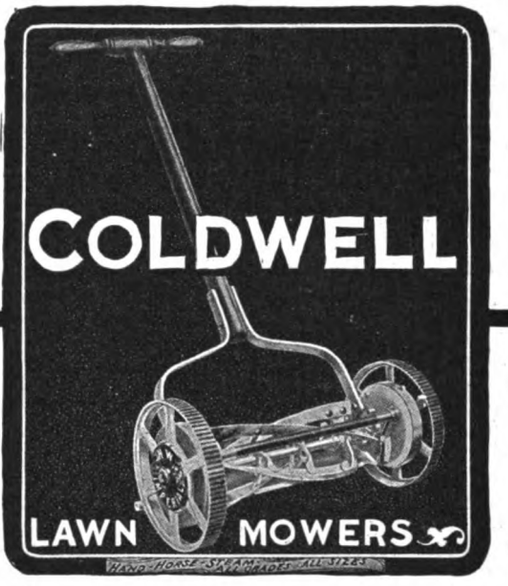
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90 Per Cent.

of the lawns in the United States are mowed by Coldwell Lawn Mowers, because they are adaptable to the greatest variety of grass.

We make Hand, Horse and Motor Power Mowers.

Their reputation makes them quick sellers. Try 'em.

COLDWELL LAWN MOWER CO.

NEWBURGH, N. Y.

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BICYCLE AND SPORTING GOODS RECORD

New Stores, Incorporations, Etc.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

Chicago, Ill.—Chicago is to have a new sporting goods house. Chandler Egan, Kreigh Collins and Walter Eckersall have formed a partnership and early in February will open a large store in State Street within the loop district. The name of the firm will be Eckersall, Collins & Egan.

Newark, Ohio.—Applegate Bros. have opened a new store at 17 North Fourth Street.

Pittsburgh, Pa.—A charter has been applied for by the Pittsburgh Sportsmen's Show Association. The signatures to the application are C. A. Painter, A. H. King, Norwood Johnson, W. T. Hamilton and P. W. Shephard. The objects of the association it is stated is to hold shows for the purpose of exhibiting sporting goods and trophies.

Sandusky, Ohio.—Will S. Collins has opened a new store at 629 Hancock Street.

Changes and Improvements.

Boston, Mass.—Elon B. Nobles, formerly associated with the Fisk Rubber Co.'s Boston branch, has been appointed manager of the G. & J. Tire Co.'s establishment in that city. He succeeds H. L. Johnson, who resigned on the 1st inst.

Canyonville, Ore.—Miles McIntyre; business removed to Grant's Pass, Ore.

Catskill, N. Y.—Nelson Mattice has sold out to Theodore Wynkoop.

Chicago Ill.—O. S. Tweedy, manager of the Diamond Rubber Co.'s Chicago branch, having resigned that office to engage in other business, C. H. Smith has been appointed to fill the vacancy.

Colorado Springs, Colo.—Anthony Motor & Cycle Co. has sold out to Western Automobile & Supply Co., J. W. Ebert, president.

Hartford, Conn.—Elliott Mason, for a quarter of a century the manager of the Pope Mfg. Co.'s branch in New York, is now connected with the headquarters in Hartford.

Hartford, Conn.—Fred C. Gilbert, manager of the Pope Mfg. Co.'s Western department, has been appointed manager of the entire Pope jobbing department. The appointment carries with it Mr. Gilbert's return to Hartford, where originally he was stationed.

Johnstown, N. Y.—J. R. Vosburgh has purchased the cycle business conducted by W. H. Loft for the past ten years at Gloversville, N. Y. It will be removed to a new location and under the management of Frank Fish will be continued as a Vosburgh branch.

Minneapolis, Minn.—The Theim Mfg. Co., who for many years have made cycle specialties and latterly have produced a bicycle motor under contract, are making ready to market a motor bicycle of their own. It will bear the name Theim.

Nashua, N. H.—Hartman & Co. have sold out to A. C. Pollard, who removes to the Hartman building.

New York, N. Y.—P. H. Ferguson, formerly with the tube department of Peter A. Frasse & Co., of New York, has resigned to accept a position with the Seamless Tube Co. of America, whose headquarters are in Pittsburgh.

New York, N. Y.—The Ovington Motor Co., American agents for the F. N. four-cylinder motor bicycle, have leased the double store at 2208 Broadway, near 79th Street.

Pendleton, Ore.—Frost & Bowman have added to their quarters in the East Oregonian building by securing the room in the rear of E. T. Wade's office and which has formerly been used by Mr. Wade. By constructing a large archway from the gun shop into the additional room Frost & Bowman have thereby secured some badly needed space. In the future much of the stock in the store, such as bicycles, will be stored in the new room while the main room of the shop will be devoted to displaying other sporting goods.

Phoenix, Ariz.—T. L. Morris has sold out to Gove Phelps and Robert Stapley; new style Stapley & Phelps.

Burglaries.

Los Angeles, Cal.—The Dyas-Cline sporting goods store No. 2, at 113 West First Street, has been entered by burglars, and revolvers, knives and money to the extent of $400 taken. About $75 was taken from the cash drawer. The loss was fully covered by burglar insurance.

Embarrassments.

Greenfield, Mass.—Charles J. Page has filed a petition in bankruptcy; liabilities, $622.11; no assets.

Miscellaneous.

Chicago, Ill.—At the annual election of the Chicago Motorcycle Club the following workers were elected for the ensuing year: President, S. W. Farlney; vice-president, Grant W. Hunter; recording secretary, C. H. Lamb; financial secretary, C. W. Keller; captain, W. L. Johnson; directors to act in connection with the president and vice-president, Frank Haungs, A. J. McCollum, J. A. Turner. There will be considerable improvement made for the club's accommodations in the near future. Three large rooms will be remodeled and furnished for the club's benefit, also a garage for storing motorcycles.

New York, N. Y.—At the annual meeting of the New York Motorcycle Club the following officers were elected for the ensuing year: President, R. H. Nickerson; vice-president, F. A. Roy; secretary, D. Patterson; treasurer, F. M. Manning; captain, M. E. Toepel; first lieutenant, A. Kreuder; second lieutenant, A. O. Viereck; board of directors—A. T. Nickerson, M. L. Bridgman, R. G. Betts, E. Malloy. Roland Douglas originally had been nominated for the presidency but declined the honor.

HARDWARE DEALERS RECORD.

(Continued.)

Newton, N. J.—E. J. Crissey has sold his Hardware business to Charles A. Walker.

Oakland, Cal.—Notice has been filed that the Frank K. Mott Company has agreed to dispose of the Hardware business now conducted by them at 908-910 Broadway, to Brittain & Company of San Francisco.

Oxford, N. Y.—Benjamin Titus has sold his Hardware and plumbing business to William H. West and Earl D. Palmer.

Findlay, Ohio.—A change in the Hardware and implement company of Thomas & Thomas occurred recently, Marion Vaughn and Frank Lake, two old and trusted clerks, with years of experience, becoming equal partners in the big store, and from now on will be financially interested.

Penn Yan, N. Y.—The firm of Pearce & Stearn, Hardware dealers, has been dissolved, and Frank Coe will take the interest of Mr. Stearn, the firm name becoming Pearce & Coe. These gentlemen have rented the Merrill Beach Block for a long term of years. The store space has been increased of late by an addition in the rear of nearly 300 feet.

Pullman, Wash.—R. S. Erb has sold his interests in the Pullman Hardware Company to J. D. Allen, Sr., and left for Greer, Idaho, where he will engage in Hardware business with his brother.

Radcliffe, Iowa.—The firm of Drake Bros., composed of A. N. Drake and W. A. Drake, have sold their stock of Hardware to J. T. Nervig of Hardy, Iowa. The invoice is nearly completed and Mr. Nervig will take possession at once.

Richmond, Mo.—Walter T. Shoop, the East Side Hardware and furniture dealer, recently sold a one-half interest in his stock to Harry B. Smith. The new firm will be known as Shoop & Smith.

Schuyler, Neb.—The Hardware firm of McNally & Higgins have retired from business. It has sold all its fixtures to John Smith, county commissioner, the same to be moved to Richland, Neb., where he will start a Hardware store.

Sedalia, Mo.—The Knight-Marshall-Howe Hardware Company have purchased the entire stock of Thomas & Goodell, of the New York Racket store, on West Second Street, and will place the stock on sale at one-third off the regular price. The Knight-Marshall-Howe Hardware Company want the additional room for their fast-growing Hardware line and must move the stock at once.

Seymour, Ind.—Thomas J. Stanfield has sold his interest in the Hardware, lumber and saw-mill business of the Stanfield-Carlson Hardware Company to his partners, N. M. Carlson and Ed. Stanfield.

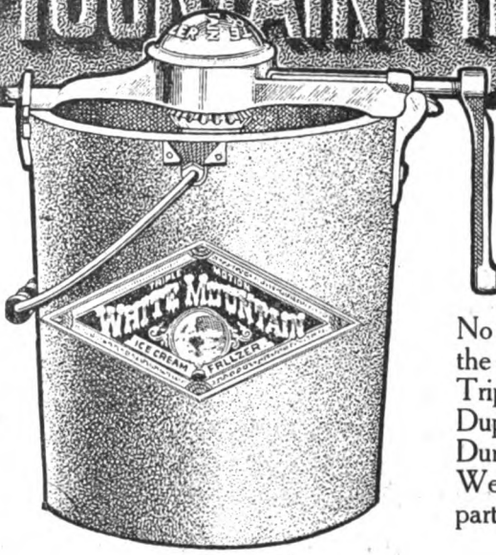
Springfield, Ohio.—The Vulcan Hardware Company, located at 69 and 71 East Main Street, has increased its capital stock from $20,000 to $30,000. The officers intend to push the business in many ways during this year. They are: President, C. J. Tuttle; secretary, R. E. McDaniels; treasurer, T. C. Blowers.

Staunton, Va.—Worthington Hardware Company has been incorporated. J. H. Worthington, president, Staunton, Va.; Clarke Worthington, secretary and treasurer, Staunton, Va.; I. S. McNeil, Harrisonburg, Va.; John L. Goodloe, Staunton, Va. Capital stock, $60,000 to $80,000. Objects and purposes: To do a general Hardware business.

Table Rock, Neb.—The Hardware firm of Kovanda and Tillotson, of this place, has been dissolved, Mr. Tillotson retiring from the firm, and Mr. Kovanda succeeding in the business.

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WHITE MOUNTAIN FREEZERS



Head The List

of Freezers for 1907 because for 30 years they have enjoyed the enviable distinction of being first in quality---first in mechanical improvements and first in producing the best ice-cream.

The Secret

of their supremacy lies in **Their Construction.**

No other freezer is made like the White Mountain, with its Triple Motion—
Duplex Malleable Iron Beaters—
Durable, Water Proof Tubs—
Well made and perfect fitting parts.

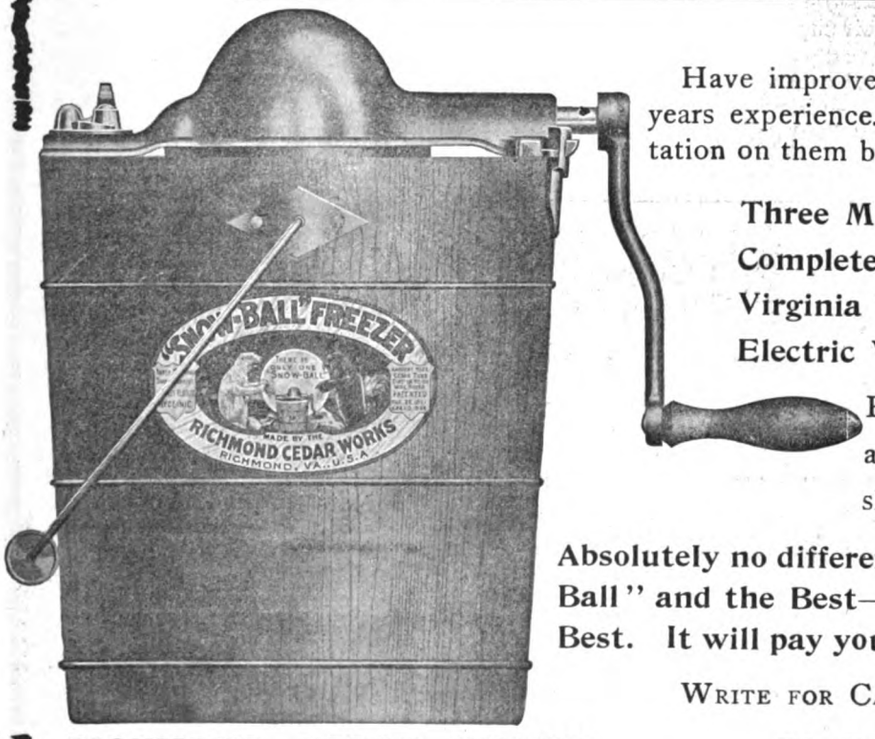
Buy White Mountain Freezers

You'll find them easiest to sell. Leading Jobbers Everywhere recommend them.

The White Mountain Freezer Co.

NASHUA, N. H.

"SNOW-BALLS" FOR 1907



Have improved with age through our 38 years experience. You can stake your reputation on them because they have

Three Motions
Completely Encased Gearing
Virginia White Cedar Tubs
Electric Welded Wire Hoops

Every "Snow-Ball" will freeze a smooth, velvety cream in the shortest possible time.

Absolutely no difference between the "Snow-Ball" and the Best—The "Snow-Ball" is the Best. It will pay you to handle them.

WRITE FOR CATALOG AND PRICES

RICHMOND CEDAR WORKS, - - RICHMOND, VA., U. S. A.

The World's Largest Manufacturers of Wooden Ware and Hardware Specialties

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THE BARTHEL KEROSENE FURNACE



Is simple in construction, reliable and durable under all conditions of work.

Smokeless—smell-less—coilless.

Absolutely safe; approved by underwriters.

Cheaper to operate and gives greater heat than any other furnace.

Send for booklet and prices.

Barthel Blow Lamp Co.

294 Washington St.
Boston, Mass.

HOTTEST ON EARTH

The TURNER-WHITE, No. 22—



known as the "Imperial" Torch—has satisfied the most skeptical mechanic.

Tank seamless, 18 gauge, brass.

Guaranteed to please or money back.

Price Each, $3.00 Net
JOBBERS SELL AT FACTORY PRICE

THE TURNER BRASS WORKS
70 North Franklin Street
CHICAGO, U. S. A.

Archambault Kerosene Furnace

Simple in Construction

Strongest for hard Usage

Each Furnace



Safe in Operation

Saves Time--Money--Labor

Fully Guaranteed

The Archambault will melt solder in one-third less time than any other furnace. Let us convince you. Send for circular.

THE BARNES TOOL CO., New Haven, Ct.

MONTROSS METAL SHINGLES







ARE THE CHOICE

of enterprising and up-to-date dealers, as they make the ideal roofing for the Home--Mill--Factory or Warehouse, and the profit is large. Specified by leading Architects--Builders and Contractors.



SEND FOR DESCRIPTIVE BOOKLET.

Montross Metal Shingle Co.
21 ERIE AVENUE, CAMDEN, N. J.



CLOSED

WATROUS AUTOMATIC DOOR CATCH

TWO-THIRDS ACTUAL SIZE.

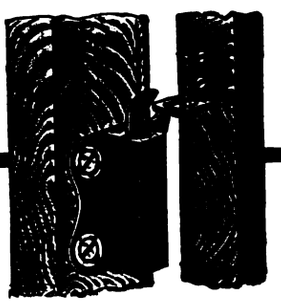
PATENT APPLIED FOR.

For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar.

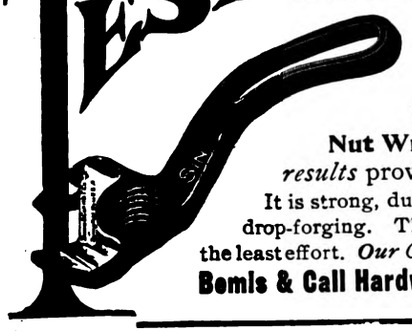
Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.

The E. L. Watrous Mfg. Co.
Des Moines, Iowa.

OPEN



TEST TELLS



Quicker Than Talk

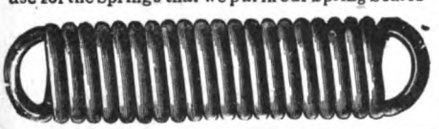
that our **Improved Adjustable "S" Nut Wrench** sells quickest because *actual results* prove their superiority.

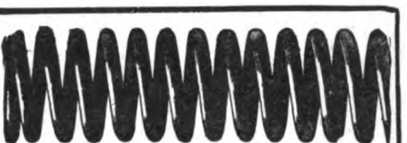
It is strong, durable, easily adjusted; sliding jaw a steel drop-forging. The best for the worst places to get at with the least effort. *Our Catalog—Have you a copy? Get it to-day.*

Bemis & Call Hardware & Tool Co., Springfield, Mass.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs,** either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.



GODDARD'S MOP PRESS

The best machine made for drying a mop. Nothing to get out of order; only four pieces in it. The most simple, durable and efficient on the market.

ALL MALLEABLE IRON

Sells on Sight. Warranted One Year

Send for Circulars to

GODDARD MOP PRESS CO.
Arcade Building **AKRON, OHIO**

100 Perfection Paper Fasteners, mailed for 10 cts. Schooley Novelty Co., Homestead, Pa.

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SCREEN DOORS

Adjustable Window Screens

K. D. Frames

Made to Order Work

High Quality Screen Goods

You are never too late to place an order with us.

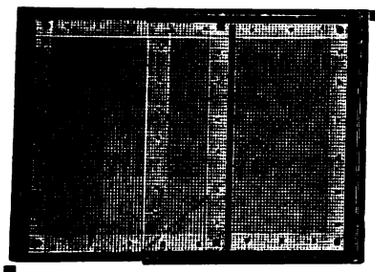
Prompt shipments always.

Not in the Trust.

ROOKWELL Manufacturing Co.
Malvern, Arkansas

We have 20 years experience and know how.

The equipment of our factory is down to date.



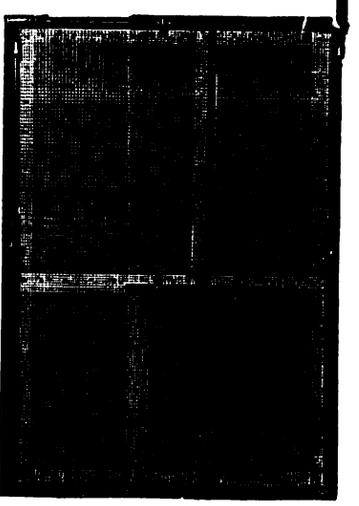
Our
Metallic Adjustable Screens
made a big hit last season

In Great Demand for the Coming Season.

They are entirely rust-proof.
They are also fly-proof.
They cannot warp or shrink.
They are strong and lasting.
They can be adapted to any shape.

Lists and Prices from

The METALLIC SCREEN CO.
Sole Manufacturers
COLLINS, - - - - WISCONSIN



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BUFFALO
WIRE WORKS CO.
FORMERLY SCHEELER'S SONS
WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
SEND FOR CATALOGUE.
BUFFALO, N.Y.
U.S.A.

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES.
Send for Catalogue. BRIDGEPORT, CONN.

F. E. MYERS & BRO., Ashland, O.
STORE LADDERS
NOISELESS.
CUSHION TIRE.
Best and Most Complete in the Market. Write for Descriptive Circular and Prices.
MFRS.
Pumps, Hay Tools, Barn Door Hangers, &c. Largest and Best Line in the World

GOVERNMENT CONTRACTS
A complete record of all requirements of and contracts made by the U. S. Government.
Write for free sample.
U. S. GOVERNMENT ADVERTISER
PUBLISHED WEEKLY
P. O. Box 341, Washington, D. C.
Established 1882

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

MALE HELP WANTED

WANTED—Builders' Hardware salesman, capable of taking quantities from drawings. Give references, age, make of goods handled, experience and salary expected. Schoedinger, Fearn & Co., Columbus, Ohio.

DRAFTSMEN of all kinds who can do first-class work on the board are scarce. We have positions open at $900-$2,500. Write us to-day. HAPGOODS, 305 Broadway, N. Y.

For Sale.

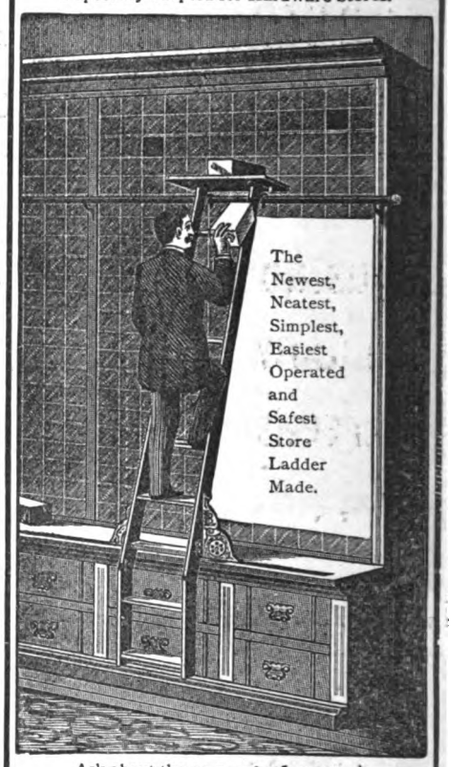
A LONG established Stove, Hardware and Ship Chandlery business in a growing, healthy, county seat town of five thousand population of the West Gulf Coast. Good graded schools, five churches, telephone and electric light system, telegraph, daily mail, two ice plants, an oyster cannery, several saw mills, artesian water, water works and sewerage under construction.

An excellent opportunity for a plumbing business. Several lines river and coastwise steamers. A railroad (A & N) building and to be completed by next Summer. Stock is in first-class shape and inventories about $8,000. Will rent the corner, three-story 30 by 80 brick building.

Present owners have not the necessary time to give proper attention to the business on account of more pressing outside matters. Correspondence unsolicited unless you mean business. For further particulars, address HERMAN RUGE & SONS, Apalachicola, Fla.

FOR SALE—Good will and stock of Hardware in a growing town situated within eighty miles of Philadelphia. Satisfactory reasons will be given for the sale. Apply to Biddle Hardware Co., 513 Commerce Street, Philadelphia, Pa.

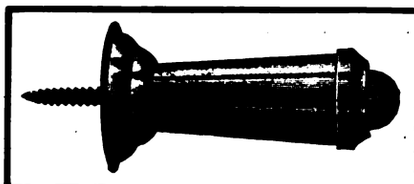
A LONG established plumbing, steam, roofing and tinsmithing business in the best part of the Bedford section of Brooklyn, good reason for selling; only $300 required. J. B., 1226 Sterling Place, Brooklyn, N. Y.

The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.


Ask about the new noiseless track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

CORRESPONDENCE SOLICITED
with American Manufacturers desiring trade in Great Britain.
S. GUITERMAN & CO. LTD.,
American Importers,
35-36 Aldermanbury, London, E. C.
New York Address: 35 South William Street


The Champion Metallic Base Knobs
NEVER BREAK
(TRADE MARK)
Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.

LOOK each ad in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him—write anyway. Always Mention "HARDWARE" for having "put you wise."

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POOR FOOD vs. PURE FOOD

The Law says "Food must be Pure" and the people demand Cooking Utensils that do not warp, scorch, burn, or spoil that food—it means big business for you in



"NEVER-BREAK"

Steel Spiders, Griddles, Kettles, etc., advertised in the Magazines.

The Genuine branded "Never-Break." Imitations fool the foolish.

THE AVERY STAMPING CO., Cleveland, Ohio.

Exclusive Manufacturers.

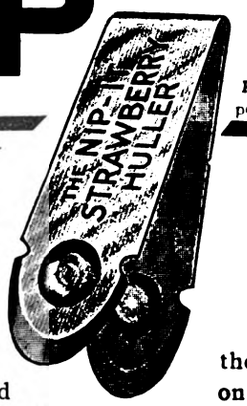
NIP-IT

TRADE MARK

PAT.

Reg. in U. S. Pat. Office as per Recent Ruling in Pat. Off.

DEC. 18, 1906.



Straw-berry Huller

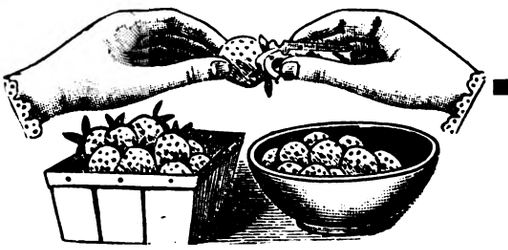
It is the only device of its kind on the market that will hull strawberries easier, quicker, cleaner than in the old way. Prevents stained fingers.

THOUSANDS SOLD LAST YEAR.

To avoid delay place your orders early. Send for prices and sample.

WINDSOR STEPHENS & CO.

WALTHAM, MASS.



Consult

our catalog file for anything you need in the hardware line. We keep it up-to-date for your benefit.

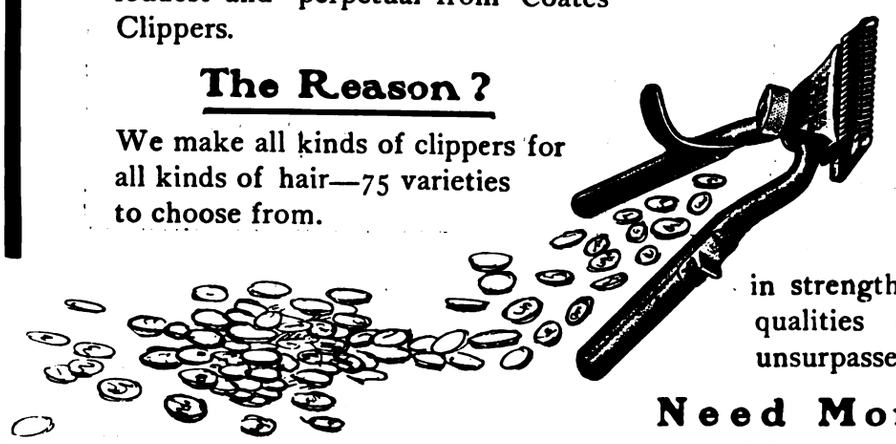
Write --- wire or telephone us.

The Jingle of Profits

In your till from Clippers will be loudest and perpetual from Coates Clippers.

The Reason?

We make all kinds of clippers for all kinds of hair—75 varieties to choose from.



We have made Coates Clippers for over

A Quarter Century

In beauty of finish—in strength and in fine cutting qualities Coates Clippers are unsurpassed.

Need More Be Said?

Yes—write at once to the Coates Clipper Co., Worcester, Mass.,1or catalogue and prices. Better still: Try a sample order this Fall of

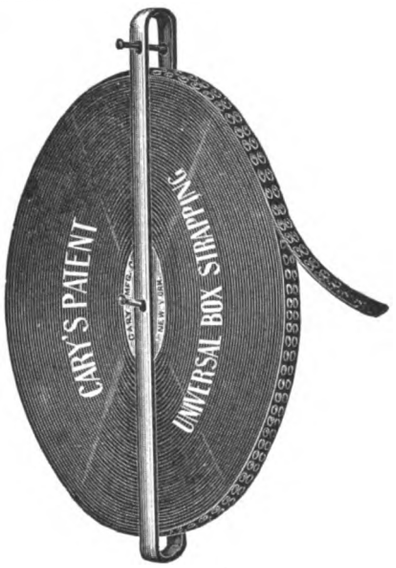
JOHN H. GRAHAM & CO., Sole Selling Agents, 113 Chambers St., New York.

COATES CLIPPERS

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CARY'S UNIVERSAL BOX STRAP

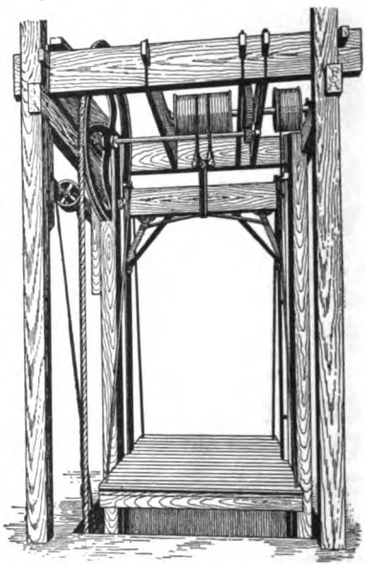
A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

We Pay the Freight
You Install Elevator Yourself



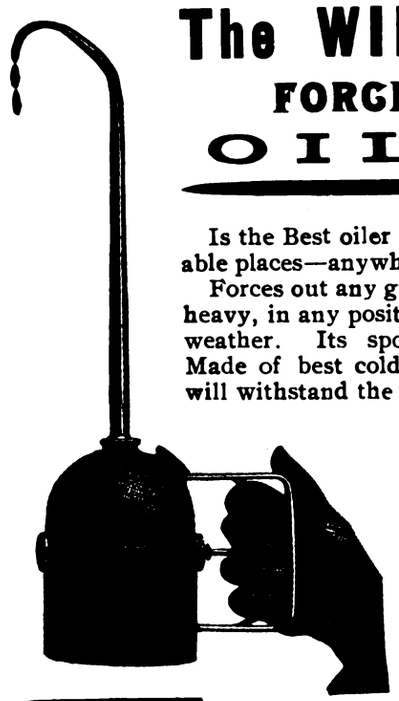
STORE HOIST

We will ship this Elevator direct to you, freight paid and you can itstall it yourself without expense except the help of the average mechanic. This is an exceptional offer. Everyone knows that **EATON & PRINCE** means dependable Elevators. No other Elevator is quite as good because none is made with such infinite care. Send for Catalogue No. 57.

We are also extensive makers of Passenger and Freight Elevators for direct and alternating electric current. Send postal for illustrated catalogue No. 56.

EATON & PRINCE COMPANY
70-76 Michigan St., Chicago, Ill.

The WILKINSON FORGE-FEED OILER



Is the Best oiler for all un-get-at-able places—anywhere.

Forces out any gravity oil, light or heavy, in any position in the coldest weather. Its spout cannot clog. Made of best cold rolled steel and will withstand the hardest wear.

Reduces Oil Bill One-Half

as it puts oil just where wanted. Doesn't waste a drop.

All parts interchangeable; easily repaired.

It's the Oiler you ought to sell. May we send you circular and prices?

Wilkinson Manufacturing Co.
69 Wall St., New York

DON'T FAIL

TO MENTION "HARDWARE"

WHEN WRITING

TO

THESE ADVERTISERS.

PAINTS, OILSAND COLORS.

Oils	
Linseed, City, raw, in barrels, ₩ gal	48c
Linseed, City, boiled, in bbls, " "	45c
Out of Town, on spot, ₩ gal	42c
Calcutta, raw, in barrels, ₩ gal	70c
Lard, prime city, ₩ gal	72@78c
Lard extra, No. 1	47@49c
Lard, No. 1	40@44c

Paints and Colors	
Barytes, Foreign floated, ₩ ton	$18.50@20.00
Barytes, American floated, ₩ ton	$19.00
White Lead, American, dry, in bbls., ₩ lb	6¾c
White Lead, American, in oil, in lots of less than 500 lbs., ₩ lb. net	7¾c
In lots of 500 lbs. and over, ₩ lb	7¼c
White Lead Eng., in oil, ₩ lb	9¾@10c
Zinc, American dry, ₩ lb	5½@6½c

Putty, Commercial—₩ 100 lb	
In bladders	$1.70 @1.85
In bbls or tubes	1.30 @1.40
In 1 lb. to 5 lb cans	2.65 @2.85
In 25 to 50 lb cans	1.50 @1.90

Spirits Turpentine	
In regular bbls	70½@71c
In machine bbls	71@71½c

Dry Colors	₩ Lb
Blue, Chinese	20@24c
Blue, Prussian	20@30c
Blue, Ultramarine	8@11c
Sienna, Italian, burnt & powdered	2@3½c
Sienna, Italian, raw & powdered	2@3½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@11c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	2@3½c
Indian, Red, English	4½@6½c

Colors in Oil	
Black Ivory, best	10@20c
Blue, Chinese	20@24c
Blue, Prussian	27@30c
Blue, Ultramarine	14@18c
Sienna, burnt	2@3½c
Sienna, raw	2@3½c
Umber, burnt	2½@3½c
Umbo,	2½@3½c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B. 52@55c
G. D. per M 34@35c
F. L. per M 40@42c
G. E. per M 48@50c
Musket per M 62@65c

PRIMERS—

Berdan Primers $2.00 per M 20%
B.L. Caps (Sturtevant Shells) $2.00 per M 20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50 10&5%
32 C. F., $7.00 10&5%
22 cal., Rim, $1.50 10&5%
32 cal., Rim, $2.75 10&5%
B. B. Caps, Con. Ball, swgd $1.90
B. B. Caps, Round Ball $1.49
Cent. Fire 25%
Target and Sporting Rifle 15&5%
Primed Shells and Bullets 15&10%
Rim Fire Sporting 50%
Rim Fire Military 15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges 60&5%
Climax, Club, Rival, 10 and 12 gge. 65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge 25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge 30%
Climax, Union, League, New Rival, 10 and 12 gauge 25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list) 30%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge 33⅓&5%

SHELLS, LOADED—

Black Powder 40%
Smokeless Powder, medium grade 40&5%
Smokeless Powder, high grade 40&10&10

SHOT—

Drop, up to B 25 lb bag $1.90
Drop, B and larger, per 25 lb bag 2.15
Buck, 25 lb bag 2.15
Chilled, 25 lb bag 2.15
Dust Shot, 25 lb bag 2.35

GUN WADS—₱ 1000—

B E., 11 up $ 60
B. E., 9 and 10 70
B. E., 8 80
B. E., 7 90
P. E., 11 up 1.00 } 15%
P. E., 9 and 10 1.25
P. E., 8 1.50
P. E., 7 1.50
Ely's B. E., 11 and larger $1.70@$175
Ely's P. E., 12 to 20 $3.00@$3.25

Animal Pokes

Iowa Farming Tools. ₱ doz.
Hawkeye $3.25
Western 4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net $2.00
Burton's, ₱ doz. pair, Nos. 2 and 5 50c
Per doz. pair, No. 1 75c
Per doz. pair, No. 4 1.00

Kohler's: ₱ Gro.
Daisy, No. 4 Net. $4.80
Perfect, No. 2 Net. 6.00
Belt Holder, No. 1 Net. 8.40

Anvils

American "Horse-Shoe" 9¼c
Arm and Hammer 8¼@8¾c
Eagle Anvils, ₱ lb, net 7@7¼c
Hay-Budden, Wrought 9¼@9¾c
Peter Wright's 11@11¼c
Trenton 9 1-2@9¾c
Columbian, all steel, ₱ lb, net 9¼c

ANVIL AND VISE COMBINED—

Millers Falls (with drill) $18.00, 15&10%

Augers and Auger Bits

Bering Machine Snells 70%
Com. Auger Bits 75@75&5%
Forstner Pat. Bits 25%
Ford Auger Bit Co:
Auger Bits } 40@40&5%
Car Bits }
Machine Bits }
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30 40&7½&10%
Mobles Double Spur, No. 33 35&10%
No. 10, Extension Lip 25&10%
Car Bits, No. 10 25&10%
Car Bits, No. 30 40&7½&10%
Ring Augers 60⅔&10%
Jennings' Pattern 30&10%@60%
Snell's Auger and Car Bits:
Extra 20&10&10%
No. 1 40&10&10&10%
Russell Jennings' Augers and Bits 25&10&2½%

HOLLOW AUGERS—

Ames 25&10%
Bonney's Adjustable $5.50@6.00
Hibbard's Adjustable Net prices
Iyes 25&10%
Millers Falls, Goodell 15&7½&10%
Universal, each $4.50 25%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat. 33⅓&10%
Clark's small, $18 50&10%
Clark's large, $26 50&10%
Ives' Model, ₱ doz. $60 50%

DOUBLE CUT GIMLET BITS—

Common, net $3.00@$3.25
German Pattern, net $4.60@5.75
Mayhew's Diamond ₱ doz. $1.25 40%
Snell's Bell Hangers 60%

TWIST DRILLS—

Bit Stock 60&10@60, 10&10
Taper and Straight Shank 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co 33⅓&5%
L'Hommedieu's 15%
Snell's 40&10%
Watrous' 33⅓&7½%

Awl and Auger Handles

See Handles

Awls

Per Gro.
Handled Brad $2.75@3.00
Handled Scratch $3.50@4.00
Patent Peg 81@84c
Sewing, Com 83@$1.00
Shouldered Peg 65@70c
Shouldered Brad 68@66c
Socket Scratch ₱ doz $1.00

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10 60&10%

Brad Sets:
No. 42, $10.50; No. 43, $12.50 70%

Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $15; 3, $12; 4, $9; 5, $7 50%

Ice Awls 55%

Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18 15&10%

C. E. Jennings & Co's. Adj. Tool Hdls. 33⅓%

Kollis Hdw. Co., Adj. Tool Holders, No. 1, $18 30%

Axes

Single Bit, base weights:
First Quality $5.00
Second Quality $4.50

Double Bit, base weights:
First Quality $7.50
Second Quality 6.75

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc 50%
Broad and Bbl 40&10%
Boy's Axes 50%

Peck Edge Tool Co.:
Hatchets, shingling, etc 50%
Broad and Bb'l 40&10%
Boy's Axes and Hatchets 50%

Axle Grease

Dixon's "Everlasting" Graphite:
1 lb cans ($6 in case) 15 ea.
2 " " " " 25 "
10 " firkins (6 in case) $1.20 "
25 " " 2.75 "
50 " kegs 5.00 "
100 " " 9.00 "
200 " half bbls } 8½lb
675-400 lb " }

Snow Flake: Discount 10%
One-quart cans, ₱ doz. $ 2.00
Two-quart cans ₱ doz. 3.20
One-gallon cans, ₱ doz. 6.00
Five-gallon cans, ₱ doz. 24.00
Quarter bbls. (15 gals.), ₱ gal. .45
One-half bbls. ₱ gal. .40
Bbls., ₱ gal. .35

Balances, Spring

Chatillon's:
Light, class A 50%
Circular Balances, class C 50%
Ice Balances, class B 50%
Straight Balances, Class A1 50%
Class A2 40%
Class D. E. F 30%
Class G 20%

Balances, Sash

Caldwell's 50%
Pullman's 50&10@60%

Beef Shavers

Enterprise:
Japanned, each, $3.00 25@20%
Tinned, each, $10.50 25@20%

Bells

HAND—

Hand Bells, polished brass 60@60&10%
Nickel Plated 50&10@60%
Pure bell metal 60%
Silver chime 33⅓@35%
Swiss 60&60&7½
White metal 60%

DOOR—

Trip, Gem 50&10%
Gong, Abbe's 40%
Gong, Yankee 55%
New Departure:
Rotary 30@10%
Push 30%

COW—

Common wrought 75%@75&10%
Kentucky 70@70&10%
Texas Star 50%
Western, Sargent's list 70@70&10%

Bellows

Blacksmiths' 65&10@5%
Hand 25&10%
Moulders' 25&10%

Belting Rubber

Boston Belting Co:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
New Jersey Car Spring & Rubber Co:
Extra Para 40&10%
Reliable 50&10%
Staple 60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 50%
Miller's Falls 15&10%

Binder Twine

Per Pound
Steel 10c
Standard 10c
Standard Manila 11c
Manila 12c
Pure Manila 13c

Bit Holders.

Angular 45%
Extension:
Barber's, ₱ doz. $15.00 45@50%
Ives' ₱ doz. $20.00 60&10%

Blind Adjusters

Columbian 33⅓%
Domestic, ₱ doz. $3.00 33⅓%
Excelsior, ₱ doz. $10.00 50&10&2%
North's 10%
Zimmerman's 50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr $9.00
Zimmerman's 50@50&10%

Blocks, Tackle

Eddy's 50&10@60%
Hartz' Steel 50@50&5%
Iron Strapped, Japanned Sheaves 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japanned Sheaves 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 30%
Pat. Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block 50%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c 60&10%
Cast Iron Chain 60&10%
Cast Iron Shutter Bolts 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel 30%
Wrought Barrel Bolts, Griffin's 75%
Wrought Square 70%
Wrt Shutter, St'nrd list 70&10%
Wrought Spring, Sargent's 70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller 70&12 1-2%
Larger and longer 60&2 1-2%
Phila. Eagle, $3.00 list May 24, '99 30%
Bolt ends, list Feb. 14, '95 60&7 1-2%
Bolt ends, with C and T nuts 60%
Machine, ⅜x4 and smaller 75%
Machine, larger and longer 65@65&5%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99 30%
Bay State, fluted 30%
Eagle Phila 82½%
Norway, Phila 30%
Common 75&10@30%
Norway, Phila 30%
Portchester, Norway 30%
Phila 82½%

STOVE AND PLOW—

Plow 65&10%
Stove 35&10%

MISCELLANEOUS—

Sink 30%

Bone Mills

Enterprise 25@30%
Stearns 40%

Borers, Tap

Enterprise 20@25%
Each $1.25, $1.75, $2.50
Nos 1 2 3
C. E. Jennings & Co.:
No. 6 30&10%
No. 10 25&10%
Common ring 30&10%
Ives 25&10%

Boring Machines

WITHOUT AUGERS—

Upright. Angular.
Jennings' 35&5%
Miller's Falls $7.50, 15&10%
Snell's, Rice's Pat. $2.50, $2.75
Ajax 40%
Phillips $4.00 net

Box Scrapers

Bradley's 20%
Stanley's Adjustable 45%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal" 25&10%
Standard Metal Strap Co's. 30&10%
Eclipse 30&10%

Braces

Barbers' 50&10&10@60&10%
Barbers' Ratchet 60@60&10%
Common Ball American 60@60&10%
C. E. Jennings & Co.:
No. 108@114½ 50&5&10%
No. 208½@214½ 50&5&10%
Lancaster Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets

Griffin's Folding 70&10%
Griffin's Pressed Steel 80@80&10%
Bradley's Pat., full cases 80&10@80&10&10%
Bradley's, in broken cases 80&10%
Baine's Adjustable 25%

Bright Wire Goods

Standard list, June 24, 1908. 90&20@90&25%

Bull Rings

Humason, Beckley & Co's 80%
Rea's 2½ in. net, ₱ doz $1.50
Sargent's 80%

Butchers' Cleavers

New List, Feb. 1, 1906:
Foster Bros., flat heads 80%
Foster Bros., round heads 80%
Lancaster Mach. & Knife Works 33⅓&40%
L. & I. J. White 80%
Plumb's 80%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star 15@15&10%
C. E. Jennings & Co 30&10%

Butter and Cheese Triers

Ordinary Black Handle 25%
Humason & Beckley's 40%

Butt and Rabbet Gauges

Stanley's 35&10%

Butts

BRASS—

Wrought Brass 50%

CAST IRON—

Fast Joint, broad 40&10@50%
Fast Joint, narrow 40&10@50%
Loose Joint 70&5@75%
Loose Joint, Japanned 70&5@75%
Loose Joint, Jap. with Acorns 70&5@75%
Loose Pin 70&5@75%
Mayer's Hinges 70@70&5%
Parliament Butts 70@70&5%

WROUGHT STEEL— Extra, 10&10%

Discount.
Reversible and Broad 75%
Light reversible, Light Narrow 75%
Loose Joint, Narrow L'ht, Inside Blind, etc 70&10%
Back Flaps, Table Chest 70%

Calipers

Bemis & Call:
Wing 60%
Double 65%
Inside and outside 65%
Straight leg 65%
Call's Pattern, inside 55%

Can Openers

American ₱ gross, $1.75@$2.00
No. 5, iron handle ₱ gross, $2.00
Sardine Scissors $1.75@$2.00
Sardine Scissors, forged steel ₱ doz., $3.00
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50 80%@80&10%

Cartridges

See Ammunition.

Casters

Bed 70@70&10%
French or Philadelphia Iron wheel 75@75&10
Plate 60@60&10
Payson's Furniture 70&10&10
Payson's Truck 70&10
Standard, Ball Bearing 45%

Cattle Leaders

Humason, Beckley & Co's 70%
Sargent's 70&10%
Welton's 70&10%

Chain

American Coil, Straight Link:
Inch ₱ 100 Lbs.
3-16 $3.90
¼ 3.10
5-16 3.10
⅜ 4.40
7-16 4.25
½ 4.15
9-16 4.10
⅝ 4.00
¾ 3.90
⅞ to 1 3.85
1¼ to 1¾ 3 95
Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain

Chains

Galvanized Pump chain, ₱ lb 4¼@4½c
Ger. coil, list July 24, '97 60&10@60&10&10%
Ger. Halter chain, list July 24, '97 60&10&10%
Jack chain, Iron 60&10@60&10&10%
Jack chain, Brass 60&10@60&10&10%
Oneida Wire Dog chains 45@50&5%
Trace Wagon and Fancy Chains:
New list 60@60&10%
Bridgeport Trace chains 55%
Stake chains 55%
Heel chains 30%

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COW TIES—

American ..... 45@50%
Niagara ..... 45&5@50&10&5%
Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 45%
Sisal 33⅓%

Chain Guards

Aluminum S. & N. Co 50%

Carpet Stretchers

Bullard's 33⅓%
Montrose' "Excelsior" and Tack Hammer (Tumbine.), ₩ doz., $6.00 ..... 20%
Cast iron, Steel points, ₩ doz 80c
Sockets, ₩ doz $1.75

Carpet Sweepers

Sterling Carpet Sweepers:
Model A, Nickel trimmings 25.00
" B, Japd. " 21.00
" " Nickel " 25.00
" C, " " 21.50
" D, Japd. " 19.50

Carpet and Rug Beaters

	₩ Doz.	₩ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise ..... 25%@30%
Goodell's Family, net ₩ doz $6.00
Rollman's, net., ₩ doz 6.00

Chisels

SOCKET FRAMING & FIRMER—

Standard Makes 75%
L. & I. J. White ..... 30@30&5%
C. E. Jennings & Co., No. 70 ..... 25&10%
Jennings & Griffin Mfg. Co ..... 65&2%

TANGED & MISCELLANEOUS—

W. & S. Butchers' ..... $4.75@$5.00 to £
C. E. Jennings & Co ..... 25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels ..... 25&10%
Tanged Gouges ..... 25&10%
Tanged Firmers ..... 33⅓&10%
Tanged Gouges 33⅓%
L. & I. J. White ..... 25&5%

COLD CHISELS—

Good quality, ₩ lb ..... 15&16c
Snell's best C. S ..... 40&5%
Cronk's 50%

Cleaners, Sidewalk

	₩ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—

Chicago Flexible Shaft Co's.:

	Each.
Lightning Belt Clipping Mach.	$15.00
New '98, Chicago	8.75
1908 Chicago	10.75
Twentieth Century	5.00

} 20%

Coach Oil

Snow Flake.

One-pint cans, ₩ doz.	$ 3.00
One-quart cans, ₩ doz.	4.80
One-gallon cans, ₩ doz.	15.00
Five-gallon cans, ₩ doz.	66.00

} 33⅓&10%

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks ..... 65&10@70%

Coffee Mills

Box and Side ..... 50&10@60%
Enterprise Mfg. Co ..... 20@25%
Lane Bros. Co 30%

Compasses, Dividers, &c

Atnol Calipers and Dividers 40%
Bemis & Call Co's.:
Compasses 50%
Dividers 65%
Compasses, Calipers, Dividers ..... 70@70&10%

Coopers' Tools

Barton's ..... 20@20&5%
L. & I. J. White ..... 20@20&5
Sandusky Tool Co ..... 20@20&10%

Corkscrews

Detroit Cork Screw Co 33⅓%
Humason & Beckley Mfg. Co ..... 50&10%
Samson, ₩ doz $10.00

Corn Hooks

	₩ Doz.
Kretzinger Cut-Easy	net $6.00

Corn Knives and Cutters

Bradley's ..... net
Wadsworth's 60%

Countersinks

Mayhew's Diamond ..... 40@45%
Smith's 25%
Snell's 40%
Wheeler's Patent 50%

Cow Ties

See Chains.

Crayons

Sargent's List 20%
Dixon's:

	₩ Gro.
Eclipse ..... 7 in., $3.75; 9 in.,	$4.88
Emerald	5.00
Oriole	5.0
Rainbow	8.12
Solid	7.50
Taller black, $5.62; ed and blue	9.00

Curry Combs

Kohler's 40%
The Metal Stamping Co 40%
Southington Cutlery Co's ..... 25&10%

Cutlery

Foster's Pocket 30%
Carriers' Pocket 50%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass 40%
Embossed Gilt ..... 30&10%
Leather 40%
Union Hd'wre Co., new list ..... 50@50&10%

Door Checks

Bardsley's ..... 40@45%
Columbia ..... 50&10%
Eclipse ..... 60&10%
Home ..... 50&10%
Pullman's Screen, ₩ doz. net $4.50

Door Holders

Empire 50%
Superior 33⅓%

Door Springs

Columbian Steel 20%
" Faultless 50%
Gem (Coil), list Oct. '95 ..... 20%
Pullman, Perfect 25%
Pullman Coil 25%
Star (Coil), list Oct. '95 ..... 30%
Torrey's Rod, 39 in., ₩ doz. net $1.10@$1.25
" " 48 in., " " " 8.50
Victor, Coil ..... 50&10&10%
Chicago Coil Springs ..... 40&10%
Reliance Coil Springs ..... 40&10%

Drain Cleaners

Iwan's Adjustable 55%
Iwan's Stationary ..... 40&5%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list ..... 75&10%
Sargent's list 60

Drawing Knives

Standard Makes ..... 70&10@75%
Adjustable Handle ..... 25@25&10%
Jennings & Griffin 60%
Watrous ..... 16⅔&10%
L. & I. J. White ..... 20&5@25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's ..... 40&5@40&10%
Blacksmiths' 60%
Breast, Miller's Falls, each $3.00 ..... 15&10%
Hand, Goodell's ..... 30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00 ..... 33⅓%

TWIST DRILLS—

See Augers and Bits.

Egg Beaters

	₩ Doz.	₩ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz., $3.60	1.15	13.00
No. 1, Tinned	1.40	16.20
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.85	19.20
No. 2, Tinned, hotel size	2.00	24.00

Emery Wheel Dressers.

Sterling 35%

Escutcheons

Wood 25%

Farriers' Knives

	₩ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Westenholm's	3.25

Faucets

Iron Petroleum ..... 70@70&10%

SELF MEASURING—

Enterprise ₩ doz. $36.00 ..... 40&10%
Lane's ..... $40.10&5%

Files

DOMESTIC—

New list, Nov. 1, 1899:
American ..... 75&10@75&10&10%
Arcade ..... 75&10@75&10&10%
J. Barton Smith ..... 75&10@75&10&10%
Disston's 75%
Disston's Superfine 50%
Eagle ..... 75&10@75&10&10%
Great Western ..... 75&10@75&10&10%
Kearney & Foot ..... 75&10@75&10&10%
McClellan ..... 75&10@75&10&10%
Nicholson ..... 70&10@75&5%
Nicholson's X. F. Files ..... 40@40&10%
Royal ..... 30@30&10%

IMPORTED—

Stub's ..... Stub's list, 30@33⅓

Filters

Acorn 50%
Fulper's Natural Stone ..... $2.50@$13.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list ..... 60@60&10%
Kirby & Limerick, low list (50c. base) 10%

Fishing Tackle

	₩ Doz
Bishop's.	
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American ..... 60&20%

Freezers, Ice Cream

"Alaska":

Qts.	1	2	3	4	6
Net	$1.15	$1.35	$1.60	$1.95	$2.60

"North Star":

Net	$1.25	$1.45	$1.75	$2.25	

Fruit, Wine & Jelly Presses

Enterprise ..... 20@25%

Fry Pans

Standard list				75&10@80%
No.	1	2	3	4
₩ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₩ doz.	$6.00	$7.00	$8.00	$9.00

Kitchen Specialty Co.: Net ₩ Gro.

Size AA	$8.10
" A	8.70
" B	9.30
" C	9.90

Gauges

Bemis & Call's Steel 50%
Disston's Mortise 67⅓%
Marking Mortise, etc 55%
Stanley's 35%
Starrett's Surface, Center and Scratch. ..... 25&10%
Wire, Morses 25%
Wire, P. S. & W., low list 33⅓%

Gimlets

"Diamond" Gimlets, ₩ gro ..... $4.00@$4.25
Double Cut ..... 40&10c&50%
Metal Head ..... 50&10%
Wood Head 50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins ..... 40&10%

Glue Pots

See Hollow Ware.

Graphite, Lubricating

Dixon's Pure Flake:

632— 1 lb. cans	20c. ea
633— 5 lb. screw top tin cans	85c. ea
634— 10 lb. screw top tin cans	$1.60 ea
644— 25 lb. boxes	15c. lb
645— 50 lb. boxes	14½c. lb
646—100 lb. kegs	14c. lb
647—350 lb. barrels	13c. lb

Grindstone Fixtures

Cronk's 50%
P. S. & W ..... 30@30&10%
Stowells Extra Heavy ..... 40&10%
Stowells Light 50%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₩ doz $3.50

Halters

Covert Mfg. Co.:
Jute Rope Halters 50%
Sisal Rope ..... 30&10%
Web Halters ..... 35&5%

Hammers

HANDLED HAMMERS—

Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75 ..... 50%
Maydole's ..... 33⅓&5@40&10%
Sargent's new list 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 33⅓&7½%
Engineers and B. S. Hand ..... 50&12½%
Quaker City Hammers ..... 40&10%
Riveting and Tinners' ..... 40&2½%

HEAVY HAMMERS & SLEDGES—

Under 3 lb 50c lb ..... 30&5@30&10&5%
3 to 5 lb 40c lb ..... 30&5@30&10&5%
Over 5 lb 30c lb ..... 30&10&5@30&10&10&5%
Wilkinson's Smiths ..... 9½c@10c ₩ lb

Hammock Ropes

Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 20%

Handles

WOOD—

Auger, assorted, ₩ gro $2.75
Auger, large, ₩ gro 3.25
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 32½ 40%
Axe, Pick, etc ..... 60&5%@60&10%
Bliss Mfg. Co.:
Chisel
Brad Awl
File
Auger
Soldering Iron
} 25@33⅓
Brad Awl, ₩ gro ..... $1.75@$2.00
Chisel, Worcester, leather capped, ₩ doz. net $1.50
File, assorted, ₩ gro ..... $1.40@$1.50
Firmer, Chisel, Apple, assorted, ₩ gro. ..... $3.50@$3.75
Hammer, Hatchet ..... 60&10%
Hoe, Rake and Fork ..... 40@50
Rollis Hdw. Co. Hafts, $3.00 ..... 40&10%
"Simplicity" File Hdls, ₩ gro ..... $ .20&1.50
Saw and Plane ..... 40&10c&50%
Shovel and Spade, Wood D Handle ..... 40&10%
Shovel and Spade, Long Handles ..... 40&5@50%

CROSS-CUT SAW HANDLES—

Atkins ..... 40&5%
Champion ..... 45@45&15%
Disston's 50%

Hangers, Barn Door

Old Pattern ..... 60&10%
New England ..... 60⅔@70
Chicago Spring Butt Co.:
Fraction 25%
Oscillating 25%
Big Twin 25%
Lane's:
Covered ..... 60&25
Hinge Pattern, net ..... $6.00 ₩ doz.
Standard ..... 60&5%
Special, No. 25 ..... $3.50
" " 30 ..... 3.90
" " 40 ..... 5.00
" " 20 ..... 6.25
Track for same, ₩ 100 ft. net 3.75
Cronk's:
Nos. 1. 1¼, 2 and 3 ..... 60&5%
Nos. 11, 12 ..... 70&10%
No. 50, net $3.60
No. 44, net 4.00
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₩ doz. pr. ..... 60&10%
Myers' Stay-on ..... 60&5%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment

Pullman's ..... ₩ gro. net $6.00

Hangers, Parlor Door, Etc

Lane's:
Standard ..... net $6.20
Ball Bearing ..... " 4.15
No. 105 ..... " 2.85
New Model ..... " 2.85
New Champion ..... " 2.25

Hardware Shelving

OAK CABINETS—

J. D. Warren Mfg. Co.:
No. B 488, 40 drawers, no partitions, run. ft., $3.60; net each $30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each 36.47
No. 1655, 84 drawers, no partitions, run. ft., $6.52; net each 54.28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.86; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1703, with two adjustable center shelves, run. ft., $2.75; net each 22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.88; net each 30.88

Hasps and Staples

Cronk's 30%
McKinney's "Perfect", $1.10 ₩ doz 30%
Wrought ..... 30@60&10%
Wrought, Stanley 30%
Wrought, Griffin 30%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:

Myers Unloader, double steel track	$7.00
Myers Unloader, wood track	7.00
Comb. Car, Double steel T	7.00
Comb. Car, wood track	7.00
Rev. Car, Double steel track	7.00
Rev. Car, wood track	7.00
Myers Unloader, cable	7.00
Myers Unloader, single rail	7.00
Sure Grip Sling Car, steel or wood track	12.00
Dbl. Rail steel track, complete, ₩ ft.	——
Single Rail steel track, complete, ₩ ft	.20
D. H. Fork steel, regular, each	1.80
Nellis Fork, each	3.00
Double Grapple Fork, each	7.00
Sprouts, Shear Fork, each	1.50
Walker Fork, each	2.50
Common 6 in. wood sheave pulley, Fig. 482, ₩ doz	3.20
Faultless steel frame K. P. pulley, Fig. 485, ₩ doz	4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₩ doz	3.50
Malleable Frame K. P. pulleys, Fig. 676, ₩ doz	4.80
Reed Wood Frame pulley with hook, Fig. 484, ₩ doz	4.00
Steel Frame pulley with iron sheave, Fig. 565, ₩ doz	3.50
Floor pulley, wood sheave, Fig. 488, ₩ doz	4.50
Hanging Hooks for double steel track, ₩ doz	1.40
Hanging Hooks for single steel track, ₩ doz	1.40
Hanging Hooks for wood track, 10 in., ₩ doz	1.00
16 in., ₩ doz	1.20
Floor Hooks, ¾ in., ₩ doz	1.40
Malleable Rafter brackets, ₩ doz	.70
Wrought Rafter brackets, ₩ doz	.70
Rope Hitch, ₩ doz	3.20

Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point ..... 40&10%
Iwan's Hay, sickle edge, ₩ doz., net $3.50
Iwan's Hay, imp. serrated, ₩ doz., net 10.00
Kohler's Hay, sickle edge, ₩ doz., net 9.50
Auburn Straw ..... 40&10%
Weymouth, pat., ₩ doz., net $6.00
Wadsworth's ..... 40&10%

Hedge Trimmers

Wadsworth's:
No. 1 ..... 10%
No. 2 ..... 10%

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap
6 to 12 in., ₩ lb 5½c
14 to 20 in., ₩ lb 5½c
22 to 36 in., ₩ lb 5½c

STRAP AND T HINGES—
(New Prices)

List December 20, 1904:

Light Strap Hinges	65%
Heavy Strap Hinges	70%
Light T Hinges	60%
Heavy T Hinges	50%
Extra Heavy T Hinges	66⅔%
Hinge Hasps	65%
Corrugated Heavy Strap	70%
Corrugated Ex. Heavy T	66⅔%

} 10&5 and 10&10&5

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SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges....40%
Bommer B. B. Floor Hinges....40%
Bardsley's Patent Checking....15%
Chicago Spring Butt Co.:
Chicago Spring Butts....25%
Triple End Spring Butts....50%
Chicago Ball Bearing Floor Hinge....50%
Garden City Fire Engine House Hinge..25%
Chicago Saloon Door Hinge....25%
Columbian:
Steel Hinges....60%
Floor Hinges....60%
American....30%
Gem....30%
Oxford....30%
Acme, Steel....30%
" Brass....25%
Niles Mfg. Co....30&5%
Superior:
Floor Hinges....33⅓%

GATE HINGES—

Clark's, Nos. 1, 2, 3....50&10@60&10%
N. E., ₱ doz., $7.80....60%
N. E., Reversible, ₱ doz., $5.60....60%
N. Y. State, ₱ doz., $4.90....60%
Western, ₱ doz., $4.20....60%

BLIND HINGES—

Parker....70&10@70&10&10%
Sargent's, Nos. 1, 2, 5, 11, 13....75%
W. H. Co's., No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₱ doz. sets....30&10%

Hitching Cords

Covert Mfg. Co....45%
Hitchers Stall....30&25

Hollow Ware

ENAMELED—

Agate Nickel Steel Ware....60%
"Never Break" Steel:
Spiders, Griddles, &c....65&10%
Maslin Kettles, &c....60%
" " Porcelained....50%

STOVE HOLLOW WARE—

Blacklock:
Ground....50@50&10%
Plain or Unground....60@60 5%
Country Ware ₱ 100 lbs. net....$3.00
Enameled Ware....45&10&50%

WHITE ENAMELED WARE—

Maslin Kettles....65@65&10%
Tinned Boilers and Saucepans....35&10%
Enameled....45&10%

GLUE POTS—

Tinned....30&10%
Enameled....35&10%

Hooks

BUSH—

Jennings & Griffin's....33⅓&5%
Wadsworths....55&10%

CAST IRON—

Ceiling, Sargent's list....50&10@60%
Chandelier....60@60&10%
Clothes Line, Sargent's list....50&10&10%
Coat and Hat, Sargent's list....50&10@60%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....60@60&10%
Picture....50&10%
Screw Hat....60&10@70%
Wardrobe....60&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz....$1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise....40%

WIRE—

Atlas, new list, single cases....30%
Atlas, Metal Clasp....75@75&10%
Wire Coat and Hat, Acme....60&10%
Wire Coat and Hat, Gem....70&10@75%
Wire Ceiling, Gem....70&10@75%

MISCELLANEOUS—

Belt....30&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35&5%
Grass, Wadsworth's....60%
Cronk's, Grass, ₱ doz....$2.75
Hooks and Eyes, Brass....60&10&10%
Hooks and Eyes, Mal. Iron....70&10%
Cotton, box and hay....60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	10	
A. C.	25c	23c	23c	21c	21c	40&5%
American, all sizes, net						9¾c
Nos.	6	7	8	9	10	
Anchor and New Haven	12c. net for all sizes 5 to 10.					
Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K.	25c	23c	23c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10 50%
Clinton Fin.	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10 50%
Lyra, all sizes, net						9¾c
Livingston						10&10%
Maud S.	25c	23c	23c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb						12c
Northwestern	25c	23c	23c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	28c	21c	20c	19c	18c	25&10%
Western						40&10%

Horse Shoes

F. O. B. Pittsburgh:
Horse and mule, Iron, ₱ keg....$4.00
Steel, ₱ keg....3.75

Horse Ties

Covert Mfg. Co.:
Cotton....45%
Hemp....45c
Steel....70%
Jute....45⅓

Hose, Rubber

Boston Belting Co.:
"Boston"....50%
Niagara....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Hose Bands

Star Hydrant....80&30%
Steam....70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross....$9.00 net
Crown....net
Gem Ice Shave....net
Sargent's Ice Awls....net
Snell's....50%
Star....net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain....20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping, net ₱ doz....$1.50
Foster Bros., butcher, &c....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw

Wadsworth....40&10%

Knife Sharpeners

Pike's: 40%
Nat. Grit Carving Knife Hones ₱ doz....$3.00
Solid Stone Carving Knife Hones ₱ doz....$2.50
Quick Edge Pocket Knife Hones ₱ doz....$3.00
Mounted Kitchen Sandstone ₱ doz....$1.50

Knobs

Bardsley's wood, door, shutter and base....10@15%
Base, rubber tip, 2½ in bead, ₱ gro....$1.15@$1.25
Door Mineral....65@70c
Door Por. Jap'd....70@75
Door Por. Nickel....$2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D....40&10%

Latches

₱ Doz.
Cronk's barn door, net....$2.00
Lane's Barn Door....40&10%

Lawn Mowers

Champion....75&10%
Clipper Improved....50&10&10&5%
Enterprise....40&10
Genuine Philadelphia Mowers:
Styles M, S, C, K, T....70&10%
Style A (all steel)....60&10%
Style E, low wheel....60&10%
Style E, high wheel....70&10&5%
Drexel, low list....50%
Gold Coins, low list....50%
New Departure, high wheel....70&10%
New Departure, low wheel....75%
Pennsylvania....60&10

Lawn Sprinklers

Enterprise....25@20%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy, net, ₱ doz....$7.50
Mystic....6.00
Rainmaker....4.80
Dew Drop....1.20

Leads

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....45%
Sisal....33⅓%

Lemon Squeezers

Berger Bros., ₱ doz...8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz....$9.60
Little Giant....50&5&5%
Porc. lined, Iron, ₱ doz....$1.75
Porc. lined, Wood, ₱ doz....$1.25
Wood, common, ₱ gro....No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon....25&10%
Iron Bench, new design....25&10%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish....40%
Cotton Chalk, 20 feet....40&10%
Cotton Trot....20%
Samson Cot., Nos. 4, 3, 2, 1....40%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50....20%
Wire Clothes:

	18	19	20
100 feet	$2.25	$2.00	$1.75
75 feet	1.80	1.55	1.10

Shells

ammunition

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co....40%
R. & E. Mfg. Co....40%
Reading Hardware Co....40%
Sargent & Co....40%

CABINET—

Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00...40%
Ames Sword Co....40@45%
Brown's brass....25%
Brown's chain....25%
Champion....40%
Eagle....40%
Smith & Egge bicycle....50%
Wrought Iron....75&10@80%
Yale Lock Co....60%

TRUNK—

Corbin's....25&10%
Eagle....40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory....45@5&5%
Lignumvitæ....45@5&5%
Bliss:
Carpenters, Tinners, Box, Carvers...33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden, net ₱ doz....$4.00
Regular Goods....70&10@75%

Meat and Food Cutters

American....30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz....30&10@40&10%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise....25@25&7½%

Nos.	5	10	12	20	22
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant....40@50%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz....40@50%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise)....25@30%

Meat Juice Extractors

Enterprise....25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	20c
Koamic	18c
Magnolia, Anti-Friction	25c
Mystic	16c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00....40%
Sargent's....60@60&10%

Mitre Boxes

C. E. Jennings & Co....30&10%
Seavey's, ₱ doz., $30....40%
Stanley Rule and Level Co.:
Nos. 340 to 460....30%
Nos. 50 and 60....35%

Mop Wringers

₱ Doz.
No 1 Reliance....$12.00
No. 2 Reliance....16.00

Motors

COFFEE MILL—

Specialty Novelty Co., each....$5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899....85&85&10%

PICTURE—

Niles' Patent....40%
Porcelain head, combination list....60&10%
Porcelain head, Sargent's list....60%

Nail Nippers

"Gem," ¼ gross lots, ₱ gross....$21 00
" less quantity, ₱ dozen....2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net....$7 50
Black Hawk, ₱ dozen....9.00
Cyclops....40&10@50%
Cronk's, ₱ dozen, net....$12.00
Eureka, No. 74, ₱ doz., net....$8.50
Eureka, No. 75, ₱ doz., net....$8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning, ₱ doz., $18.00....20%
Morrills No. 1, list $20.00....50%
National, ₱ doz., $24.00....10%
Pelican, ₱ doz., $ 9.00....40@40&10%
Rollis Hardware Co., No. 1, $18.00...50&10%

Nail Sets

₱ Gro
Hunters, Cup Point, knurled....$10.00
Hunters, Cup Point, plain....9.00
Octagon....4.00@4.75
Round, assorted....3.00@3.25
Square....4.00@4.25
Snell's:
Octagon, ₱ gro....55
Corrugated....65
Knurled....60@70%

Nippers

Acme....50%
Nettleton Mfg. Co.:
Reversible Cutting....40%
Smith's cutting....50%
Todd's cutting....50%

Nut Crackers

₱ Gro
Acme, Japanned, $30.00....40%
Acme, Nickel Plated, $3.00....20%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, blank	$4.80
Hexagon, blank	5.10
Square, blank, C. T. & R	5.10
Hexagon, blank, C. T. & R	5.70

Hot Pressed:
Mfrs. U. S. or Nar. Gauge Standard

Square, blank	5.00
Hexagon, blank	5.40
Square, tapped	4.70
Hexagon, tapped	5.10

Oils

Linseed, city, boiled, in barrels, Linseed, city, raw, in barrels, Out of town on spot, Calcutta, raw, in barrels } See "Review of Markets"
Lard, prime city, ₱ gal....72@73c
Lard, Extra, No. 1....47@49
Lard, No. 2....40@44c

Oilers

Brass and copper....50&10
Tin or steel....65@10&70%
Cushman & Denison's: ₱ Doz
Gem....$ .50
Leader....60
Perfect oilers....1.50
Star pocket oilers....75
"Paragon," brass....50&10%
"Paragon," zinc....65&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust....70 70&10%
Zinc and tin....65 @65&10%
American Tube & Stamping Co.:
Spring bottom cans....70@70&10%
Railroad oilers, etc....60&60&10%

Oil Stones, Etc

AXE STONES—

Pikes':

Hindostan, large axe	8c	₱ lb	40%
" small "	10c	" "	
Queer Creek Axe	20c	" "	

OIL STONES—

Pikes':

Lily White Washita	60c	₱ lb	33⅓
Rosy Red "	60c	" "	
Extra "	50c	" "	
No. 1 "	40c	" "	
No. 2 "	30c	" "	
Lily White " round edge slips	90c	" "	
No. 1 Washita, round edge slips	70c	" "	
Washita Pen Knife pieces	70c	" "	
No. 1 Hard Arkansas stone 3 to 5½ in. long	$2.80	" "	
No. 1 Hard Arkansas stone 5½ to 8 in. long	$3.50	" "	
No. 1 Soft Arkansas stone 3 to 5½ in. long	$1.50	" "	
No. 1 Soft Arkansas stone 5½ to 8 in. long	$1.70	" "	
Soft Arkansas, round edge slips	$2.50	" "	
Hard Arkansas, round edge slips	$4.00	" "	
Hard Arkansas Pocket Knife pieces	$4.00	" "	

Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes....40%
India Oilstones, all grades and sizes....33⅓%
Queer Creek Oilstones....20c ₱ lb
Chocolate Oilstones....50c " " 40%
Regular Hindostan....8c " "
Small Hindostan....10c " "
Pike's Selling Assortments:
Assortment No. 1....$20.00 net
" " 2....12.00 "
" " 3....15.00 "

Packing, Steam

RUBBER—

Boston Belting Co.:
Phoenix, net ₱ lb....50c
Plumbago....50%
Pure Packing, "Excelsior"....50%
Extra....60%

MISCELLANEOUS— ₱ Lb

American Packing....8@10c
Cotton Packing....16@25c
Italian Packing....9½@12c
Jute....4½@5c
Russian Packing....8½@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₱ doz	$ 4.00
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved		20.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	86.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO— ₱ Doz

Saratoga....$7.00
White Mountain....6.00

Pencils

Dixon's: ₱ Gro
Carpenter's....$2.17@3.75
Carpenter's, blue or red lead....4.00@7.50
Office....1.87@7.50
Lumber....6.87
Colored Indelible....9.00
Black artists....9.87
Colored....4.38@7.50
Assortment boxes....1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899....70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire....50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.)....35&2½%
Bench, first quality....35@35&10%
Bench, second quality....45@45&5 40%
C. E. Jennings & Co....50&10%
Molding....30@30&10%

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....35%
Miscellaneous....30&5%

PLANE IRONS—
Buck Bros....30%
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@25%

Pliers and Nippers
Acme Nipp rs....50&5%
Button....75&10%
Cronk & Carrier Mfg. Co.:
American Button....75&10%
Cronk's....60%
Stub's Pattern....50%
Combination and o hers....33⅓%
Heller's Farriers' Nippers, Pincers and Tools....40&10@40&10&10%
The Nettleton Mfg. Co. Reversible Cutting Nippers....40%
P., S. & W. Tinners Cutting Nippers...40%
Utica Drop Forge & Tool Co:
Pliers and Nippers, all kinds....40%

Plow Bolts
See Bolts.

Plumb Bobs
Keuffel & Esser Co....33⅓%

Plumbs and Levels
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's Plumbs and Levels....6⅔%
Disston's Pocket Levels....67½%
C. E. Jennings & Co.'s Iron....33⅓%
C. E. Jennings & Co.'s Iron, Adjustable....40&7½%
Stanley R. & L. Co....40%
Stanley's Duplex....35%
Woods' Extension....33⅓%

Poachers
See Egg Poachers.

Police Goods
Tower & Lyons....25%

Polish Metal
Prestoline Liquid, new list....40%
Prestoline Paste....40%
George William Hoffman
U. S. Metal Polish Paste, 3 oz boxes,
₱ doz....$ .50
₱ gross....4.50
½ pound boxes, ₱ dozen....1.25
1 pound boxes, ₱ dozen....2.25
U. S. Liquid, 8 oz cans, ₱ dozen....1.25
₱ gross....12.00
Barkeeper's Friend Metal Polish
₱ dozen....1.75
₱ gross....18.00

Polish, Stove
Black Eagle benzine paste, 5 lb cans, ₱ lb....10c
Black Eagle, liquid, 10 oz. cans, ₱ doz....75c
Black Jack paste, ¼ lb cans, ₱ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₱ gross, $10.00....50%
Joseph Dixon's, ₱ gross, $5.75....10%
Dixon's Plumbago, ₱ lb....8c
Fireside, ₱ gross....2.50
Gem, ₱ gross, $4.50....10%
Japanese, ₱ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₱ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ½ lb. box, ₱ doz....1.00
Black silk, 5 oz box, ₱ doz....75c
Black silk, ½ pint liquid, ₱ doz....1.00

Poppers, Corn
Square.	₱ Doz	₱ Gro
1 qt.		$ 8.00
1½ qt.		10.00
2 qt.		12.00

Post Hole Diggers
Avery's' Neverbreak" ₱ doz. $24.00....60%
Disston's Samson Digger, ₱ doz. $24....25%
Kohler's:
Little Giant....₱ doz., net $12.00
Hercules....“ “ 10.00
Invincible....“ “ 9.00
Pioneer....“ “ 7.20
Universal....“ “ 14.00
New Champion....“ “ 5.00
Rival....“ “ 8.00
Ryan's....₱ doz., $20.00 25%
Iwan's:
₱ Doz
Split handle....net $7 25
Perfection....“ 8.25
Rockford Tack & Nail Co.:
Rockford brand....₱ doz., “ 6.50
Atlas pattern....“ “ “ 7.50

Post Hole Augers
Iwan's Patent improved....40&5%
Vaughan's, 4 to 9 in....“ “ 6.00

Potato Hooks, Etc
Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder
See Ammunition.

Presses
See Fruit and Jelly Presses.

Primers
See Ammunition.

Pruning Hooks and Shears
Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....25%
Disston's Pruning Hook, ₱ doz., $12.00..25%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....33⅓%
Waters' Tree Pruners....75&10%

Pulleys
Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60
Common Sense....60%
Dumb Waiter....60@60&10%
FompreSash Pulley....60%
Axe sies 1, No. 3, 7, 2 in. tpl doz....50%
Graud Rapids," all steel....50%
Hay Fork, swivel eve., ₱ doz., 4 in., $3.75;
6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₱ doz., $6.00....
50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot Horse....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps
Cistern, best grades....60%
Pitcher Spout, best grades....75&5@75&10%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz....$ 7.50
Mechanical, net ₱ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 828, 3 in. Shallow Well Pump....18.00
No. 8, Fig. 828, 3½ in. Shallow Well Pump....15.00
No. 5, Fig. 807, 3 in. Deep Well Pump....15.00
No. 6¼, Fig. 807, 3½ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 82, Fig. 523, 3 in. Deep Well Pump....17.00
No. 56, Fig. 831, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 832, 3½ in. Shallow Well Pump....17.00
No. 70, Fig. 833, 2½ in. Deep Well Pump....15.00
No. 72, Fig. 833, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3½ in. Lift Pump..11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3½ in. Lift Pump..8.50
No. 225, Fig. 389, Windmill Pump...12.50
No. 235, Fig. 408, Windmill Pump...16.00
No. 240, Fig. 406, Regulator Pump..28.00
No. 802, Fig. 477, Knapsack Spray Pump, complete....11.50
No. 830, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches
Bemis & Call Co's:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....40%
Niagara Solid....55&10%
Saddlers' or Drive, good....60@65&10%
Snells' Tinners'....40&5%

Rail
Barn Door, Light, Inches...	¼	⅜	½
₱ 100 feet	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ₱ ft...3½c
Barn Door, "None Better" No. 2, ₱ ft....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's:
₱ Ft.
O. N. T. style, No. 18....2½c
Double braced, No. 10....2¾c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ₱ 100 ft....3.50
“ “ 1¼ “ “ “ “....3.98
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₱ ft....6¼c
Sliding Door, Steel, Brass Plated, ₱ ft..5½c
Sliding Door, Wrought brass, 1¼ in ₱ lb. 36c....25@30%
Victor Track Rail, 7c ₱ ft....60&10&2½%

Rakes, Etc
Cronk's:
Malleable....70&10%
New Champion....$3.75, 4.00, 4.25 net
Victor....$3.00, 3.25, 3.50 net
Anti-Clog Lawn....$4.00 net
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:
Net
Lawn Queen, 20....$3.15
“ “ 24....3.25
Jumbo Lawn, 36....5.40
Paragon (wood head)....2.50
Steel Garden, 10th....2.00
“ “ 12th....2.10
“ “ 14th....2.25
“ “ 16th....2.40

Rasps, Horse
Disston's....75%
New Nicholson Horse Rasp....70&10@75%
See also Files.

Razors
Electric....List Net
Boracic....60%
Fox....40%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones
Pike Mfg. Co.:
Belgian German and Swaty, all sizes...50%
Pike's Selling Assortments:
Assortment No. 1....$18.00 net
“ No. 2....10.00 net

Registers and Ventilators
HOT AIR—
New list, July 1, 1906:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70%
White Porcelain....60%
Solid Brass and Bronze Metal....40&10%

Revolving Chimney Tops
Iwans' Volcano....55%

Rifle Cleaners
Bishops':
Small Bore Rifle Cleaner, ₱ doz....$3.00

Rings
See Bull and Hog Rings.

Rivets and Burrs
COPPER—
Belt with Burrs....40&2 1-2%
Hose with Burrs....40&2 1-2%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75@75&5%
Miscellaneous....75&75&5%

Rivet Sets
Regular list....70%

Rollers, Stay
Cronk's:
Nos	50	55	56	60	65
₱ Dozen	.90c	.80c	.75c	.75c	.75c

Rope
Cotton Rope:
₱ Lb
Best ¼ in. and larger....16½@18c
Medium....15½@16½c
¼ in. and larger....—
Common....10½c
Jute Rope:
A grade....8¼ to 8½c
C grade....7¾ to 8 c
Manilla Pure:
7-16 in. and larger....18½c
⅜ in....14c
¼ and 5-16....14½c
Sisal, Pure:
7-16 in. and larger....9¼c
⅜ in....9¾c
¼ and 5-16 in....10¼c

Root Cutters
Lane's....25%

Rules
Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
“ steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....50%
Miscellaneous, Stanley's....60%

Sad Irons
DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs....3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs....3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa. New List. 12½&7½%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel....70&10&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's. list:
Emery cloth....50&10%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances
Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain
Competition....50&10%
Giant....40%
Pullman bronze....60%
Pullman cop steel....60&10%
Royal metal....60%

Sash Cord & Weight Fastener
Ives....40%

Sash Cord
Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia, ₱ lb....15c
Common India, ₱ lb....10@10½c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12 1-2@13c
Silver Lake:
A Quality, drab, ₱ lb....45c
A Quality, white, ₱ lb....40c
B Quality, drab, ₱ lb....40c
B Quality, white, ₱ lb....35c

Sash Fasteners
Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....62½%

Sash Locks
Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....60%
Crescent....40&10%
Iron....62½%
Window ventilating....55%
Robinson pat. ventilating sash lock..33⅓%
Wrought bronze and brass....55%
Wrought steel....55%
Paysons Signal....80%
Pullman patent ventilating....25%

Sash Weights
Ton lots at factory (Eastern)..$27.50@$28.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws
Atkins:
Band to 14 in. wide....60%
Band ¼ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....30&10&10%
Disston's:
Circular, solid and inserted tooth....50%
Band 8 in. to 16 in. wide....60%
Band ¼ in. to 1¼ in....60%
Cross cuts....45%
Narrow cross cuts....30%
Mulay, mill and drag....50%
Framed wood saws....25%
Wood saw blades....25%
Wood saw rods....25%
Hand saws, Nos. 12, 99, 9, 16, D100, D95, 120, 76, 77, 8....30%
Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 00, combination....25%
Compass, keyhole, pruning, dovetail, &c....30%
Butcher saws and blades....40%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..30&2½&10%
Peace:
Cross cuts....30%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines..10%
Sterling Saw Machines....10%
Sterling hack and saw blades....25%
Sterling hack saw frames....25%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades.25%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....15&10%

Saw Filer
Disston's D8 Clamp and Guide, $30.00 ₱ doz....30%

Saw Frames
C. E. Jennings & Co....20%
Richardson's Wood....net
Sterling....25%

Saw Sets
Atkins,
Criterion saw sets, ₱ doz....$6.00
Excelsior saw tools No. 1, ₱ doz....4.80
Disston's Monarch, Nos. 1 & 10 & Star....30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$7.50
"Royal," ₱ doz. net....4.50
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $20.63; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz....1.00
Taintor's Positive, $18.00 ₱ doz....60%

Scales
Chatillon's:
Eureka....25%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....50@50&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80@$2.00
Striped....$2.00@$2.20
Pelouze....50%

Scale Beams
Chatillon's No. 1....25%
Chatillon's No. 2....25%

Scrapers, &c
Adj. Box scrapers (S. R. & L. Co.) $6.00...45%
Box, 1 handle, ₱ doz....$2.00@$2.25
Box, 2 handle, ₱ doz....$2.50@$2.60
Foot....55&5@60&5%
Ship, Common, ₱ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz....$2.00

Screw Drivers
Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....45@50%
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$6.00
Electric spiral, No. 02, “ “ “....5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₱ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75&5%
No. 10....75&10&10%
Nos. 20 and 30....60&10&10%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws
WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50-50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&5%
Hand Rail....70&10&2½%
Lag screws, list Oct. 1, 1880....75&10%
Cone Point....75&10%

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BENCH, HAND, ETC—
Bench, iron, ℔ doz.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....25@25&5%
Hand, wood.....25@25&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes
	℔ Doz
Cronk's	$8.00
Wadsworth's:	
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush	40%

Scythe Rifles
8-Coat, ℔ gro., $10.00 } 40%
4-Coat, ℔ gro., $12.00 }

Scythe Stones
	℔ Gro
Pike's Selling Assortments:	
Assortment "A"	$4.75 net
" "B"	$3.75 net
No. 1, Indian Pond	$ 7.00
No. 2, " "	4.50
White Mountain	9.00
Black Diamond	12.00
Lamoille	11.00
Green Mountains	6.00
Leader Red End	4.50
Willoughby Lake	9.00
Extra Quinnebog	7.00
Pike's Corner Inn	18.00
" Quick Cut Emery	10.00

40%

Seeders
Raisin, Enterprise.....25@30%

Shears
Acme (cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lawn Trimmers.....40%
Carrier Cutler / Co.:
N. P. Straight Trimmers.....68⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....10%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....10%

Shears, Hedge
Wm. Wilkinson & Sons.....50%

Sheep Shears
Wilkinson's:
1900 List.....30&10&5%

Sheaves
SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells
See Ammunition.

Ship Tools
L. & I. J. White.....25%

Shot
See Ammunition.

Shovels and Spades
Association List, Nov. 15, 1902.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Snow Shovels
Long Handles.....$2.75@$3.00
Black D Handles.....$3.25@$3.50

Shutter Bars
Ives'.....45%

Shutter Bolts
See Bolts, Shutter.

Skate Sharpeners
Eureka.....℔ doz.. $1.75; ℔ gro., $18.00

Slaters' Tools
Plumbs.....30%

Slaw and Kraut Cutters
Disston's:
Slaw, vegetable, corn grater, turnip shredder.....35%
Kraut cutters, 24x7, 26x8, 30x9.....35%
Kraut cutters, 36x12, 40x12.....35%
Tucker & Dorsey:
1 knife, ℔ gro.....$18.00@$20.00
2 knives, ℔ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers
See Hammers.

Slicers
Vegetable, Enterprise.....25%

Smiths' Bellows
See Bellows.

Snaps, Harness, &c
German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg Co.:
Covert Breast strap, bkle snaps.....4"
Yankee Breast strap, bkle snaps.....30&"
Breast strap protector.....4"
Tennis for hats or trace carrier.....4"
Trojan snaps.....
High grade snaps.....4"
Jockey snaps.....3"
Derby snaps.....30&"
Rope snaps.....4"
Yankee snaps.....30&"

Scythe Snaths
National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves
Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ℔ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓%

Spoons and Forks
SILVER PLATED FLAT WARE—
International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10%
German silver, unplated.....60@60&5%
KNIVES AND FORKS, NO. 12—
	℔ Doz. Net
"1847"	$3.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co.	3.25
Rogers & Hamilton	3.25
Holmes & Edwards	2.75

Springs
See Door Springs.

Spring Balances
See Balances.

Spring Hinges
See Hinges.

Squares
Disston's Try sq're & T bevels, new list.....67½%
Try square and T bevel.....60&10&5@70%
Winterbottom's Try and Mitre:
Iron Handle.....35%
Wood Handle.....40%
Nickel-pl'ted, new list, Jan. 5, '00.70&7½@75%
Steel and iron.....70&7½@75%

Staples
Barbed blind, ⅛, ⅜, & ⅝ in., ℔ lb...6@6½c
Poultry Netting.....8½@8¾c

FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers
Cronk's, No. 50, net ℔ doz.....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels
Chatillon's "Dicks".....30%
Foster Bros.....30%

Stocks and Dies
BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50@50&10%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%
PIPE MAKERS—
Holroyd & Co.....30@30&10%

Stones
See Oilstones.

Stops
See Bench Stops.

Store Door Handles
See Handles.

Store Ladders
Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts
See Bolts.

Stove Polish
See Polish, Stove.

Sweepers
See Carpet Sweepers.

Tackle Blocks
See Blocks.

Tacks, Finishing Nails, &c
New List, May 1, 1905.
American Carpet Tacks.....90&87½%
American Cut Tacks.....90&87½%
Swedes Cut Tacks.....90&87½%
Swedes Upholsterers'.....90&45%
Gimp Tacks.....90&45%
Lace Tacks.....90&45%
Trimmers' Tacks.....90&87½%
Looking Glass Tacks.....85%
Hill Posters' & Railroad Tacks.....90&45%
Hungarian Nails.....80&20%
Finishing Nails.....70%
Trunk and Clout Nails.....80%

NOTE.—The above prices are for Standard Weights. An extra 5% is given on Medium Weights, and an extra 10&5% is given on light weights.

MISCELLANEOUS—
Double Point, in dozens.....20&5tems

Tack Pullers
Columbia, No. 1, ℔ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ℔ doz., net..... 1.00

Tapes, Measuring
Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Buck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers
See Borers, Tap.

Tap
American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....30&20%
Pipe, 2 to 3 in.....30&15%
Pipe, 3½ and 4 in.....60⅔&15%

Tap Wrench
Rollis Hdw. Co., $6.00.....50%

Thumb Latches
See Handles.

Ties, Wall and Veneer
The Metal Stamping Co., Niagara...20&10%

Tinware
Stamped, Japanned and Pieced..net prices

Tire Bolts
See Bolts.

Tobacco Cutters
National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers
See Clippers.

Trace Holders
Fernald's, ℔ doz. pairs.....net $1.35

Trammel Points
C. E. Jennings & Co., "Eureka".....35%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters
Payson's solid grip, Nos. 643 and 644, ℔ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps
FLY—
Balloon..... ℔ doz. $1.25, ℔ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50
GAME—
Enterprise Mole..: .....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10@70&10&5%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ℔ doz., $1.00.....10%
Mouse, wood, choker, ℔ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ℔ doz.....$18.25
No. 2, Rat, ℔ doz., $6.50; case of 50.. 5.75
No. 3, Rat, ℔ doz., $5.25; case of 72.. 4.70
No. 4, Mouse, ℔ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ℔ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers
Pullman No. 1, ℔ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics
Brade's Brick.....30%
Disston's:
Brick and Pointing.....25%
Plastering.....20%
"Standard Brand" and Garden.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden
Kohler's:
Mal. Hdl. Jap., ℔ gross, net.....$4.80
" " Tinned, ℔ gross, net..... 6.00
Wood Hdl., ℔ gross, net..... 4.80
Disston's.....30%
Avery's, net ℔ gro.....$6.00

Vegetable Slicers
Enterprise Mfg. Co.....25%

Vises
Oval slide.....30%
Solid box.....60%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40%
Coachmakers'.....40%
Armstrong's:
Combination.....30%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&5%
Lowell Hand.....35%
Massey:
Perfect.....15%
Clincher.....35%
Wood-working.....15%
Planer.....15%
Comb. Pipe.....15%
Millers' Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....30%
Prentiss.....30@35%
Sargent's.....40%
Snediker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....30@40&5%
Wright's Pipe.....40%

SAW FILERS
Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads
See Ammunition.

Wagon Jacks
Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters
Otis A. Smith's.....20&10&10%

Water Motors
Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd...40&10%

Weights, Hitching
Covert Mfg. Co.....40&2%

Well Wheels
Japanned, 8 to 14 in.....net

Weed Extractors
"Pastime," ℔ doz., net.....$1.75

Window Cleaners
Barnes Mfg. Co.....40%
Beeley's Peerless.....60%
Beeley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters
Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges
See Guages.

Wire and Wire Goods
Brass wire.....Net List
Bright Wire Goods:
New list June 24, 1903.....20&25%
Cast steel wire.....50%
Copper wire.....10%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60@60&10%
Market Wire, Bright or Annealed:
Nos. 0 to 9.....80%
Nos. 10 to 18.....80&2½%
Nos. 19 to 26.....80&7½%
Nos. 27 to 36.....80&2½%
Galvanized:
Nos. 15 to 26.....75%
Coppered:
Nos. 6 to 14.....75&5%
Nos. 15 to 18.....72½&10%
Tinned:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&7½%
Cast steel.....50%
Picture wire, list of Oct. 2, 1900.....85&10@85&10&10%
Stub's steel wire.....$6.00 to2 80⅔%

Wire Clothes Lines
See Lines.

Wire Cloth, Netting, &c
Galvanized wire netting.....80&5@80&10%
Painted screen cloth, good quality, ℔ 100 sq. ft.....$1.15@$1.35

Wire Rope
Bright.....45&2½%
Iron, galvanized.....87½&2½%

Wire Rope Clips
Crosby.....25%

Wire Stretchers
W. C. Heller's grip, ℔ doz.....$1.50

Wrenches
Agricultural.....75&10&10@80%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50&10%
Bemis & Call's:
Briggs pattern.....40%
Improved Pipe, bright.....35%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohu &10%
Eagle pie &10%
Gem..... &10%
Stillson pipe.....60&10%
Acme.....60@60&10%
Hercules.....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Abrasives
Pike Mfg Co., Pike, N. H.
Tanite Co., Stroudsburg, Pa.

Adzes
National Cutlery Co., Detroit, Mich.

Agricultural Implements
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

"Atlantic" Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Automat c Door Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Automatic Sash Holder
Automatic Sash Holder Co., New York.

Automat c Shears and Scissors
Davies Automatic Shear Co., New York.

Automobiles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Axes
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Bank Locks
The Yale & Towne Mfg. Co., New York.

Barb Wire
Fuller Bros. & Co., New York

Barn Paints
E. E. Nice, Philadelphia, Pa.

Bath Room Accessories
Forsyth Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Blind Hinges
Parker Wire Goods Co., Worcester, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Bolt and Screw Cases
American Bolt and Screw Case Co., Dayton, Ohio.

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York

Box Hooks
Patterson, Gottfried & Hunter, Ltd., New York.

Box Straps
Cary Mfg. Co., New York

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Brackets, Shelf
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"
Atlantic Stamping Co., Rochester, N. Y.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.
The Yale & Towne Mfg. Co., New York

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Butchers' Machinery
Cleveland Butchers' Supply Co., Cleveland, O.

Butchers' Scales
John Chatillon & Sons, New York

Butts, Door
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinet Hardware
The Yale & Towne Mfg. Co., New York.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
Ellis Mfg. Co. Millidale, Conn.
John H. Graham & Co., New York
A. F. Meiselbach & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Stretcher and Tack Hammer Combined
Richard W. Montross, Galien, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Myers & Bro., Ashland, Ohio

Casters
Faultless Caster Co., Nebraska City, Neb

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chain Blocks
The Yale & Towne Mfg. Co., New York.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers
Coates Clipper Mfg. Co., Worcester Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coaster Wagons
Wabash Mfg. Co., Wabash, Ind.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York
Parker Wire Goods Co., Worcester, Mass.

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Combination Squares
A. W. Hight, Toledo, O.

Conductor Pipe
American Steel Roofing Co., Middletown, Ohio.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Knives
Wilkinson Shear & Cutlery Co., Reading, Pa.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Countersinks
C. E. Jennings & Co., New York

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Creamery Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cutlery
Davies Automatic Shear Co., New York

Cutlery Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers
Taylor & Boggis Foundry Co., Cleve., O.

Diamond Tools
The Tanite Co., Stroudsburg, Pa.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Check and Spring (Blount)
The Yale & Towne Mfg. Co., New York.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.

Door Pulls
Parker Wire Goods Co., Worcester, Mass.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Keuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.

Drawing Knives
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Drills, Brick and Stone
Star Expansion Bolt Co., New York.

Drop Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

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Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Electric Cooking and Heating Apparatus
Prometheus Electric Co., New York.

Elevators
Eaton & Prince Co., Chicago, Ill.
Kimball Bros. Co., Council Bluffs, Iowa.

Emery
The Tanite Co., Stroudsburg, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Glue
The Tanite Co., Stroudsburg, Pa.

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.
Patterson, Gottfried & Hunter, Ltd., New York.

Enameled Wiring Rings
Star Expansion Bolt Co., New York.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Expansion Bolts
Star Expansion Bolt Co., New York.

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co. Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.

Faucets, Metal
John H. Graham & Co., New York

Fences, Wire and Iron
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Ohio Structural Iron Co., Sandusky, O.
Van Dorn Iron Works Co., Cleveland, O.

Files
G & H. Barnett Co., Philadelphia
Carver File Co., Philadelphia, Pa.
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Escapes
Ohio Structural Iron Co., Sandusky, O.

Fishing Reels
A. F. Meisselbach & Bro., Newark, N. J.

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Phila., Pa.

Foot Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forging Drops
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
Alaska Freezer Co., Winchendon, Mass.
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.
Richmond Cedar Works, Richmond, Va.
White Mountain Freezer Co., Nashua, N. H.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Fry-Pan Lids and Pot Covers
Kitchen Specialty Mfg. Co., Reading, Pa.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y.

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Schooley Novelty Co., Homestead, Pa.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
C. E. Jennings & Co., New York.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grass Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grinding Machines
The Tanite Co., Stroudsburg, Pa.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saw Frames
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Cheney Hammer Co., Little Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand and Foot Power Grinders
Royal Mfg. Co., Lancaster, Pa.

Handles, Tool
Berger Bros. Co., Philadelphia

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Forsyth Mfg. Co., Buffalo, N. Y.
Franklin Specialty Co., Reading, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Parker Wire Goods Co., Worcester, Mass.
Taylor & Boggis Foundry Co., Cleveland, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.

Hay Racks
Ohio Structural Iron Co., Sandusky, O.

Hedge Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co. Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hitching Posts
Ohio Structural Iron Co., Sandusky, O.

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn
Standard Horse Nail Co., New Brighton, Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Horse Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City N. J.

Hot Pan Lifters
E. L. Watrous Mfg. Co., Des Moines, Ia.

Household Specialties
Forsyth Mfg. Co., Buffalo, N. Y.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
Alaska Freezer Co., Winchendon, Mass.
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia
Richmond Cedar Works, Richmond, Va.
White Mountain Freezer Co., Nashua, N. H.

Ice Creepers
Norlund & Co., Williamsport, Pa.

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.

Importers
S. Gutterman & Co., Ltd, London and New York.

Inclinometers
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Kerosene Furnaces
Barnes Tool Co., New Haven, Conn.
Barthel Blow Lamp Co., Boston, Mass.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Knife Sharpeners
Luther Bros. Co., North Milwaukee, Wis.
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.

Ladders Rolling
Bicycle Step Ladder Co., Chicago,

Lamps, Bicycle
John H. Graham & Co., New York

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Landing Nets, Ring, Staff
A. F. Meisselbach & Bro., Newark, N. J

Lawn Fences
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O
Ward Fence Co., Marion, Ind.

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Reading Hardware Co., Reading, Pa.
Worcester Lawn Mower Co., Worcester, Mass.

Lawn Mower Grinders
Root Bros. Co., Plymouth, Ohio.

Lawn Seats
Ohio Structural Iron Co., Sandusky, O.

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Russell-Kimball Mfg. Co., Dunkirk, N. Y.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels, Semi-Circular
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks
Yale & Towne Mfg. Co., New York.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Rochester, N. Y.

Machinists' Supplies
Diamond Saw & Stamping Works, Buffalo, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa
Patterson, Gottfried & Hunter, Ltd. New York.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mallets
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa. Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Shingles
Montrose Metal Shingle Co., Camden, N. J.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ware
Pritchard-Strong Co., Rochester, N. Y.

Mills, Coffee and Spice
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Mitre Boxes, Steel
Goodell Mfg. Co., Greenfield, Mass.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mops
Bay State Mop Co., Woburn, Mass.

Mop Press
Goddard Mop Press Co., Akron, Ohio.

Mop Wringers
Lee Chair Co., Oneida, N. Y.

Moulding Hooks
Forsyth Mfg. Co., Buffalo, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
Nettleton Mfg. Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.
Wilkinson Mfg. Co., New York.

Oil Cans
Atlantic Stamping Co. Rochester, N. Y.
A. F. Meisselbach & Bro., Newark, N. J.

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
The Yale & Towne Mfg. Co., New York.

Painted Porch Curtains
R. H. Comry Co., Camden, N. J.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.

Paint Specialties
Eugene E. Nice, Philadelphia, Pa.

Paper Clips
Cushman & Denison, New York

Paper Fasteners
Schooley Novelty Co., Homestead, Pa.

Patents
Davis & Davis, New York
O. J. Haegler, Philadelphia, Pa.

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

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Alfred Field & Co., New York

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Schwerdtle Stamp Co., Bridgeport, Conn

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Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

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Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

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John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Plate Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishing Pastes
The Tanite Co., Stroudsburg, Pa.

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York

Post Office Lock Boxes
The Yale & Towne Mfg. Co., New York.

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Poultry Specialties
Keyes-Davis Co., Ltd., Battle Creek, Mich.

Power Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pulleys (Norris)
Frank B. Sloan & Co., Baltimore, Md.

Pulleys (Sash)
Frank B. Sloan & Co., Baltimore, Md.

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F. E. Myers & Bro., Ashland, Ohio.

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Chandler & Farquhar, Boston

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Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

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Magnolia Metal Co., New York

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
American Fork & Hoe Co., Cleveland, O.
John H. Graham & Co., New York

Ratchet Wrenches
Patterson, Gottfried & Hunter, Ltd., New York.

Razors
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
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Razor Grindstones
Pike Mfg. Co., Pike, N. H.

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Gillette Sales Co., New York, N. Y.

Real Estate
David P. Taff, Topeka, Kans.

Reamers
C. E. Jennings & Co., New York

Reels, Rope
Udell Works, Indianapolis, Ind.

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Alaska Refrigerator Co., Muskegon, Mich.

Registers, Warm Air
Berger Bros. Co. Philadelphia

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The Nettleton Mfg. Co., Middletown, Conn.

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Rifles
Hamilton Rifle Co., Plymouth, Mich.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivet Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

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Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

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M. C. Henley, Richmond, Ind.

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Columbus Bolt Works, Columbus, O.

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Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
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Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co., Jersey City, N. J.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.

Safety Heel and Ball Plates
Norlund & Co., Williamsport, Pa.

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

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Fulper Pottery Co., Flemington, N. J.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

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Champion Safety Lock Co., Geneva, O.
E. L. Watrous Mfg. Co., Des Moines, Ia.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Hangers
E. L. Watrous Mfg. Co., Des Moines, Ia.

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Champion Safety Lock Co., Geneva, O.

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Champion Safety Lock Co., Geneva, O.
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C. E. Jennings & Co. New York

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John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

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Alfred Field & Co., New York

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C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago.

Scissors, Automatic
Davies Automatic Shear Co., New York.

Screen Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y

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Champion Safety Lock Co., Geneva, O.

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Davies Automatic Shear Co., New York

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Robert Murray, New York

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John H. Graham & Co., New York
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Eyes, Screw Hooks
Parker Wire Goods Co., Worcester, Mass.

Screw Thread Rolling Machines
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.

Screw Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Screw Wrenches
Bemis & Call Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
American Fork & Hoe Co., Cleveland, O

Scythe Stones
Pike Mfg. Co., Pike, N. H.

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Seed Sowers
Cyclone Seeder Co., Urbana, Ind.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Sheep Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington-Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Chisels
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

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Sink Brushes
Parker Wire Goods Co., Worcester, Mass.

Skewers
John Chatillon & Sons, New York

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York

Snow Shovels ("Alaska")
Avery Stamping Co., Cleveland, Ohio.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Special Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Springset Shears and Scissors
Davies Automatic Shear Co., New York.

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
Henry Disston & Sons, Inc., Phila., Pa.
L. S. Starrett Co., Athol, Mass.

Squares (Universal)
The Duby & Shinn Mfg. Co., Long Branch, N. J.

Stable Fixtures
Ohio Structural Iron Co., Sandusky, O.

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Steam Cookers and Bakers
Toledo Cooker Co., Toledo, O.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

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Bommer Bros., Brooklyn, N. Y.

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Harold McCalla, Philadelphia, Pa.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

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L. S. Starrett Co., Athol, Mass.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Step Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill.

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
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Strapping Belts
Ames Sword Co., Chicopee, Mass.

Stretchers, Carpet
Richard W. Montross, Galien, Mich.

Strops, Razor
Alfred Field & Co., New York

Tables, Folding
Udell Works, Indianapolis, Ind.

Tack Pullers
Ell's Mfg. Co., Millidale, Conn.
John H. Graham & Co., New York

Tackle Blocks
Boston & Lockport Block Co., Boston, Mass.

Tailors' Shears
R. Heinisch's Sons Co., Newark, N. J.

Ten Cent Specialties
Franklin Specialty Co., Reading, Pa.

Terne Plates
American Sheet & Tin Plate Co., Pittsburgh, Pa.

Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Tinners' and Roofers' Supplies
Berger Bros. Co., Philadelphia

Tinners' Snips
R. Heinisch's Sons Co., Newark, N. J.

Toggle Bolts
Star Expansion Bolt Co., New York.

Toilet Ware
Atlantic Stamping Co., Rochester, N. Y

Tool Chests and Cabinets
Am. Tool Chest Co., New York, N. Y.
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Tool Kits
Patterson, Gottfried & Hunter, Ltd., New York.

Tools
Armstrong Mfg. Co., Bridgeport, Conn.
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C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia, Pa.
Patterson, Gottfried & Hunter, Ltd., New York.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.
L. & I. J. White Co., Buffalo, N. Y.

Torches
Turner Brass Works, Chicago, Ill.

Toys, Iron
Arcade Mfg. Co., Freeport, Ills.

Tool Sharpeners
Royal Mfg. Co., Lancaster, Pa.

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Smith & Egge Mfg. Co., Bridgeport, Conn

Traps, Rat and Mouse
Smith & Egge Mfg. Co., Bridgeport, Conn

Trouser and Skirt Hanger
Caldwell Mfg. Co., Rochester, N. Y.

Trowels
Henry Disston & Sons, Philadelphia
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Trucks, Store
John Chatillon & Sons, New York
John H. Graham & Co., New York

Trunk and Suit Case Locks
The Yale & Towne Mfg. Co., New York.

Tube Expanders
Ajax Mfg. Co., Pittsburgh, Pa

Tubes, Seamless Drawn
American Tube & Stamping Co., Bridgeport, Conn.

Tubing
American Tube & Stamping Co., Bridgeport, Conn.

Turnbuckles
Columbus Bolt Works, Columbus, O.

Turpentine
Chas. E. Sholes Co., New York.

Twist Drills
C. E. Jennings & Co., New York

Valves, Pump
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio

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Adams & Elting Co., Chicago, Ills.
E. E. Nice, Philadelphia, Pa.

Ventilating Sash Locks
Champion Safety Lock Co., Geneva, O.

Ventilators
Berger Bros. Co., Philadelphia

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Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
John H. Graham & Co., New York
Walworth Mfg. Co., Boston, Mass.

Wagon Jacks
Covert Mfg. Co., Troy, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.

Warm Air Generators
Kelsey Heating Co., Syracuse, N. Y.

Washers, Iron and Steel
Columbus Bolt Works, Columbus, O.

Washing Machines
Blackstone Mfg. Co., Jamestown, N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
White Lily Washer Co., Davenport, Ia.

Wash Boilers
Atlantic Stamping Co., Rochester, N. Y.

Wash Tubs
Atlantic Stamping Co., Rochester, N. Y.

Water Filters
Fulper Pottery Co., Flemington, N. J.

Water Motors
The A. Rosenberg Co., Baltimore, Md.

Well Augers
Iwan Bros., Streator, Ill.

Wheelbarrows
American Fork & Hoe Co., Cleveland, O
Bryan Mfg. Co., Bryan, Ohio

Whetstones
The Tanite Co., Stroudsburg, Pa.

Window Guards
Ohio Structural Iron Co., Sandusky, O.

Window Screens and Doors
John H. Graham & Co., New York

Window Stop Adjusters
H. B. Ives Co., New Haven, Conn.

Wire, Coiled Spring
John Chatillon & Sons, New York

Wire Cloth
Buffalo Wire Works Co., Buffalo, N. Y.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire Gates, Fences and Fencing
Enterprise Foundry & Fence Co., Indianapolis, Ind.

Wire Goods
Buffalo Wire Works Co., Buffalo, N. Y.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco
Parker Wire Goods Co., Worcester, Mass.

Wire Lathing
New Jersey Wire Cloth Co., Trenton and New York

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Berger Bros. Co., Philadelphia
Fuller Bros., New York
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire, Music
Alfred Field & Co., New York

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Fuller Bros. & Co., New York

Wire Springs
John Chatillon & Sons, New York

Wire Straighteners
Chandler & Farquhar, Boston

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C. F. Smith Co., DeKalb, Ill.

Wood Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.

Wood Fillers
E. E. Nice, Philadelphia, Pa.

Wood Hardware Specialties.
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New Britain Conn.

Woven Wire Stretchers
C. F. Smith Co., DeKalb, Ill.

Wrenches
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
John H. Graham & Co., New York
Patterson, Gottfried & Hunter, Ltd., New York
Smith & Egge Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Wrought Butts
Bommer Bros., Brooklyn, New York
McKinney Mfg. Co., Allegheny

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ALPHABETICAL INDEX TO ADVERTISERS

A

Adams & Elting Co., The ..... *
Ajax Mfg. Co 4
Alaska Freezer Co ..... *
Alaska Refrigerator Co. The 7
American Bolt & Screw Case Co ..... *
American Fork & Hoe Co 5
American Shearer Mfg. Co 60
American Sheet and Tin Plate Co ..... *
American Tool Chest Co ..... *
American Tube & Stamping Co 14
Ames Sword Co 59
Arcade Mfg. Co 12
Armstrong Mfg. Co 9
Atlantic Stamping Co 39
Automatic Sash Holder Co ..... *
Avery Stamping Co 47

B

Baeder, Adamson & Co 8
Barnes Tool Co 41
Barnett (G. & H.) Co 60
Barrett, W. L ..... *
Barthel Blow Lamp Co, The 44
Bay State Mop Co 59
Beecher Draught Spring Co 2
Belden Machine Co 2
Bemis & Call Hardware & Tool Co. 44
Berger Bros. Co 59
Bicycle Step Ladder Co 46
Blackstone Mfg. Co 6
Bommer Bros 60
Boston & Lockport Block Co ..... *
Brammer (H. F.) Mfg. Co 13
Bristol Co., (The) 1
Bryan Mfg. Co 13
Buffalo Wire Works Co 46

C

Caldwell Mfg. Co 59
Capewell Horse Nail Co 60
Cary Mfg. Co 48
Champion Safety Lock Co 6
Chandler & Farquhar Co 2
Carver File Co 60
Chatillon (John) & Sons 44
Cheney Hammer Co., Henry 10
Clark, Horrocks Co 7
Cleveland Butcher Supply Co 59
Coates Clipper Co 47
Coes Wrench Co ..... *
Coldwell Lawn Mower Co 41
Columbus Bolt Works 60
Comey (R. H.) Co 35
Covert Mfg. Co 1
Cronk & Carrier Mfg. Co ..... *
Cushman & Denison Mfg. Co 6
Cyclone Seeder Co 8

D

Davies Automatic Shear Co ..... *
Davis & Davis 4
Diamond Saw & Stamping Wks 60
Disston (Henry) & Sons, Inc 4
Dixon (Jos.) Crucible Co 8
Duby & Shinn Mfg. Co 5

E

Eaton & Prince Co 48
Ellis (F. E.) & Son 59
Enterprise Fdy. & Fence Co 59
Enterprise Mfg. Co., of Ohio 2
Enterprise Mfg. Co. of Pa 37
Erie Specialty Co 2
Eureka Chair Seat Co 3

F

Faultless Caster Co 10
Field (Alfred) & Co 8
Forsyth Mfg. Co ..... *
Foster Bros 44
Franklin Specialty Co., The ..... *
Fuller Bros. & Co 2
Fulper Pottery Co 3

G

Galusha Stove Co ..... *
Gem Cutlery Co ..... *
Georgetown Chemical Works 41
Gillette Sales Co 32
Goddard Mop Press Co 44
Goodell Mfg. Co 28
Graham (John H.) & Co 9
Guiterman S. & Co., Ltd. 46

H

Haegler, O. J ..... *
Hamilton Rifle Co ..... *
Hapgoods 46
Hardwaremen's Exchange 46
Harrington & Richardson Arms Co. *
Heinisch's (R.) Sons Co 4
Henley, M. C 12
Hercules Specialty Co 13
Hight Mfg. Co., (The) 39
Hoffmann, Geo. W 60
Holt-Lyon Co ..... *
Horton Mfg. Co. The ..... *

I

Iowa Farming Tool Co 5
Ives (H. B.) Co 1

J

Jennings (C. E.) & Co 1
Joyce-Cridland Co., (The) 34
Josef Mfg. Co. (E. E.) ..... *

K

Kampfe Bros ..... *
Kelsey Heating Co 37
Keuffel & Esser Co 3
Keyes-Davis Co., Ltd. (The) 5
Kimball Bros. Co 4
Kitchen Specialty Mfg. Co ..... *

L

Lane Brothers Co 2
Luther Bros. Co ..... *
Lynn Filter Co 13

M

Magnolia Metal Co 1
Manhattan Screw & Stamping Works 12
McCalla, Harold 4
McKinney Mfg. Co 59
Meisselbach (A. F.) & Bro ..... *
Metallic Screen Co., (The) 45
Miller (Frank) Co 8
Montross Metal Shingle Co., ... 44
Montross, Richard W 13
Munn & Co 9
Murray, Robert 46
Myers & Bro., F. E 5, 46

N

National Cutlery Co 10
Nettleton Mfg. Co 14
New Jersey Wire Cloth Co 7
Nice Eugene E 60
Nicholson File Co 30
Nickel Plate Stove Polish Co 59
Niles Mfg Co 2
North Bros. Mfg. Co 8

O

Ohio Structural Iron Co 59
Oneida Community 1
Oriental Emery Co 2

P

Parker Wire Goods Co 1
Patterson, Gottfried & Hunter 35
Pelouze Scale & Mfg. Co ..... *
Philadelphia Lawn Mower Co., The 37
Pike Mfg. Co, ... 1
Piqua Bracket Co 3
Pitkin George W. Co 35
Prentiss Clock Improvement Co 6
Pritchard-Strong Co (The) 1
Prometheus Electric Co. The ..... *

R

Reading Hardware Co 11
Richmond Cedar Works 45
Rochester Lunch Box Mfg. Co ..... *
Rockwell Mfg. Co 45
Rodgers (Joseph) & Sons 6
Root Bros. Co 7
Rosenberg Motor & Mfg. Co. (The A.) 1
Royal Mfg. Co 4
Ruge (Herman), & Sons 46
Russell-Kimball Mfg. Co., ... 6

S

Schooley Novelty Co 44
Schwerdtle Stamp Co 4, 5, 46
Sheer, H. M ..... *
Sholes (The Charles E. Co 41
Sloan (Frank B.) & Co 1
Smith (C. F.) Co 6
Smith & Egge Mfg. Co 14
Snowflake Axle Grease Co ..... *
Specialty Mfg. Co., (The) 33
Sprague Correspondence School of Law, The 8
Standard Horse Nail Co 60
Stanley Rule & Level Co 30
Star Expansion Bolt Co 1
Starrett (L. S.) Co 14
Stevens (J) Arms & Tool Co 1
Stowell Mfg. Co 4, 6, 9

T

Taff (David P.) 6
Tanite Co. (The) 6
Taylor & Boggis Foundry Co ..... *
Toledo Cooker Co ..... *
Townsend, C. C. & E. P 1
Turner Brass Works, The 44

U

Udell Works ..... *
U. S. Government Advertiser 46

V

Van Dorn Iron Works 59
Voorhees Rubber Mfg. Co 10

W

Wabash Mfg Co 11
Walworth Mfg. Co 1
Ward Fence Co. The ..... *
Waterbury Farrell Foundry Machine Co 60
Watrous (E. L.) Mfg. Co 9, 44
West Haven Mfg. Co 1
White (L. & I. J.) Co 41
White Lily Washer Co 9
White Mountain Freezer Co The .. 43
Wilkinson Shear & Cutlery Co. The *
Wilkinson (A. J.) & Co 1
Wilkinson Mfg. Co 48
Windsor Stephens & Co 47
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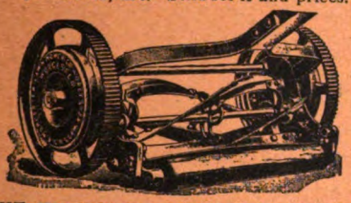
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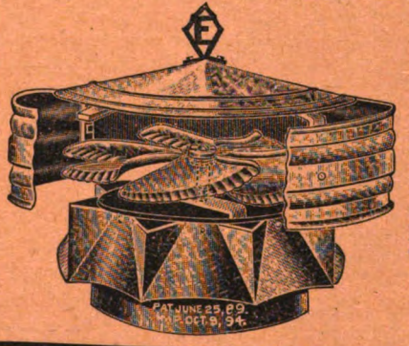


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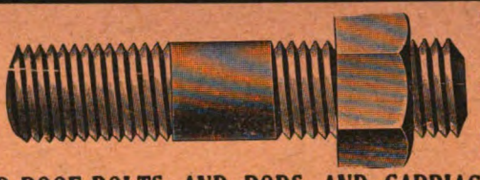
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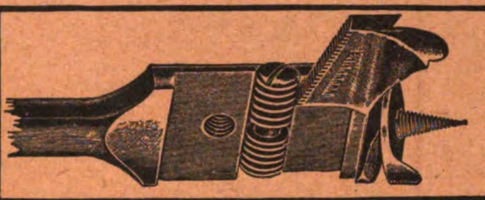


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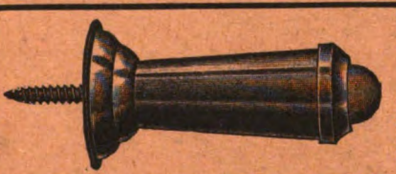
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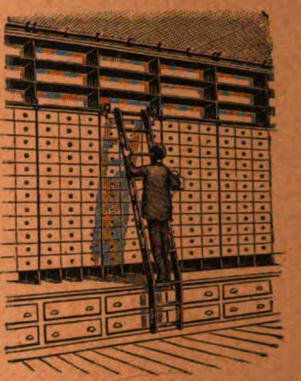
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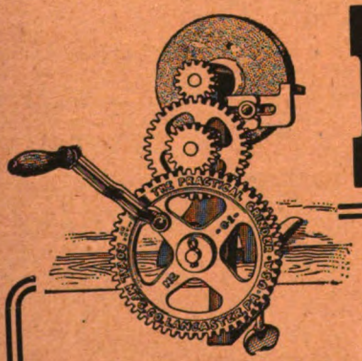
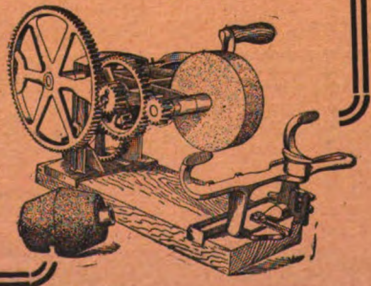
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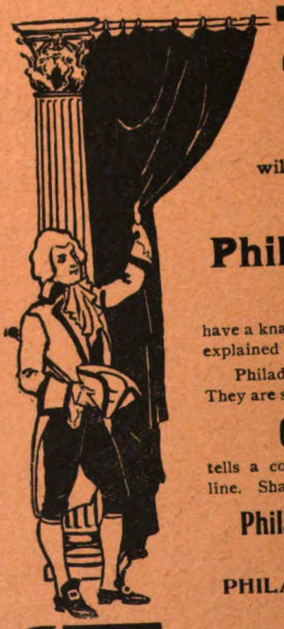
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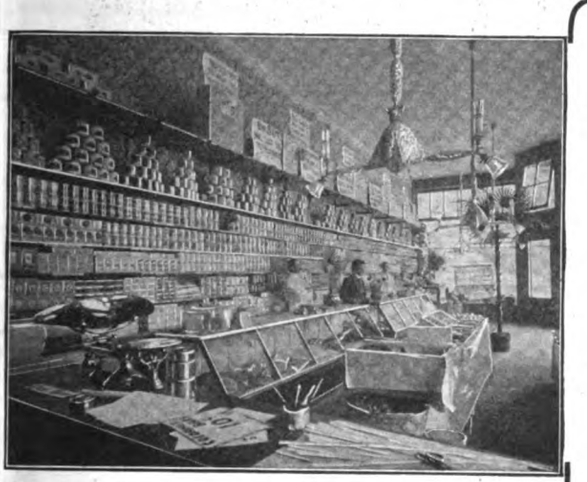

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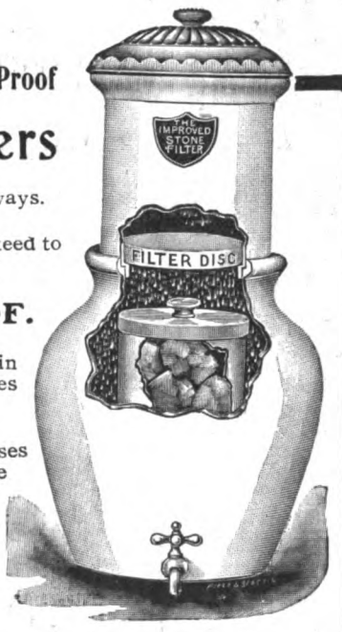
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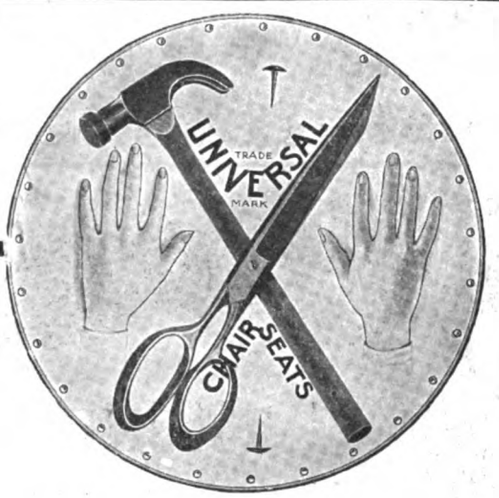
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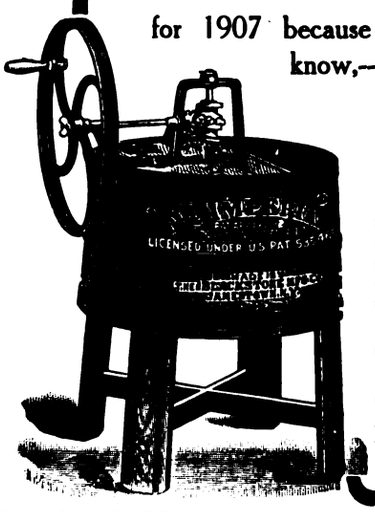
Are all that's needed to repair any ordinary chair seat.

Universal Chair Seats are better and cheaper than cane or leather—more durable than either That's why John Wanamaker and other Department Stores as well as chair manufacturers use them. Try a sample lot.

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135 E. Washington St.,
Syracuse, N. Y.

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We are After  Your Order



for 1907 because we know---and thousands of users know,---that

The Imperial Rotary Washer

is well made--of the right kind of material to last and--outlast other washers. It has all steel roller bearings; is noiseless and most easily operated. Has gold and aluminum bronze castings.

We've made Washers for 32 years and know how.

Get our most recent Catalog with 1907 prices and discounts.

BLACKSTONE MFG. CO.
JAMESTOWN, N. Y.



BAY STATE MOP CO.
Wm. H. Curtis, Prop'r
Manufacturer and Wholesale Dealer in all kinds of **MOPS**
Yacht and Hard-wood Floor Mops a Specialty.
Office and Factory, Buel Place, WOBURN, MASS.
Send for Catalog and Prices.



Tackle Blocks
for every purpose. 65 years' experience.
Boston & Lockport Block Co.
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HAROLD McCALLA
IRON AND STEEL
Plain and Galvanized Bars, Hoops, Bands, Angles, Channels, Tees, Plates, Sheets, Wire, etc.
444-446-448 FAIRMOUNT AVE.
PHILA., PA.



Federal Bench Shear
Strong, compact and well made. Cuts sheets or bars to 3-16 in. thickness. Stands 8 in. high. Weighs 30 lbs. Send for circular.
CHANDLER & FARQUHAR CO.,
131 Congress St.,
BOSTON, U. S. A.

AGENCY **JOSEPH RODGERS & SONS, LTD.**
FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND
Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

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HARDWARE SPECIALTIES
Pillow Sham Holders, Broom and Dust Pan Holders; Carpet and Rug Clamps;



Flask and Corebox Clamps, etc,
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PFLUEGER'S FISHING TACKLE=

Hooks—Flies—Trolls—Spinners—Phantoms—Reels—Furnished Lines—everything in Fishing Tackle has enjoyed the enviable reputation of being

The Best for Twenty-five Years.

It still leads. As quick seller it is unsurpassed.

Let a sample order convince you. Send for 170 page catalogue at once.

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Improved Quick and Easy Rising Steam, Electric and Hand Power

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Send for Circulars.
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Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

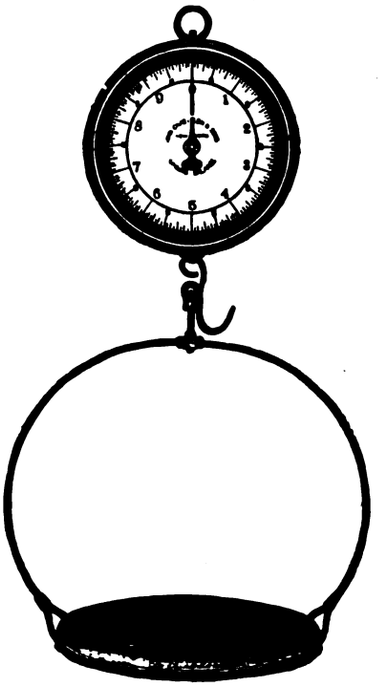
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SECURE
PROTECTION AND LONG SERVICE BY USING OUR
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Send for Samples and Pamphlet
STOWELL MFG. CO.
JERSEY CITY, N. J.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

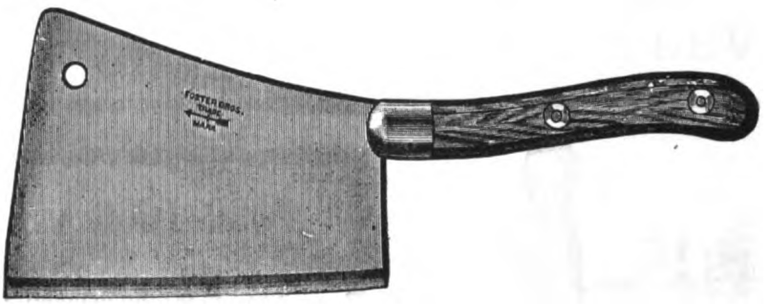


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York. U.S.A.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

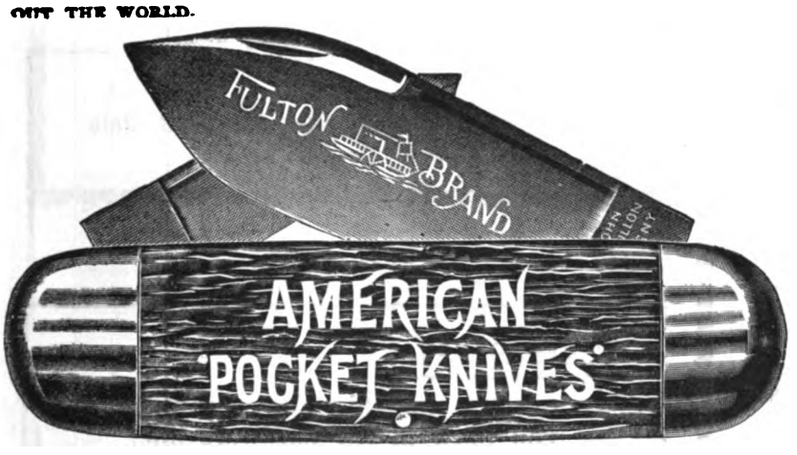


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



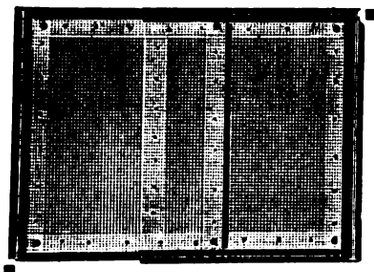
Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

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JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.

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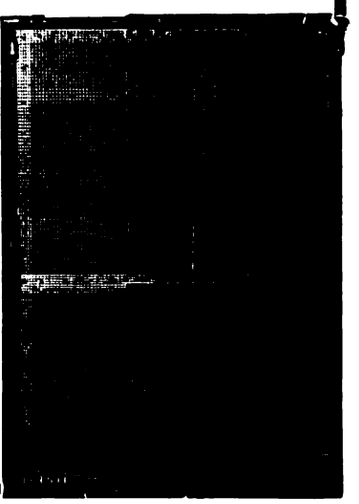
Our

Metallic Adjustable Screens

made a big hit last season

In Great Demand for the Coming Season.

They are entirely rust-proof.
They are also fly-proof.
They cannot warp or shrink.
They are strong and lasting.
They can be adapted to any shape.



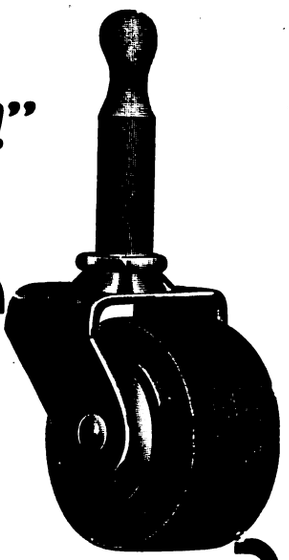
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The METALLIC SCREEN CO.

Sole Manufacturers

COLLINS, - - - - WISCONSIN

The "Faultless!" Why?



Because it is 'the CASTER that never refuses to turn."

That's pretty near perfection, isn't it? Especially when we remember what we get with the ordinary kind.

It's all owing to our little patent pivot bearing socket By the way, that same little socket won us the **Highest Award** at the World's Fair in St. Louis, in 1904.

Then notice the **Leather Wheels,** they give ease and steadiness in rolling and turning.

We make them with interchangeable sockets so they can be used on any kind of furniture.

If you want a seller, a money maker, carry the **"FAULTLESS"** line. Our illustrated catalogue will show you what we make.

THE FAULTLESS CASTER MFG. CO.
Nebraska City, Neb.

POOR FOOD vs. PURE FOOD

The Law says "Food must be Pure" and the people demand Cooking Utensils that do not warp, scorch, burn, or spoil that food—it means big business for you in



"NEVER-BREAK"

Steel Spiders, Griddles, Kettles, etc., advertised in the Magazines.

The Genuine branded "Never-Break." Imitations fool the foolish.

THE AVERY STAMPING CO., Cleveland, Ohio.
Exclusive Manufacturers.

Consult

our catalog file for anything you need in the hardware line. We keep it up-to-date for your benefit.

Write --- wire or telephone us.

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WE PUSH FOR YOU

TRADE MARK

FARM and GARDEN HAND-TOOLS

We don't ask you to push "True Temper" Forks, Hoes, Rakes, Weeders, Special Purpose Tools, etc. alone---we help you, and do most of the pushing.

We help in every way toward selling these goods and our efforts will bring many people to your store if you will tell them that you have "True Temper" Tools for sale.

Our forceful, far reaching advertising interests tool-users, convinces them of the merits of "True Temper" Tools, persuades them to buy, and tells them to ask the Retailer for these Tools---

But it's up to you to tell the people in your community that yours is the store to come to for "True Temper" Tools---

And it's up to you to transact the sales.

We even help you to do these things---we supply you with **FREE SALES AIDS.**

[1] Free electros of advertisements for your local papers.
[2] "De-lighted Farmer" posters to draw trade into your store.
[3] "Selling Pointers," a book that will help your clerks to make more sales.
[4] A plan to present your customers with a valuable book. "Tools and Their Uses."

If you are handling one of our First Quality Brands, you can obtain the "True Temper" grade of it. Write your Jobber about this.

AMERICAN FORK AND HOE CO., CLEVELAND, O.

NOW "GET BUSY"

45 Sizes and Styles for Hand, Steam and Electric Power



Enterprise Meat and Food Choppers

First and foremost—the only ones with a perfect principle of **cutting** meat and food. Stock up **now** and push, to get the profits from our general advertising.

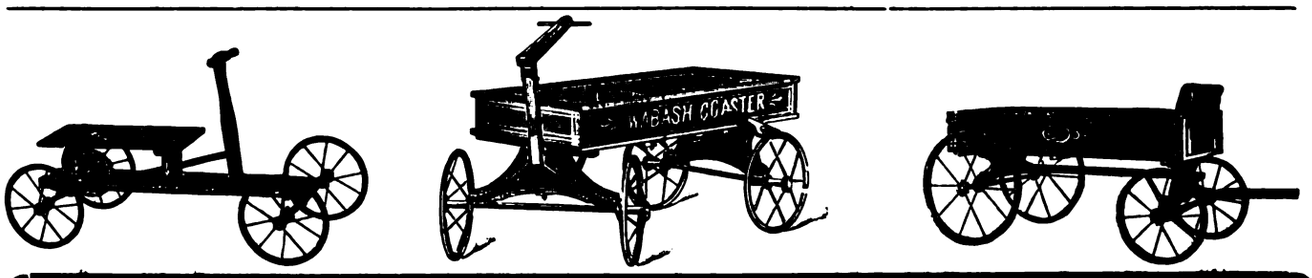
Enterprise Food Choppers—the household machine with the largest demand and largest sale all over the world. Write for copies of new booklet, "The Cook, Her Critic, and—". Will increase your sales.

The Enterprise Mfg. Co. of Pa.,

PHILADELPHIA, U. S. A.

San Francisco Office, 438 Market St. **New York Office, 10 Warren St.**

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Three Of A Kind---All Winners

of Holiday trade. Are you ready for the demand we have created for them through advertising? To avoid delay in shipping, we have established

Nine Shipping Stations:

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ST. PAUL, MINN. KANSAS CITY, MO. SEATTLE, WASH. PORTLAND, ORE. WABASH, IND.

Get Busy, Mr. Dealer. Order of your jobber or direct from us No more profitable line of children's vehicles was ever placed on the market. Our guarantee with each: The Wabash Limited—Wabash Coaster—Wabash Farm Wagon. Strongly made for "rough-and-tumble" use. They are easy running, all of them and—easy selling.

Send for our catalogue illustrating Wabash Farm Wagons, Hand Cars and Steel Sleds.

Direct all mail to Wabash office.

Wabash Manufacturing Co., - Wabash, Ind.

VOORHEES RUBBER M'F'G. CO. JERSEY CITY, N.J.

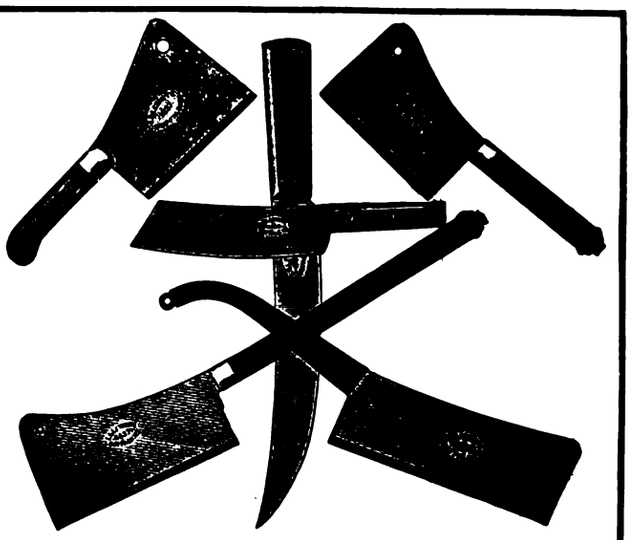
TIME TELLS

The truth about Stitched Cotton Belting, for in poor Belting the Belt and its stitching are soon parted. There's no parting in

VOORHEES STITCHED COTTON BELTING

Because we use the best material, labor the most skilled, and the most economic ways of manufacture. And then—our Trade Mark protects you. Try and see.

Voorhees Rubber Mfg. Co.
Jersey City, N. J.



BUTCHERS' TOOLS

OF SUPERIOR QUALITY

Pork, Lamb and Beef Splitters; Market and Family Cleavers; Butchers' Knives and Steels ---have been made by us for **nearly three-quarters of a century.** They are the best that money can buy.

The L. & I. J. WHITE CO.
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Branches—New York, N. Y., Chicago, Ill.

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"NEW HOME" Washer

(1907 MODEL)

DON'T think for a moment that the "NEW HOME" can be compared with the rest of the Washer family either in merit or price.

It is incomparable—unique—so different from the rest.



We know of no Washer guarantee as strong as that.

Every machine guaranteed as represented or money refunded.

Do you? It's all in its construction—all in the way it works on washday.

A wash-day-worry-killer? It is that to thousands of thrifty housewives.

A business bringer? Get some of our descriptive circulars—send them to a select list of people in your town—then watch it go.

One Sale will bring you others. Send for catalog and prices.

STANDARD MFG. CO.

Shelby, Ohio.

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Selling Moro Axle Grease

The axle grease that you will find most profitable to handle, is the kind that will give your customers the best service and most satisfaction.

Dixon's Graphite Axle Grease

has proved to be from 3 to 5 times as lasting as the ordinary grease. Will not gum in cold weather, nor run in hot. Try a sample order. Get free Price List 54-K.

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"AMERICAN" TWIN FREEZER



Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one Freezer.

Something Entirely New Never Done Before


"LIGHTNING"


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THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or deserts with little bother and less work.

NORTH BROS. MFG. CO., PHILADELPHIA.

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HARNESS REQUISITES



FRANK MILLERS HARNESS OIL

Preserves and softens the Leather, consequently adds life. Compounded with pure Neatsfoot Oil.



FRANK MILLERS HARNESS DRESSING

The very best article of its kind for owners and manufacturers of harness. Used all over the world.

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349 & 351 WEST 26TH STREET, NEW YORK

ESTABLISHED 1836.

ALFRED FIELD & CO.

93 Chambers and 75 Reade Street. New York.

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We are Sole Agents in the United States for:

Joseph Rodgers & Sons, Limited, Cutlery
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AN ENTIRELY NEW THING.

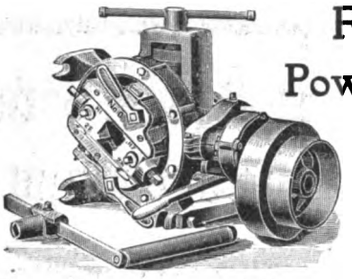
A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTER MAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

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Fitted With Genuine Armstrong Adjustable Dies



For Hand or Power, Portable, Compact, Easily Operated.

Armstrong's Pipe Cutting and Threading Machines

Are equipped for either hand or power and even the largest size for 6 inch pipe can be turned by one man. All sizes up to 4 inches are portable and can betaken to the work wherever it may be. Catalogues Free—Write for one.

THE ARMSTRONG MANUFACTURING CO.

290 Knowlton Street. BRIDGEPORT, CONN.

"A PERMANENT ROOF" CONCRETE STOWELL'S ROOFING

SECURE PROTECTION AND LONG SERVICE BY USING OUR ASPHALT ROOFING

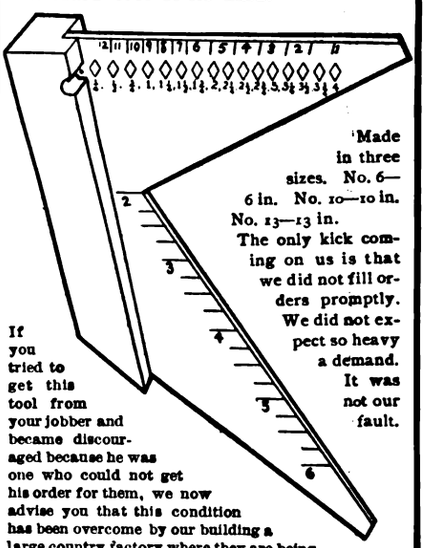
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STOWELL MFG. CO.
JERSEY CITY, N.J.

The NEW Universal Square

Is proving itself sure to become the standard tool of its kind.



Made in three sizes. No. 6—6 in. No. 10—10 in. No. 13—13 in. The only kick coming on us is that we did not fill orders promptly. We did not expect so heavy a demand. It was not our fault.

If you tried to get this tool from your jobber and became discouraged because he was one who could not get his order for them, we now advise you that this condition has been overcome by our building a large country factory where they are being made by the thousands, and every order whether sample or stock, is shipped promptly. So, Try, Try, again.

DUBY & SHINN MFG. CO., Inc.
Home Office and Works,
LONG BRANCH, N. J. Branchport Station.



... THE ...

WHITE ROSE

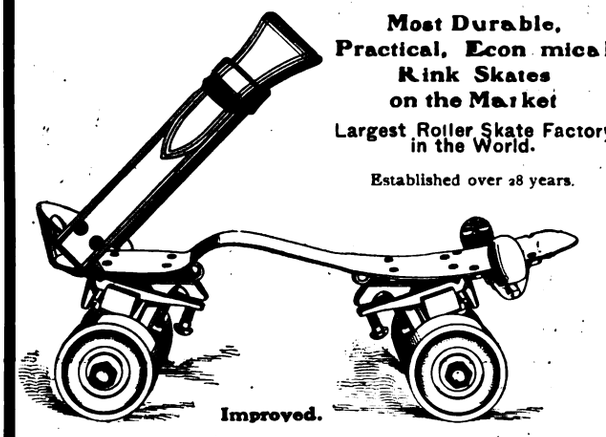
IS WITHOUT A COMPETITOR

It is actually BALL BEARING and has proved the most phenomenal seller ever placed upon the market.

Write Today for EXCLUSIVE AGENCY

WHITE LILY WASHER CO.
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M. C. Henley's Roller Skates



Most Durable, Practical, Econ mical Rink Skates on the Market

Largest Roller Skate Factory in the World.

Established over 28 years.

Improved.

"The Easiest and Lightest Running Skate on Earth." Used in All Principal Rinks.

Spring Steel Foot Plates. Rubber Cushions between trucks and foot plate. Trucks instantly removed or replaced. Finest construction—one of the most desirable features being the light weight of these Ball Bearing Skates. Full nickeled or bronze finish.

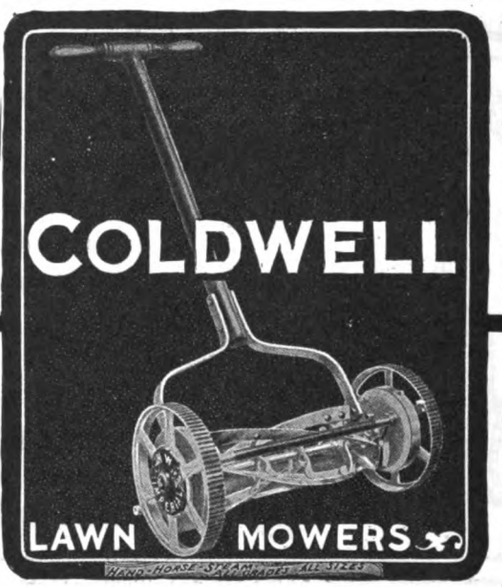
Ball Bearing Noiseless Club Skate.

STEEL OR BOXWOOD WHEELS.

POLO—Complete Polo Outfits, including Polo Goal Cages, Arena Guard Nets, Polo Skates (professional and amateur), Polo Shoes, Leg Guards, Polo Balls, Finest Grade Hickory Polo Sticks, Polo Suits. Over two million Henley Skates sold in the U. S.

Send for Catalogue and Official Polo Guide.

M. C. HENLEY, Richmond, Ind.



90 Per Cent.

of the lawns in the United States are mowed by Coldwell Lawn Mowers, because they are adaptable to the greatest variety of grass.

We make Hand, Horse and Motor Power Mowers.

Their reputation makes them quick sellers. Try 'em.

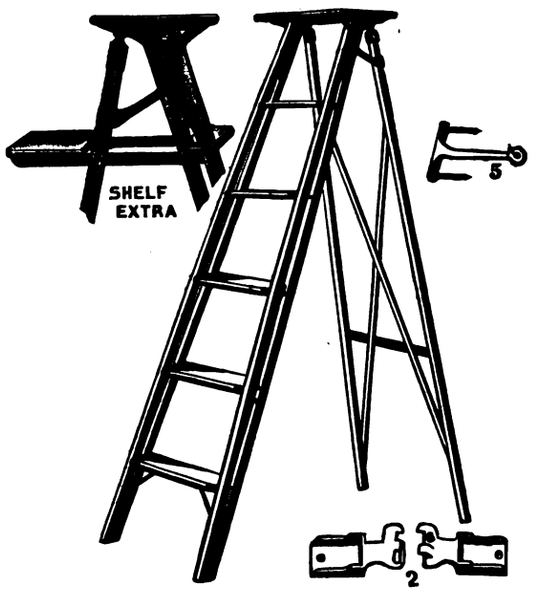
COLDWELL LAWN MOWER CO.
NEWBURGH, N. Y.

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UDELL'S UNIQUE STEP LADDER.

Our Ladders, Woodenware and Housefurnishings always make good. We want to quote you prices and trust you will give us a chance.

EASTERN REPRESENTATIVES:
W. A. STOKES & CO., 30 Warren St., New York, N.Y

Bolt and Screw Cases Save Time and Money



A necessity for Hardware Dealers, Machine Shops, Pattern Shops and in fact anyone who handles small articles. Last indefinitely.

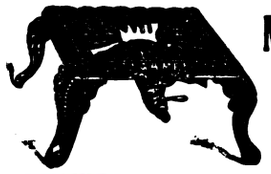
For sale by all Wholesale hardware dealers.

Send for Descriptive Booklet.

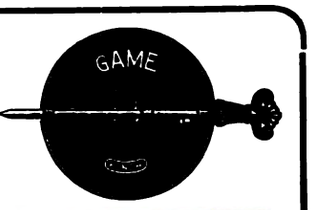
Manufactured by

The American Bolt & Screw Case Co.

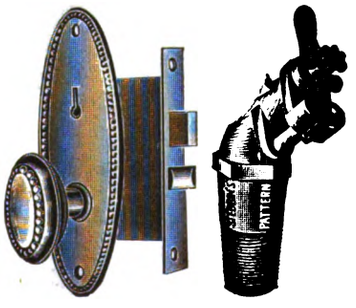
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MOST PROFITABLE AND QUICK SELLING



Is our line of Light Gray Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes and Hardware Specialties.

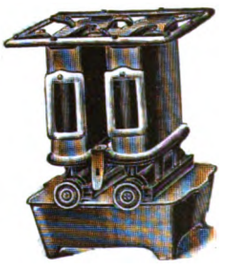


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THE TAYLOR & BOGGIS FOUNDRY CO.

CLEVELAND, OHIO.





New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

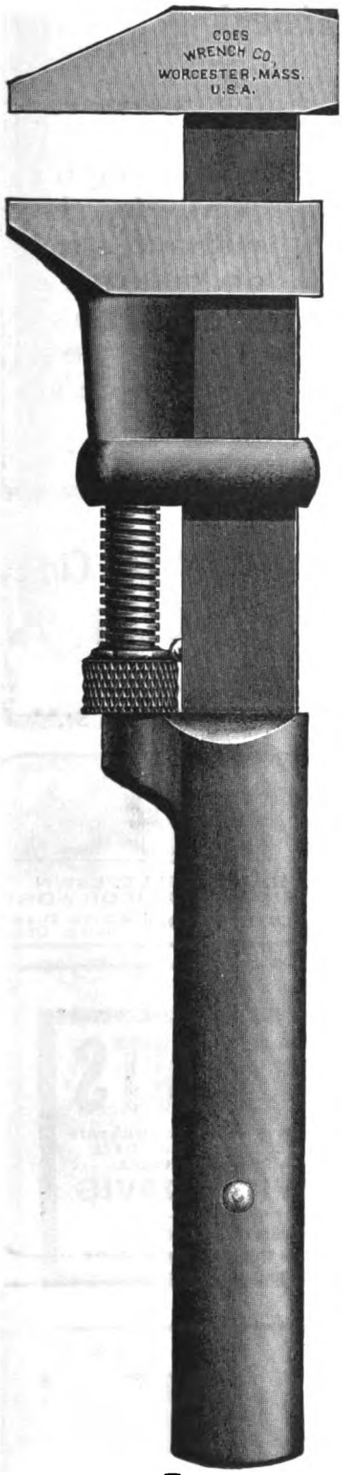
and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

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30 Per Cent



More endurance, in actual service, under the most exacting conditions, puts the Coes Family of Wrenches at the head of the list of screw wrenches.

Search the world over--you will not find their equal anywhere.

Coes' Wrenches

Have achieved fame as sellers, simply because the oldest mechanics in the land have used them for years in preference to any other---and they recommend them to their friends.

The question remains: How many do you need? Write your Jobber to-day to avoid delay in shipping.

Coes Wrench Co., Worcestor, Mass.

AGENTS, J. C. McCarty & Co. and John H. Graham & Co., New York.

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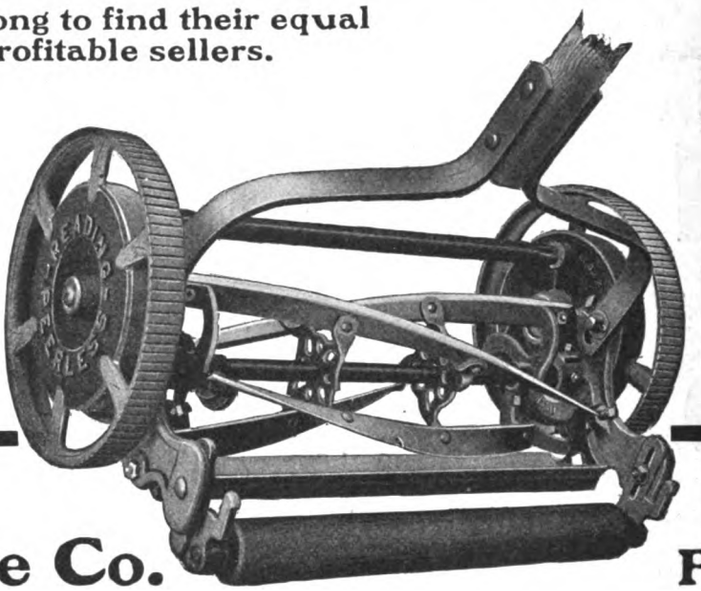
"PEERLESS"

In every respect is the New Line of "Reading Mowers." They are made in a new plant---by new machinery---from new patterns. We make

Fourteen Styles---All Guaranteed

You'll search long to find their equal anywhere as profitable sellers.

Each style and size has ball bearings and parallel bearings.



You ought not to be without our catalogue and prices. Send for them to-day.

Reading Hardware Co. **Reading, Pa., U. S. A.**

New York 96-98 Reade St. **Philadelphia** 617 Market St. **Chicago** 105 Lake St.

Take off your hat to The Myers!
BEST PUMP ON EARTH.



GLASS VALVE SEAT PUMPS
HAY UNLOADING TOOLS
and BARN DOOR HANGERS
HAY RACK CLAMPS

Myers Hay Unloader.



Steel Track. Aluminum Finish.



O. K. Stay-on Door Hanger.



Flexible.

Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.

F. E. MYERS AND BRO., ASHLAND, OHIO.

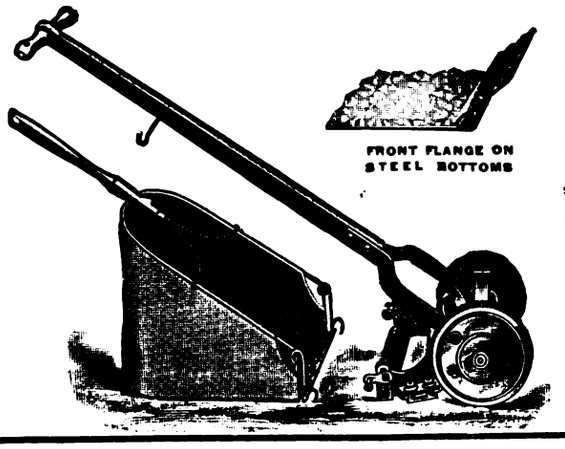


FENCING, JAIL CELLS, LAWN SEATS, ORNAMENTAL IRON WORK
OHIO STRUCTURAL IRON CO. 8 Warren Street, Sandusky, Ohio

PATENTS

procured promptly and with care in all countries. Also trade marks and copyrights.
DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

EASY EMPTYING GRASS CATCHERS



FRONT FLANGE ON STEEL BOTTOMS

are now made with

Galvanized Steel Bottoms

having adjustable Front Flange. as well as with regular duck bottoms. Made in two sizes, which fit any size or make of lawn mower and are guaranteed to give entire satisfaction.

Sold through Hardware Jobbers.

◆◆◆◆

Manufactured by
The Specialty Mfg. Co.
St. Anthony Park, Minn

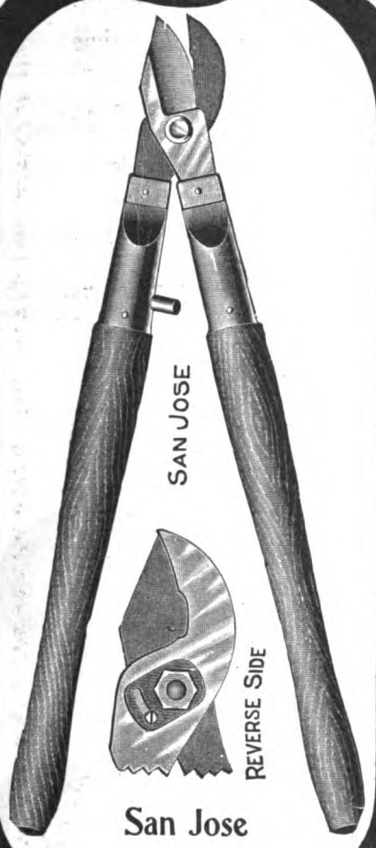
Tool Chests

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.
Machinists' and pipe fitters' empty Tool Chests.
Agents for Steel Tool Chests.
Send for Catalogue.
AMERICAN TOOL CHEST CO.
200 West Houston St., New York, U. S. A.

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Pruning Shears

NEW FEATURES:
LOCK NUT
SEAMLESS FERRULES
NOTCHED HOOK
(Patented Dec. 31, 1901. Dec. 8, 1903.)

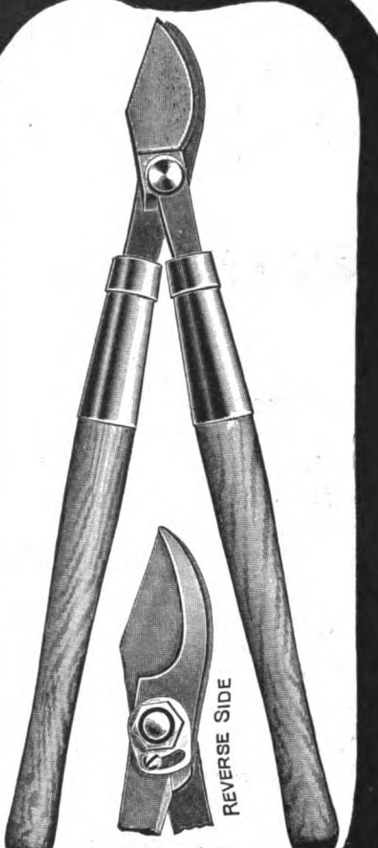


San Jose

The Cronk & Carrier Mfg. Co.
Elmira, N. Y.

Garden Rakes
Garden Mattocks
Garden Hoes

Write for
1906
Catalogue.



Fresno

5 Tools In One



8-Inch Try-Square
Bevel
Butt Gauge
Marking Gauge
Mitre---

none other than

Hight's Union Combination Square

It is the best tool of its kind on the market. No mechanic's tool-kit is complete without it. Accurately made of the best material; all nickel plated. Sell? We never saw the beat of it. Send for description and prices.

LARGE PROFITS FOR DEALERS.

The Hight Mfg. Co., Toledo, O.

Please mention HARDWARE when writing to advertisers.

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There's a Screw Loose in the Shear You Are Using

UNLESS You Have the **Screwless Spring-set Shear**

THAT Is the Shear You Should Buy and the Shear You Should Sell

Which Kind do YOU Handle
The Screw-loose, Screw-set Shear
or The..
Screwless Spring-set Shear
?

Because:
1. It never wears loose at the joint.
2. Blades always held together automatically with just the right spring tension.
3. Pivot free to rotate, forming roller bearing
4. Largely self-sharpening.
5. Handy to take apart.
6. Tension adjustable.
7. Gives complete satisfaction to your customers

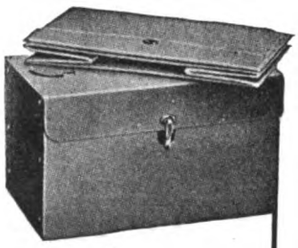


Davies Automatic Shoar Co.,
41-43 Maiden Lane, New York City.

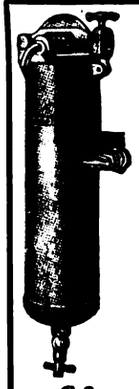
WRITE FOR CIRCULAR "A"
Mention "Hardware."



The **"IDEAL"** Folding Lunch Box



Insect--Dust--Water Proof
Fits any pocket---fit for any lunch.
Two Grades: 25c. and 10c.
2 sizes: 8x5x4¾ and 7½x4¼x4½
Send for free samples and prices; window cards furnished.
Rochester Lunch Box Mfg. Co.,
Rochester. N. Y.



C-2

Spring Is Coming

and with it muddy water making a demand for good drinking water filters. The "LYNN" quality is sure to please. They are never dead stock after once handled. A dozen styles and forty sizes to select from.

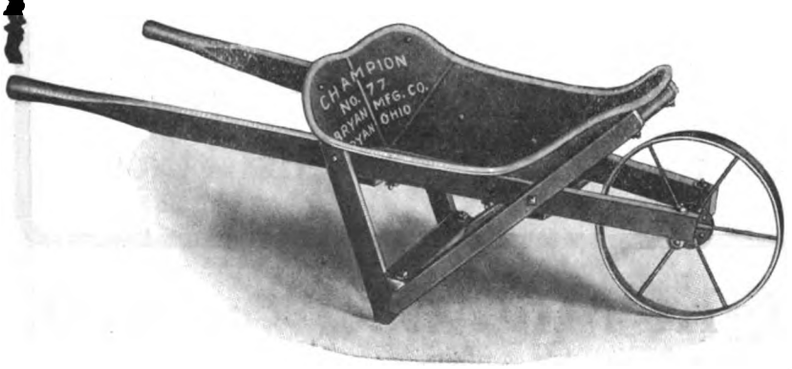


Style C

Write to-day for prices.

The Lynn Filter Mfg. Co.
Cincinnati, Ohio.

You Have Heard of the Man Behind the Hoe



But the Man Behind the Barrow is pleased when it's malleable shod, or a steel frame as light as wood. Runs easy and more service for the money. That's the kind to sell.

THE BRYAN MFG. CO.
BRYAN, OHIO, U. S. A.

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GET BUSY

That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

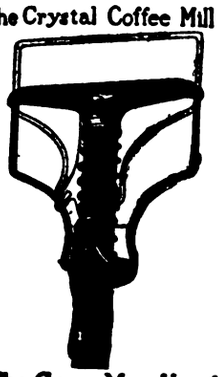
To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



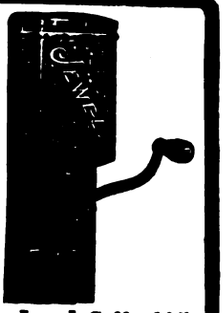
The Crystal Coffee Mill

THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.



The Gem Mop Head.

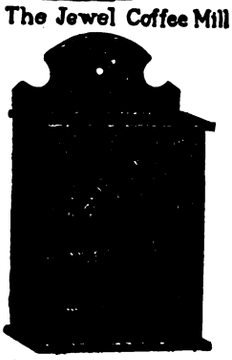
THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.



The Jewel Coffee Mill

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



Eight Space Spice Cabinet

THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.



AD-EL-ITE

TRADE MARK

PAINT and VARNISH REMOVER

Do You Sell It?

That's the question your customers wil soon be asking you. Do you sell Ad-el-ite?

We are going to spend thousands of dollars in advertising and will acquaint millions of people with Ad-el-ite.

Our advertising will create an enormous demand for Ad-el-ite. Are you prepared to meet this demand?

Is your stock of Ad-el-ite complete? If not, now is the time to place your order. Don't wait until your competitor has taken advantage of it and is reaping the profits that our advertising is sure to bring.

Do it now. Today. Write for prices.

Adams & Elting Co

Sta. 3 Chicago

Quality Sells

When Henry Disston was asked the question:

"What do you put in your saws?"

He replied:

"Good steel and honest work."

UPON THIS FOUNDATION IS BUILT

DISSTON QUALITY



"If you want a saw it is best to get one with a name on it that has a reputation. A man who has made a reputation for his goods knows its value as well as its cost and will maintain it."

HENRY DISSTON & SONS., Inc.

Established 1840. PHILADELPHIA, PA.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . . .



Sash Chains

"Giant," "Red Metal"

Cable and Jack

Chains . .



Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*. :-: :-: :-:

No. 40.

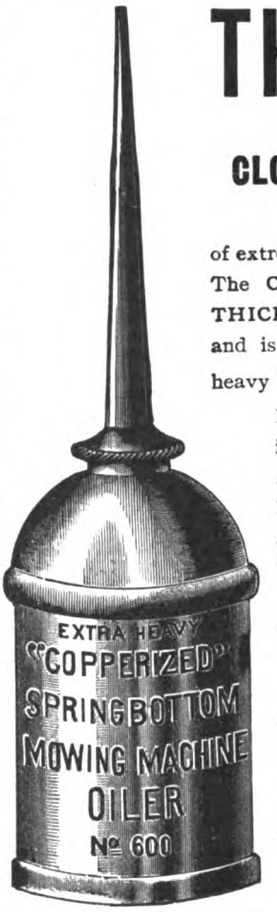
New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.

CENTER PUNCH

No. 18-A



AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.

Athol, Mass., U. S. A.



ONE-HALF THE COST

and more—is saved by any mechanic buying the Nettleton Reversible Nipper.

Each "Nettleton" is equal to two nippers of any other make, for

THE NETTLETON REVERSIBLE NIPPER

has *two* fine cutting edges on *each* blade. Better still: The Nettleton is adjustable—reversible—interchangeable.

Costs you half the effort to sell it.

Talk Nettleton to the Nipper user in your town and watch them sell!

THE NETTLETON MFG. CO.

Office and Salesroom: 157 CHAMBERS ST., NEW YORK.
Factory: MIDDLETOWN, CONN.
Address all correspondence pertaining to sales to N. Y. Office.

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HARDWARE

The Lufkin Rule Co., Saginaw, Mich., have taken out a license to do business in Ontario. Their new factory at Windsor will soon be in operation.

W. F. Gray & Co., South Norfolk, Va., have opened a Hardware store, to carry a full line of Hardware, paints, etc. Special attention will be given their line of mechanics' tools.

The Washington Cutlery Co., Milwaukee, Wis., have removed their general office and shipping department to their shops at Watertown, Wis., where all mail is to be addressed in the future.

S. W. Fulk Hardware Co., Pilot Mountain, N. C., have incorporated with a capital of $25,000, to carry on a Hardware business in all its branches. Special attention will be given to mechanics' tools.

The Central Hardware Co., Portsmouth, Ohio, having lost the greater part of their stock of catalogues in one of the greatest floods that has visited their town since 1884, the water standing 43 inches, they would like manufacturers to send them their catalogues and price lists, to make their stock of them complete.

Walter Meese, importer of and dealer in Hadware and Cutlery, Household Wooden and Willow Ware, has changed his business location from 1009 Washington Street, Oakland, Cal., where he has been for the past fifteen years, to 1014 Clay Street, where he expects to serve his patrons as well if not better than at the old stand.

The C. A. Peck Hardware Co., of Berlin, Wis., manufacturers of the well known Gem and Jewel line of rural mail boxes are advising their trade of an advance of fifty cents a dozen on the Gem and twenty-five cents a dozen on the Jewel line. They state that while the phrase: "This doesn't cove the advance in the cost of raw material," has become a stock phraase, still that it nevertheless emphatically applies to the rline of goods and they cannot afford to reduce the quality in order to maintain the present prices.

There has been no change in the prices of Automatic trucks and Gem sliding barn door latches.

Seattle Sporting Goods Co., Seattle, Wash., announce their removal from 711 Second Avenue, owing to the fact that they were very much in need of additional space. They have leased the fourth and fifth floors of the Norris Building, 307-309-311 Third Avenue South, where, in the future they will conduct an exclusive wholesale business.

Their new quarters afford an area of 14,000 square feet of floor space and are equipped with both passenger and freight elevators, enabling them to handle their increasing business to the best possible advantage.

SPECIAL RATES FOR BUYERS.

The Merchants' Association of New York announces that Merchants' rates to this City will be in effect from Trunk Line Association territory on February 23rd to 26th, inclusive and March 16th to 19th, inclusive, with the customary fifteen day return limit. The special rate will be, as usual, a fare and one-third for the round trip, the reduction being granted under the certificate plan.

Roughly described, Trunk Line Territory extends from the New England-New York border west to and including Buffalo and Salamanca, N. Y., Erie and Pittsburgh, Pa., Wheeling, Parkersburg and Huntington, W. Va., south to the Potomac River and the line of the Chesapeake & Ohio Railroad. The rate does not apply from points in the States of New York, Pennsylvania and New Jersey less than one hundred miles distant from the metropolis.

The merchants who take advantage of these rates will register at the Association's new headquarters, The Merchants' Association Building, 66-72 Lafayette St., (formerly Elm St.) between Leonard and Franklin Sts. In the new offices, which occupy the entire second floor of the building, every convenience will be afforded to visitors to the city, a prominent feature being a large and well equipped reading and writing room.

LIBERTY BELL CO. ABSORBED.

The New Departure Mfg. Co., Bristol, Conn., has bought out the plant and business of the Liberty Bell Company, a rival company that has been in business here since 1879. The Liberty Bell Company is capitalized at $50,000, and it has been making the same line of bells as the New Departure. Its plant is at East Bristol. The purchase was made for the purpose of increasing the factory facilities of the New Departure Company and at the same time separating bell manufacturing from the rest of the plant. Commencing at once, therefore, the Liberty Company will be known as the bell department of the New Departure Manufacturing Company. The large factories of the last-named concern on North Main Street will be devoted entirely in the future to the manufacturing of coaster brakes, automobile parts and bearings, and other automobile accessories.

WHERE COLORS COME FROM.

The cochineal bug furnishes many of the most brilliant colors, including the bright carmine, crimson, purple lake, and scarlet. The cuttlefish gives the sepia, and Indian yellow comes from the camel. Ivory chips produce ivory black, and the exquisite Persian blue was discovered accidentally by fusing horses' hoofs and other refuse animal matter with impure potassium carbonate. Crimson lake comes from the roots and barks of certain trees; blue-black from the charcoal of the vine chalk; and Turkey red comes from the root of the madder plant found in Hindustan. India ink is made from burned camphor by the Chinese.—*Ex.*

H. F. BRAMMER MFG. CO.

H. F. Brammer Mfg. Co., Davenport, Iowa, under recent date, make the following important announcement:

It affords us pleasure to be able to inform you that we have acquired the exclusive right for the manufacture and sale of the entire line of washing machines heretofore placed on the market by the Benbow-Brammer Mfg. Co., of St. Louis, so that our line is now the largest and most complete one in the States.

Our entire line now comprises the following well-known standard makes: The "O. K." Rotary, "Royal Blue" Rotary, "Mystic" Rotary, "B. B." Rotary, "Snow-White" Rotary, "Schroeder" Rotary, "Peacemaker" Rotary, "Flyer" Lever Rotary, O. I. C. Pendulum, Original Brammer Lever, Columbia Square Lever, Columbia Round Lever, The Great Western Square Lever, The Great Western Round Lever.

To avoid delays, all correspondence relative to any of the above machines, or repair parts for same, should be addressed to us at Davenport.

THE LEGAL WAY.

Keep reasonably close to the best legal forms of doing business, even with your best friend. Probably you believe him strictly honest and the longer that belief stays with you the happier you will be. But it is not an act of friendship to put temptation in his way by dealing loosely with him.

This world is not such a bad place after all and most men are by nature honest; it's when they are crowded by adverse circumstances that they become otherwise. But in these days of speculation it is always hard to tell just who may be crowded, and it is not wise to help make even your best friend the victim of circumstance. It is much better for both parties to be safe than sorry.

Some great legal authority has said that the object of law is to make it as easy as possible to do right and as difficult as possible to do wrong. Probably most of us have seen the time when we were inclined to reserve this statement; still, by doing our own part in rendering all our business deals valid and binding, we can do much to advance the true object of law as stated by its illustrious disciple.

Few things are more prolific trouble-breeders than loosely made agreements and the worst of it frequently is that both men are sincere. The inquiry necessary to prepare the agreement after legal forms would hardly fail to bring out the misunderstanding before either party has benefited and while adjustment of the difference is still easily made.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY
HARDWARE PUBLISHING CO.
309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

T. A. MACINTYRE, - - - - - - President.
J. H. EDWARDS, - - - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - Editor.
J. W. PENTZ, - - - - - General Manager.

FEBRUARY 10, 1907

Editorial Trade Review

The stormy weather we have had during the last fortnight has put something of a limit to trade transactions in consequence, and dampened the ardor with which business was started for the programme of 1907. But we have had so little of winter conditions, such as we usually have, that it will prove to be a blessing in disguise, and enable some of the delayed stock of winter goods to be handled advantageously. In some sections of the country the good trade promised for 1907 opens famously, the bulk of sales reaching past the record for January a year ago, the jobbers having received many more orders for Spring shipment than they anticipated, so that the opinion that trade activity is sustained and that business will be as good as has been predicted. The Spring orders already in sight justify the sanguine belief. The weather this winter has been so unfavorable to the speedy disposal of heavy winter goods that this may affect purchases a year off, which will make next winter's supplies curtailed of their fair proportions. A year ago, it may be remembered, goods were so slow of delivery that the commercial wisdom of ordering early deliveries for this year is invariably conceded.

The retailers are remarkably dull for several reasons. It is their dull season, for one thing. Then, a good many State Associations of the trade are holding their customary conventions during January and February, comparing notes on future trade and traffic, and listening to good advice given to them by the magnates of the profession. But the Spring goods arriving that were ordered last Fall by sagacious dealers, will stock them up, so they will find it necessary to "get busy" as early as the weather will permit them.

The advanced prices on the established lines of goods already quoted for 1907 are being well maintained, and there is less inclination so far to cut prices in order to sell a bill. Goods are still difficult to obtain from the makers, who are in many cases working on back orders, and the jobber who has his supplies still to come is disinclined to throw away all of his advantage by cutting the prices. The temptation in so many cases is to let the order at old prices wait, while the newer orders at the advanced price are filled more expeditiously. Now let the retailer do his share, and get a fair advance on the stock he has on hand, and the whole trade will be benefited. The only fear is the retailer will sell off what he has at the old price, until he has to replenish his stock at the current advances.

WINDOW DRESSING.

It is interesting to notice the way in which different assistants approach such a task as window-dressing. There are some whose operations are suggestive of the visitation of an earthquake or the passing of a cyclone, while others proceed so systematically that it is scarcely noticeable that anything unusual is afoot. Assuming that nobody wishes to acquire the former method, let us see how a window may be emptied, cleaned and redressed with as little disorder as possible. The first essential is forethought; don't begin until you are ready, and don't begin at an inopportune time.

Before emptying a window decide how it is to be filled again. Make a plan of drawing lines down and across a sheet of paper to produce a space for a shelf, and write in each space what is to go upon the shelf it represents. Then make sure that all goods, dummies, etc., are ready; don't have to put up dummies while the window stands empty. Don't choose the wrong time for the task—the busiest day in the week or the early closing day. Also, as far as possible, see that nothing is likely to prevent your going straight on.

In emptying a window, separate goods that are not to go back from those that are. Don't keep the former about the shop; they will have to be put away, and it is best to dispose of them at once. Things that are to go back should be put into boxes or placed neatly in a corner where they will not cause inconvenience. I have seen the contents of a window heaped upon the counter until it is full, when the remainder was piled on the floor in such a position as to be in everybody's way.

As it is waste of space to show things which do not lead to business, it is almost equally so to show goods which bear a very poor profit. Of course, if the space is paid for, it is another matter.

The right policy is to push goods when they are wanted. It is waste of energy trying to stimulate trade in goods for which no demand exists.

It is worth while to remember that a big display does more good in proportion than a small one. The man who crowds his window with one thing gets a better return than he who shows a little of everything. Always price goods conspicuously. It is better in every way; it inspires confidence and makes the display more interesting. People will often decide on a purchase when they know the price, where they would not enter the shop and ask.

AN AGRICULTURAL ALLY.

A great many Hardware dealers are located in an agricultural community, where season goods are more in evidence than in any other line to which the trade caters. For such, a most useful lesson or series of lessons can be drawn from a study of one or two farm papers especially intended for the locality. Usually the agricultural editor, in close touch with his readers, is saying things about the needed machinery of the season that tends to create a buying impulse, and there is no other place in the world where the alert retailer can get better filled up with good selling ideas.

The editorial comments are from the farmer's point of view, advising him what is profitable for him to buy and why it will not pay him to get along without it. That's just the sort of talk the salesman needs to be loaded with; its twice as efficient as anything that originates in the selling interest.

Not all Hardwaremen are practical farmers. They may know in a way that plows are in season during the early Spring, but still may not be prepared to explain to a customer wherein a disk harrow fills a place in the most profitable preparation of the ground that no other kind will fill. It isn't always enough to tell a farmer all about how a machine works and wherein it beats, in mechanical movement, its rivals in the same field. The average farmer does not care a rap how strong a machine is in a particular place if he is not convinced that it will do a certain thing worth doing to his particular soil. What does its strength matter to him or what are its wearing qualities if its first value to him is not an assured fact?

Whether preparing advertising copy or arguments for clerks

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and salesmen, it is a fact that usually the agricultural editor will bring out the whys and wherefores of an implement more forcibly than any agent of the implement can do. He has at once a practical knowledge of farm needs, and a forceful way of expressing his thought and knowledge. That is his stock in trade, knowledge and expression, and no agricultural publication can long keep its standing among its patrons now who is not strictly up to the times. What the editor says about tools, represents at once what the farmer really wants and what the implement must do. The Hardware dealer who can reproduce these ideas the most faithfully and apply them most efficiently to his own business, cannot fail to touch the tiller of the soil very close to the bald spot of his farm equipment.

THE DULL SEASON.

The seasons of slack trade are perhaps the richest in the entire career of a business man for making his opportunities count for more. The busy season is looked after; it's the time when trade is dull that the average man relaxes and inclines to let things drift.

If there is anything that needs doing that has been neglected for want of time, the introduction of some new system, the replacing of cumbersome shelving for a neater stock-keeping device, an overhauling of accounts, a new series of advertising matter prepared, new stationery made ready for the printer, the slack season is certainly the time to do it and, if all was done then that needed doing, there would be no slack time.

It is fortunate for the enterprising retailer who understands the use of opportunity that there are seasons when the public is less free in trade demands than at others, else much of his internal affairs would go forever undone and finally prove the undoing of himself. This is the season when a man should pull himself together; should pick up the fag ends of the neglected tasks and thread them all back into their proper shuttles in the commercial loom. It is the best time for the purpose, too, for more reasons than because he has a little time; others have time also and the work that brings in other industries will be better attended to. The printing that is given out in the dull season can be looked after more efficiently and economically than that which crowds insistently in where and when there is no room for it. The idle press can turn out its work at less cost than the over-crowded press and every order given out when orders are scarce helps to distribute the press of business more evenly over the season, an accommodation that a worthy printer will not be slow to reciprocate.

The well-balanced business has fewer idle hours than one that is less efficiently managed and, conversely, is less often swamped and over-crowded. Often the difference between profit and loss is little more than that between the highest and lowest running expenses of the year, and the nearer any business house can come to putting an even stress upon its working force throughout the year the nearer this expense may be brought toward the lower figure.

DEATH OF JOSHUA STEVENS.

After a long and useful life, Joshua Stevens, inventor of the celebrated rifle bearing his name, passed peacefully away Monday evening, January 21st, at the home of his daughter, Mrs. Wilbur F. Davis, Meriden, Conn., with whom he had made his home since 1896. He was ninety-two years of age. Mr. Stevens had been suffering for the past several weeks with ailments peculiar to advanced age.

Mr. Stevens is survived by three daughters; Adelaide, widow of Judge Wilbur F. Davis; Isabelle, wife of Professor Tolman, instructor of English literature in the University of Chicago, and Jane, wife of Amos Crane of the Boston and Albany railroad.

Joshua Stevens was born in Chester, Mass., September 10, 1814. He learned his trade as a machinist in Chester, where he commenced as an apprentice in 1834, working from 5 a. m., until 7 p. m., for $6 per month for the first year and $8 and $10 per month respectively, for the two succeeding years. In the Spring of 1834 he settled with his employer, taking his note for $150.

Soon after this he took up pistol and gun work, which he kept at in some form up to his retirement from business in 1896. He was probably as familiar with the history of the gun business in this country as any one living. The modern pistol and rifle began to be evolved about 1838. Mr. Stevens commenced to work for Cyrus B. Allen in a small shop in Springfield, Mass., in that year, and continued for some years in his employ.

Early in the forties he met the celebrated Sam Colt, who had in his possession a crude idea of a revolver, which after some changes he had patented and made by Eli Whitney at Whitneyville, Conn.

Colt thought he could save money by having a shop of his own and in company with Mr. Stevens, rode about the country looking for a place to locate. He finally started a small shop on Pearl St., Hartford, Conn., and there, while in Colt's employ, Mr. Stevens produced the first model of Colt's revolver ever made in Hartford.

A few years after that Mr. Stevens invented another revolver, which he started to make on his own account, when Colt sued him for infringement. The case was tried in the United States court in Boston, and although Mr. Stevens had the eminent Rufus Choate for one of his lawyers, he lost his case and was obliged to quit that branch of his business.

Soon after the commencement of the Civil War, Mr. Stevens started the J. Stevens Arms & Tool Company, located at Chicopee Falls, Mass. From a small beginning this company has grown until at the present time it is one of the largest factories engaged in the manufacture of firearms for sporting purposes in the world. These factories cover twelve acres of floor space, turn out hundreds of guns per day and employ over 1200 hands in the various departments of the concern.



JOSHUA STEVENS.

Mr. Stevens was president of this corporation until 1896, when on account of advancing age, and the removal of his daughters to other parts of the country, he decided to retire from business and made his home in Meriden, Conn.

In the year mentioned, Irving H. Page bought the interest which Mr. Stevens and his partner, James E. Taylor, had in the business, and C. P. Fay acquired the interest which his father, William Fay had held in the J. Stevens Arms & Tool Co. This ended Mr. Stevens' active participation in business and shortly after he removed to the home of his daughter at Meriden, Conn.

Mr. Stevens was very proud of the success of this business and the popularity and great sale of the rifles and guns which bear his name, and made frequent trips to Chicopee Falls to keep in touch with the business and give the present management the benefit of his ripe experience.

Mr. Stevens had an extensive acquaintance among men in military circles and among manufacturers of firearms in the past sixty years, many of whom have passed away. He was a friend of John Brown, and the pistols Brown used in his raid at Harper's Ferry were made by Mr. Stevens and sold by him personally to Brown at Chicopee Falls, only a short time before the historic raid.

A few years ago the company branched out still further and began the manufacture of gasoline automobiles, known throughout the world as the Stevens-Duryea—the first part of the trade name being in honor of Joshua Stevens.

In his domestic life, Mr. Stevens was an ideal character. Gentle and kind of disposition, he made many friends who will be sorry to learn of his demise. His nature was that of the true old New England gentlemen, courteous and affable at all times, and under all circumstances, and though naturally retiring, those who were fortunate enough to call him friend, are the better for having known him. In the death of Joshua Stevens, New England loses a grand old man and the firearm industry its patriarch.

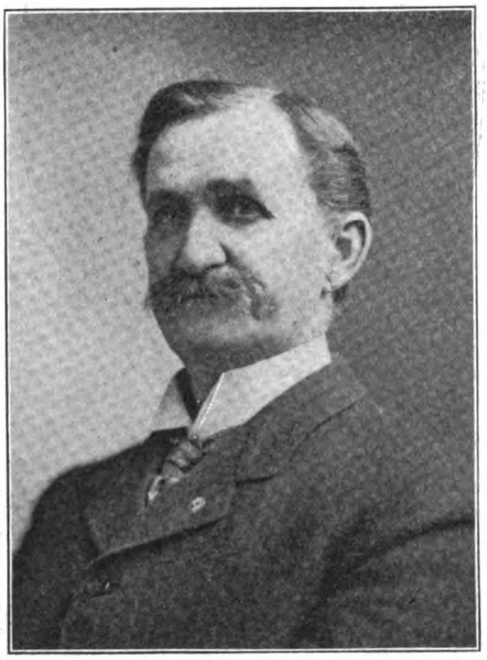
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MISSOURI RETAIL HARDWARE ASSOCIATION

The members of the Missouri Retail Hardware Association assembled in annual convention, January 17 and 18, at the Midland Hotel, Kansas City. Notwithstanding the unfavorable weather conditions, the attendance was up to the mark of last year, there being 100 members and visitors present. Many members of the association are also members of the Western Implement and Vehicle Association, whose annual meeting was held in Kansas City January 14 to 17. In fixing the date of its meeting the Hardware Association had in view the convenience of its members attending both meetings.

Much interest was manifested in the discussion of subjects provided in the programme, and although there were no formal speeches made or special papers read, each session was filled with earnest consideration of topics presented and plans suggested for advancement of the interests of the Hardware trade.

The opening session on Thursday morning was called to order by President W. H. Hahn. In a felicitous speech Acting Mayor D. R. Spaulding tendered a hearty welcome to the Hardwaremen, which was happily responded to by the president.



EX-PRESIDENT TAYLOR FRIER.

PRESIDENT'S ANNUAL ADDRESS.

After reviewing the work of the organization and commending the faithful and efficient work of Secretary Neudorff, and emphasizing the need of better organization, President Hahn, in his address, spoke in part as follows:

I have a suggestion that as president of this association I wish to make. Our present secretary, as you know, has done loyal and beneficial work in behalf of this association. He has spent not only much valuable time in looking after its interests, but has also spent his own money in defraying its expenses without expectation of reimbursement. Now this should not be expected of any officer, and I want to suggest that this association consider the advisability of paying its secretary a reasonable salary, that will in some measure at least compensate him for his services.

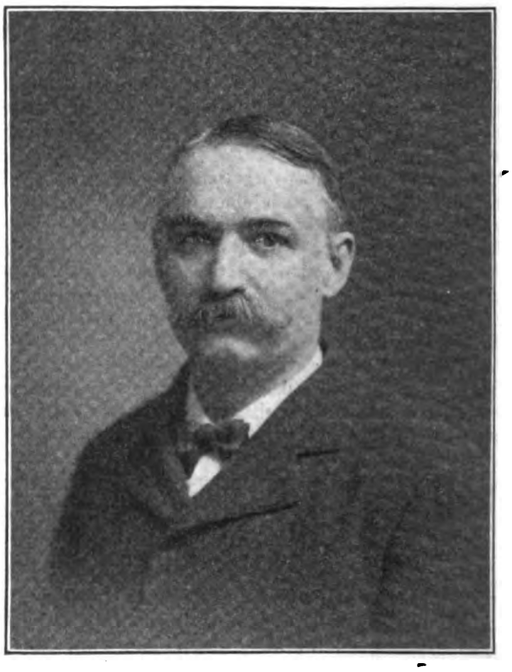
WHAT CAN BE DONE BY ORGANIZED EFFORT

is plainly shown in St. Louis, where they have a strong local organization. Jobbers there have ceased to sell at retail, and everything in the nature of a catalogue house has been eliminated, all of which is due to well directed organized effort. I would further suggest that in selecting our new officers the president and secretary be chosen from the same city. Much burdensome correspondence would thereby be avoided and better results secured. There are, I think, too many petty jealousies among retailers. It hurts prices and destroys profits. Let us get together, as the jobbers do, and maintain our prices at a fair profit level.

MR. NORVELL'S ADDRESS.

A call for practical talks on how best to sell various articles of Hardware called forth animated discussion, which occupied a large part of the afternoon session. Among those who responded was S. Norvell of the Norvell-Shapleigh Hardware Company, who talked entertainingly upon the subject in hand, and also touched upon other topics of vital importance to the trade. The following extracts are made from his remarks:

In my experience I have seen merchants get rich, and I have seen them fail. I have seen one merchant grow wealthy enough to start a national bank, while the man who bought his store and succeeded him soon went into bankruptcy. The difference between the two men was simply that one was a merchant and the other was not. There is something worth while in the name of merchant. It means something, and might well be made the subject of a long talk.



FREDERICK NEUDORFF, SECRETARY.

I want to speak of a custom that I have observed among merchants, which I consider most unbusinesslike. When an invoice of goods is received, and the merchant sits down at his desk with the invoice and proceeds to mark up his selling price without examining the goods, I am convinced that he is a poor merchant. Because a thing costs you $1.50 a dozen is no definite reason why it may not be worth either more or less than that price. Only an examination of the goods will tell what the true values are.

I have noted the remarks that have been made about selling everything at high prices. You can't sell everything at a high price; some articles will bear it and others will not. Besides, you have to consider competition. I believe in the average. Life is but an average, man's health is nothing but an average, and your ability runs on an average. I believe, therefore, in selling on an average. And if you use good judgment in marking your goods you can sell them cheaply.

REPORT OF THE SECRETARY.

In Secretary Neudorff's report, read at the Thursday afternoon session, the difficulties encountered in the work of the organization were pointed out, and the association was urged to more serious effort in order that it may realize in the fullest measure the results for which it is striving.

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THE HARDWAREMAN'S ADVERTISING.

A discussion of "Hardware Advertising" was freely participated in by the members present and brought out a variety of views and suggestions. Referring especially to gift advertising, R. H. Meyers expressed himself in part as follows:

I am against fake advertising. It is a common thing with us in the larger cities, and no doubt to some extent in the smaller ones, that when some church affair or social entertainment is to be gotten up with a programme they seek to raise money by filling it with advertising. From among your customers a representative is selected to call on you at your store and ask for a $5 or $10 advertisement. This became so troublesome and annoying that when our local Retail Merchants' Association was formed it was one of the first matters taken up. We at once passed a resolution that was signed by every house except one or two, and we finally succeeded in getting them in, so it was unanimously voted that no advertisement of any kind in the shape of programme or other special advertising, outside of the regular newspapers and journals, should be allowed. To our surprise and gratification we found that it worked like a charm. When called upon by scheme advertising solicitors we would show them a printed notice stating that we were prohibited under penalty of a fine from placing advertisements except through regular established newspapers and journals. I think I am safe in saying that this action resulted in a saving to us of $500 a year, formerly spent for advertising that was never of any practical advantage to us, and which, acting individually, we could not turn down without incurring the displeasure of our customers. It worked so well for us that I feel it can be used advantageously in towns, large or small, if you can get merchants to stick together on it.

RESOLUTIONS.

The usual resolutions of thanks were presented and adopted:

The Friday morning session was devoted largely to routine business, including the appointment of committees and election of officers. The following officers were elected for the ensuing year:

PRESIDENT, W. H. Hahn, St. Louis.

VICE-PRESIDENT, M. A. Wengert, Kansas City.

SECRETARY-TREASURER, Fred A. Kansteiner, St. Louis.

The present secretary, Frederick Neudorff, will continue to serve in this capacity pending the adjustment of some special matters that he has now under way.

The present Executive Committee will remain unchanged in its personnel, W. T. Shoop, Richmond, being re-elected for a three year term. The committee is composed of the following members: O. W. Johnson, Marshall; F. A. Kansteiner, St. Louis; W. T. Shoop, Richmond. The Committee on Trade Abuse will for the coming year be constituted as follows. R. H. Meyers, St. Louis; J. L. Boehl, St. Louis; A. B. Bondurant, Galt.

ST. LOUIS NEXT YEAR.

In the question of selection of a meeting place for next year's convention, the convention unanimously voted that its next session be held in St. Louis. Resolutions were also adopted providing for the incorporation of the Missouri Retail Hardware Dealers' Association; and the secretary was given authority to make assessments upon members for the expenses of the organization when necessary.

BANQUET.

An informal complimentary banquet was tendered to the members of the convention by S. Norvell of the Norvell-Shapleigh Hardware Company, St. Louis, at the Midland Hotel.

*

S. Norvell, president of the Norvell-Shapleigh Hardware Company, St. Louis, Mo., with a small party of manufacturers and jobbers from different parts of the United States, will sail from New Orleans early in February to visit a number of ports of Central America. They will spend several days inspecting the Panama Canal. They will also visit Hayti, Jamaica, Cuba and Porto Rico. The object of the trip is not only rest and recreation, but to study the business possibilities of the various places visited.

PERT PARAGRAPHS.

The longer a man argues the less he cares about the truth.

Marrying for money doesn't require as much courage as marrying without money.

It is hard to do a man who doesn't mind being downed.

If you never made any failures your success didn't amount to much.

Some people think it doesn't matter what others call them as long as they do not respond.

Turning the other cheek isn't a hard matter if your face is brass plated.

WINDOW HINTS.

By B. A. CHAMBEAU.

Card board signs for use out of doors may be rendered water-proof by brushing over them with two successive coatings—allowing one to dry before the other is applied—of a mixture made of four parts of slacked lime in three parts of skimmed milk, with a little alum added. A water-proof ink may be made by boiling together two ounces of shellac and two ounces of borax with sufficient water to make a solution, and then adding two ounces of acacia and sufficient lamp-black to give the desired color. The thickness of the ink is regulated by the amount of water used.

* * *

Another water-proof ink is made by dissolving together by gentle heat one ounce of bleached shellac, one half ounce of Venice turpentine and two and a half ounces of oil of turpentime, afterward adding the color—powdered indigo, lampblack, vermillion, and so forth.

* * *

A crank walked along East Twenty-third Street, near Fourth Avenue, New York, the other morning, and, armed with a hatchet, smashed in fifteen plate-glass show-windows in the stores of the Mercantile Building. When the police asked him why he did it he explained, "I just can't stand them shiny windows, especially in that building. I won't allow any windows, especially in that building. I won't allow any windows in it!"

What did the merchants do? Well, first, before replacing the glass, they each posted up signs. One said, "Well, we're glad he didn't crack our safe too." Another said, "Cracked glass isn't what it is cracked up to be, but we are in business at the same old stand just the same." Another: "A smasher of this kind ought to get twenty years smashing rocks." Another, "The window was the only thing to suffer. All of the stock was out of reach when the Wild Man of Borneo started to break all the glass in the street." The cleverest though, was a small lettered note above the big hole in the glass narrating the circumstances and winding up with: "He was trying to get in, attracted by our twenty-dollar suits."

A situation like this is ready for the grasp of the advertising man. Never fail to grasp such an opportunity. There are many local occurrences of a less striking nature which may be seized upon in featuring a store.

* * *

When metal letters come off the window, it is easy to cement them on again with a mixture of one part gum mastic, two parts litharge (lead), one part white lead, and three parts linseed oil. Melt together in a homogeneous mass and apply hot. The letters should also be heated to a temperature at least that of the cement.

* * *

If nothing else is done it is easy and of primary importance to keep the window glass clean and the show space neat and orderly. Be on the lookout lest any goods or advertising matter in the window, while appearing normal from inside the store, has faded into unsightliness from the street side. Set aside the trimmings of a display for use at a future time. Gradually in this way quite a property outfit will be accumulated. Money spent on crepe paper, ribbons, artificial flowers and other trimming aids is a good investment.

* * *

Perhaps the best way to realize the full value of a show window is to hire a few. That which we are accustomed to use daily has a tendency to seem of smaller account than it really is. The show window is of value in several ways; to admit light, as a place to display wares, as a power to draw custom into the store. It should not be forgotten, also, that the merchant is paying part of his rent for it all of the time. Never treat it lightly.

* * *

To polish your show windows, making them as clear as day, use the following paste, applying with a soft rag, and rubbing off with another soft, dry rag: Take of prepared chalk, nine ounces; white bole, one-half ounce; jeweler's rouge, one-half ounce; water, five ounces; alcohol, three ounces. Mix thoroughly.

* * *

No matter where the store is situated, care of the show windows pays. Anything that pays is worth thought. The show window question cannot be neglected. If a good window makes trade, a poor one drives it away. There is nothing negative about a window; it has an active influence one way or another. If you have not taken up window dressing as a regular feature of your business *do it now!*

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Displays may be divided into two grand divisions— the simple and the elaborate. Either is effective. According to the character, the ideas of the exhibits may be of bulk goods, class, specials, purely decorative, price feature paramount, holiday, mechanical, live animals, of local or historical interest. Each one of these styles of display has its own peculiar merit, and the varying of them all in turn affords endless variety of material for business-pulling windows.

* * *

The clerk who is a good window dresser is always worth more than the one who is not. The combination of good salesman and good display man cannot be beaten. Such a man will have no trouble in geeting a salary above the average and holding it permanently. He will always be in demand. The clerk who is not a good window man is wasting part of his opportunity. There may come a time when his securing a coveted position will entirely depend upon his experience and ability in dressing windows.

* * *

Bleary eyes in a man do not tempt to closer acquaintance. A bleary-eyed store warns people away. Keep your store's eyes clean, bright, honest, attractive, if you wish trade.

* * *

In a few weeks the frost will bother us, covering the windows and hiding the displays. That is, it will in all the stores except those that have their window spaces snugly enclosed and lighted electrically, and, perhaps, heated by hot air from a furnace in the cellar which gets its cold air supply from out of doors. Remember there is bound to be moisture in the heat of a furnace that gets its cold air supply from within.

* * *

Change the window at least once a week, redecorating it and changing the subject. Beyond that time any display will lose its effect, become tiresome. However, in three months time it may be that the same display may be made. It will then have regained its edge, like a dull razor laid aside for a time. A system in dressing your windows and a rotation of displays is an actual economy. Have your ideas planned out weeks ahead. Keep a date book. In this way there will be no confusion, and when the display should be changed it will be done with definite purpose and idea.

* * *

Some merchants purposely misspell window signs in order to attract attention. It does attract attention—but some people may go away thinking you knew no better, and that is bad. Publicity may be achieved without eccentricity—but never without originality. You don't have to be a clown—you must not be humdrum. Still, I would rather be a crank, and be known, than a humdrum and not be known. Best is it to strike a happy medium. You have to be on the border land of eccentricity to be a good advertiser—you are bound to be on the border land of bankruptcy if you are commonplace.

* * *

Notice the people on a busy street of a large city and see what they are doing. The majority are moving swiftly along, but a few loiterers are looking in the shop windows. Something has aroused their interest. Occasionally one of them leaves the window to go into the store. In this case the window has likely made a sale otherwise impossible. It is paying the rent. But with many of the others who did not go in, the window may have made a sale, to be consummated in the future. The display sticks in the subconsciousness of the observer, and when he wants something he will remember where he saw it.

* * *

Signs are a necessity, but identifications are of a secondary nature; they do not catch the passing attention. In a large city there are so many signs that the eye wearies of them and in self defense eventually refuses to convey their message to the mind. But a good show window stands out. It has assertive individuality. In the country towns the same principles hold good, except that nowhere else do novelty and originality create so much comment and draw so much attention as in a rural district. People there are not surfeited with novelties. Something striking is a positive amusement and excitement.

* * *

Have you ever dressed a window yourself? How long did it take you? Try it and time yourself. You will be surprised at the shortness and the lightness of the labor. The trouble in many cases is that an idea prevails that it is necessary to spend much money to trim a window. Certainly much outlay can be made if desired, but a multitude of good displays can be made without the expenditure of a cent, and many more without spending more than a very small amount.

DISTRIBUTION OF MANUFACTURES IN THE EXPORT TRADE OF THE UNITED STATES, 1906

Exports of manufactures in the year just ended aggregated 719 million dollars and formed 41 per cent of the total exports. These figures, just announced by the Bureau of Statistics of the Department of Commerce and Labor, relate to the calendar year 1906. At the same time the Bureau presents a detailed and thorough analysis of the exports of manufactures to each country and grand division of the world, and the share which manufactures form of the total exports to each country and grand division, for the fiscal year 1906.

In the distribution by countries and grand divisions the percentage which manufactures form of the exports of course varies greatly, their proportion being naturally much smaller in the exports to Europe, the great manufacturing section of the world. It is interesting, however, to find that even in the exports to Europe manufactures formed in the fiscal year 1906 26.78 per cent of the total; to North America, 61.83 per cent; to Africa, 65.64 per cent; to Asia, 74.93 per cent; to Oceania, 84.74 per cent; and to South America, 86.06 per cent. Considering the principal countries, of the total exports of domestic products to Argentina 98.6 per cent was manufactures; of those to China, 96 per cent; to Australia, 88.7 per cent; to Brazil, 83.2 per cent; to Mexico, 70.4 per cent; to Canada, 61.9 per cent; to Cuba, 55.2 per cent; and even in the exports to the United Kingdom and Germany the share which manufactures formed of the total was over 23 per cent in each case.

The table which follows, just completed by the Bureau of Statistics, shows the exports of domestic products to each of the principal countries and the share which manufactures formed thereof in the fiscal year 1906.

Total exports and exports of manufactures from the United States to each of the principal countries of the world and the share which manufactures formed of the exports to the countries named, in the year ending June 30, 1906.

COUNTRIES.	Exports of domestic products.	Exports of manufactures.	Share which manufactures formed of exports to each country.
	Dollars.	*Dollars.*	*Per cent.*
United Kingdom	578,023,505	133,459,935	23.09
Germany	232,403,778	55,632,220	23.93
Canada	146,175,015	90,485,933	61.90
France	96,453,755	30,002,357	31.11
Netherlands	95,197,392	43,431,231	45.62
Mexico	57,418,646	40,406,657	70.38
Belgium	49,208,063	15,132,479	30.76
Italy	47,362,491	12,723,262	26.87
Cuba	46,377,277	25,624,220	55.25
Chinese Empire	43,660,764	41,812,222	95.98
Japan	37,956,290	21,318,797	56.17
Argentina	32,575,959	32,120,383	98.60
British Australasia	28,936,236	25,674,635	88.74
Denmark	22,902,135	3,372,633	14.72
Spain	19,091,070	2,294,236	12.02
Russia	18,756,098	9,188,474	49.00
Austria-Hungary	14,764,131	6,356,741	43.06
Brazil	14,422,089	11,990,315	83.15
Panama	12,410,168	10,069,715	81.14
British South Africa	11,699,508	8,421,805	71.98
British West Indies	9,616,665	3,404,307	35.40
Chile	8,657,723	7,905,391	85.53
Sweden	7,435,051	3,201,778	43.06
Hongkong	7,032,833	2,089,184	29.70
Norway	6,012,026	1,324,480	22.03
Philippine Islands	5,458,867	3,759,688	68.87
GRAND DIVISIONS.			
Europe	1,189,254,885	318,503,047	26.78
North America	294,546,176	182,121,776	61.83
Asia	104,804,873	78,530,251	74.93
South America	74,745,589	64,328,906	86.06
Oceania	35,060,348	29,711,707	84.74
Africa	19,541,511	12,827,488	65.64
Grand total	1,717,953,382	686,023,169	39.93

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INLAND EMPIRE IMPLEMENT AND HARDWARE DEALERS' ASS'N

The second annual convention of the Inland Empire Implement and Hardware Dealers Association was held at the Hotel Spokane, Spokane, Wash., on the 16th and 17th inst. It was one of the best and most enthusiastic conventions ever held in that city. The attendance was double that of former years, and many dealers came from long distances to attend the convention, some even coming from southern Idaho and some from Seattle. It was probably the largest convention of a trade organization ever held in the Pacific Northwest. The attendance numbered nearly 500, and at the banquet about four hundred persons participated, the remainder leaving on the evening trains.

Vice president E. E. Lucas, of Davenport, Wash., called the gathering to order on Wednesday morning, when Mr. Goodall, president of the Spokane Chamber of Commerce was introduced and made the visitors welcome to the city. I. C. Hattabaugh, of Grangeville, Idaho, eloquently responded on behalf of the Association.

A number of eloquent and thoughtful addresses were delivered in the course of the proceedings, among which was one by Johnson D. Campbell, secretary of the Spokane Jobbers' Assosociation, on

CREDITS OR THE CREDIT SYSTEM.

which we give in part, as follows:

I am very glad to be with you to-day: Not so much on my account or on your account, but because it shows, I believe, the feeling of good fellowship which exists between the retailers and the Spokane Jobbers' Association. When we commenced business here, about three years ago, there was a misconception as to our Association all over this Inland Empire. It was believed by many, that we were organized for the purpose of oppressing the retailer: but I am very happy to say that after three years of work the best friends we have to-day are among the retailers. And I want to say further that

THE WORDS OF GOOD CHEER AND COMMENDATION

which we receive from day to day come more often from the retailer than from the jobber, to our office.

I have been asked to speak to you to-day upon "Credits," or The Credit System; and I want to say to you in the way of a beginning that none of you here present to-day have a more valuable asset, either on your shelves or in the bank, than your credit. Startling as it may seem, it is a fact nevertheless that over ninety per cent of the business done in the United States is done on credit. Last year, the year 1905 rather—the 1906 statistics not yet being compiled, but during the year 1905—the manufacturers of the United States did a business of over thirteen billions of dollars, upon an actual cash investment of five hundred million, or rather, ninety-six per cent of all the business done by the manufacturers of the United States was done upon credit. Now that seems startling, and yet sit down some day with a pencil and figure up yourselves the amount of business you do on time,—on credit,—and the amount you do on cash, and see if it does not startle you.

So I say

THE MOST VALUABLE ASSET YOU HAVE IN YOUR BUSINESS

to-day, gentlemen, is your credit: an asset which should be most carefully taken care of: an asset which should be nurtured and not abused. I think also, that I can say without fear of contradiction there is no asset you have which is more often abused than that of credit: not perhaps, your own, but the man who buys from you: because you sell on credit, you must do business on credit. If you do not take care of the credits that are due you, sooner or later you are going to have trouble with those you owe. At least fifty per cent of the failures reported in one year

CAN BE TRACED DIRECTLY TO BAD CREDITS.

Now I want to give you just a little illustration of that:

Just about a month ago we had occasion to close an unfortunate debtor and take over his business. We hope and believe that we will pay out that business,—pay out the debts,—and still have several thousand dollars to turn back to the debtor. But in going over his books, and I worked until nearly 2 o'clock in the morning doing so—I found this was the cause of his failure: He started in business about three years before with an invested capital of $4,000.00. That was all the cash he had. He has on his books to-day over $7,500.00,—

NEARLY DOUBLE THE AMOUNT OF HIS INVESTED CAPITAL,

—standing out on his books. In going over his business for the month of November, we found he did $1,200.00 in cash business, and that he did $1,000.00 in credit for November. He had collected on his accounts, during the month of November, $800.00. So for the month of November, he was $500.00 behind on his credit business. And I said to him, "How soon can you get in the $1,300.00 of credit in the month of November?" He says, "I cannot hope to get in a dollar of that until next Fall." Now just think of that, gentlemen. How could that man expect to do business and succeed in that manner. He had some notes, it is true, but he had not tried to collect them, and the great majority of his accounts were standing there without drawing any interest and without anything coming from them.

Now, gentlemen, I believe that a farmer, or other person buying goods of you, has no more right to ask you to carry him for a year

WITHOUT INTEREST AND WITHOUT SECURITY

than you have to go to your home bank and ask them to advance you money to pay your bills, without interest and without security. And I believe the credit system that has been worked up in this Inland Empire, is largely the fault of the retailer. I know the farmers can be induced to pay their debts promptly just as well as anyone else. The strange thing to me is that some of the largest accounts on your books are of men who are absolutely good. Who can go to the bank and get their note and get the money and pay you. But you have not asked them to do that for fear they will get mad and leave you and go to that man across the street and buy his goods. Isn't that a fact? But I want to say if this Association will pass a hard and fast rule that any man who came to you for credit should be required to give his note,

BEARING THE LEGAL RATE OF INTEREST

which you have to give at the bank, and make that a bankable note, that it would be only a little while until the whole credit system of the Inland Empire would be changed, and changed for the better, so you could meet your bills promptly and discount them if you pleased by taking the farmers' note to the bank and getting the money.

Why, it is astonishing—as I have gone over the books of various retailers at various times to find out the man's condition, it is astonishing to see the amount of money standing there on the books not drawing interest, while you, gentlemen, are having interest added up on your past due accounts for them. It is only a question of time when those principles carried out as they have been in the past, are going to involve all of you if you do a credit business. You cannot help it.

It has been in the past a fact without doubt, that if you crowded some of your collections, some of your good farmers, or neighbors in town, they would get huffed and go across the street to buy. But if you all combined and made the same rule when he gets mad and goes across the street; if the man across the street will hold up a stiff upper lip, and say to him, "I do not want to sell you on any different terms than Tom Jones would, across the street," you would find out he would be mighty glad to give you his note and pay his bills when they became due.

THE VERY SYSTEM OF CREDIT IS A MATTER OF EDUCATION.

It is so in all lines of business.

The credit system is more prevalent in the farming districts than in the cities, because the large stores, in the cities, do practically a cash business. But you who have to carry your neighbor from one year's end to another, have to do the credit system; but there is no reason why you cannot inaugurate the system that if you carry a man he must give you good, bankable paper, and that you carry him in that manner.

I believe the wholesaler and retailer should work together to this end. I believe, and always have believed, it would be a kindness to the retailers if the wholesalers always insisted on bills being met when due according to the terms of sale. If that was done, you would push the man owing you, and he would settle up so you could pay.

Last Spring I had occasion to go to a certain retailer in an outlying town. I had at the tme about $3,000.00 of claims against him in my pocket, I went there and spent a whole day

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with him, going carefully over his books. I found he was perfectly solvent, but I found that every dollar that he had in the world was past due,—something like $8,000.00 or $9,000.00. I said to him, "What are you going to do?" He says, "I don't know. I cannot pay a dollar at this time of the year. It is simply all I can do to keep up my stock, without paying any old bills." He had charged between $15,000.00 and $16,000.00 on his books; not one dollar, practically speaking, could be collected until this Fall. I said to him, "I will tell you what I will do: I will promise you that I will gather the claims in Spokane and I will see to it that you will not be required to pay any of this indebtedness until next Fall. I will do further than that. If you will write me when any of your outside creditors write you and threaten suit or place a claim in the hands of an attorney, I will write to them and say that I believe you are perfectly responsible and will pay every dollar this Fall. But if I do, I am going to tell every one of these men to absolutely insist this Fall on getting their money." He thought it might pinch him this Fall to get his money, and did not know about that. I said that that was the only condition that I would help him out on now; and he agreed. I wrote forty letters with reference to that man's business. There was not one that crowded him. And to-day, I do not believe that he owes one dollar. He paid every dollar that was in my hands; and I have heard he paid every debt outstanding against him. What would have been the result if I had crowded him at that time, and allowed others to do the same. He would be broke and his creditors could not get their money until this Fall out of those debts, and he would be out of business, and in all probability without a dollar. But I think it has taught him a lesson, and I venture to say he has not anything near as much on his books to-day as he had some six or eight months ago, and his indebtedness is practically all cleared off. I got a letter from him yesterday. I had one small claim of some $200.00 that he had overlooked, and he wrote me and said he had taken care of practically all of his indebtedness and this little claim was overlooked.

I believe, gentlemen,

WHAT YOU WANT IS CO-OPERATION IN THIS MATTER;

and you must show people dealing with you that you must have your money. That you have your bills to pay, and that if you must carry them to the next Fall, you must get a bankable paper so that you can take it to the bank and get your discounts, instead of paying eight per cent on your past due accounts. (Applause.)

Thomas H. Brewer, vice president of the Fidelity National Bank of Spokane, who was listened to attentively, delivered an address on

THE MERCHANT AS A BANKER.

We present his address herewith:

For the past ten years I have been a country banker, but for several years sold implements and other things at Genesee, Idaho, in the good old days from '93 to '97, when nobody got any credit worth mentioning and when the manufacturers were very easy to trade with; they were glad to have you take their goods on consignment and pay any old time after the goods were sold.

IN THOSE DAYS WHEN ALMOST ALL WAS LOST BUT HONOR.

and that sometimes, and there was no cash, such Populism and very little else, except that hope that springs "eternal in the human breast," we didn't have the volume of trade to scrap over that you have now, and the implement man wasn't much of a banker, because he had all he could do to get along without crediting anybody.

To-day, the average implement dealer does a very large banking business; he doesn't maintain a credit bureau and keep an accurate tab on the farmers of his vicinity, get a financial statement from the prospective credit buyer and get reports from other dealers as to whether he has always paid his debts promptly in the past; how much his present debts foot up; find out his reputation for truth and veracity and look carefully into his prospects for a crop to pay his debts and his farming ability, but fearing that the other fellow will sell him, if he doesn't, hurries to make the sale, trusting to luck, or that when the rancher's crop is threshed he may get his first, leaving the other creditors in the lurch.

I have frequently seen scrubby, every-day sort of renters, with

WELL ESTABLISHED REPUTATIONS AS FINANCIAL FAILURES,

men who couldn't borrow $100.00 of any bank in the country, by putting up all their present chattels and crops and prospects for future happiness—by carefully playing the implement dealers of a small town against each other, buy from $1,000.00 to $2,0000.00 worth of implements and vehicles on time and not give a particle of security, and to look at these fellows, you would never take them to be hypnotists either.

The excuse that the "other fellow will sell him if I don't," that the implement dealer must take these chances to sell goods, isn't a good one; it has very often been proved that if the merchant is shrewd and watches his credit sales closely, taking no undue chances, he does practically as much business as the trust-everybody-man and comes out at the end of the year very much better. I will give one instance that came under my own observation illustrating this point. Two firms opened stores in a small town about the same time one Spring. The one sold goods right and left to practically everyone who applied, consulting nobody as to the party's past record, present indebtedness or ability to pay and soon had their pouch full of paper and most of their stock sold; the other firm made credit sales very slowly, looking up each applicant carefully at the bank and elsewhere, sending the doubtful ones, whom the banker couldn't recommend to his free and easy competitor across the street. This firm kept a nice balance at the bank, and consequently got all the influence and information the banker had; they never let a good customer get away and by keeping a sharp lookout for business, managed to sell almost as many goods as the other firm and kept their note pouch light and their bank account heavy. What

NOTES THEY TOOK WERE EASILY SOLD TO THE BANK.

and they made it a practice to give the bank almost all of them. The first Fall the conservative firm had no trouble making their collctions and took all their discounts. The other firm rustled night and day and Sundays and only got enough money to pay their most pressing obligations, standing off all the others. The next Spring, Summer and Fall, they were so heavily loaded with poor paper and had to hustle so hard to get in enough money to keep running that they had no time or energy left to sell goods; they couldn't sell their paper to the bank, because it wasn't worth anything, and they were not able to borrow any money on their notes, because they had never carried enough balance at the bank to "wad a shotgun," and naturally were not extended any particular favors. They left the town the next Winter, howling that it and its people were no good. The conservative firm all this time had their pick of the trade and went quietly ahead selling lots of goods on their own terms and putting aside a nice profit each year and are still doing it.

If the implement dealer would try to get his customers to borrow the money for their purchases at the bank, or take the same security the bank would insist on and sell all his paper to the bank, he would get along very much easier for a number of reasons. In the first place,

HE COULD TAKE ALL HIS REGULAR AND SPECIAL DISCOUNTS

and thus keep his credit good, get the lowest prices going and save more money from the discounts than the interests on the notes he sold the bank would amount to. Then, he could get a great deal of valuable information regarding prospective customers from the bank, for the banker certainly knows the financial history and condition of almost all the people in his community; then, the banker would make a special effort to collect the paper the dealer turns in, and I think no one will dispute the fact that the majority of men will pay the bank and let the merchant's bill go over when they are pinched, because they want to keep their credit good at the bank for future occasions and they know by experience that it is easy to stand off the merchant. Finally by giving the bank all his business he could get the banker to assist him in his fight against his inveterate foe, the Grinnell, or other buggy concerns. The banker has no love for these concerns. They ask him for detailed information regarding the standing of the farmers to whom they sell, for which they pay nothing and send him for collection a lot of notes on his best customers, and if he tries to collect the exchange and collection charges from the farmer, as the notes always provide, the farmer goes right into the air and hollers; if he tries to collect the charges from the Grinnell concern they say "Obey instructions," so in most cases the bank is out.

If the merchants here would take concerted action I believe they could get the banks, not only to refuse information to these concerns, but to refuse to collect their notes, which would help quite a bit in "tangling the grass" for them.

I am sure the banks in almost every town here represented would do this if they could get all your business instead of a small unprofitable part of it. Another thing. In my experience with different banks I have very, very seldom known the Grinnell people to take their note, while I have frequently seen a renter, who was turned down by the Grinnell people, who found out that he was doubtful, come into town and not only buy a hack or buggy on time, but a drill, harrow and three sets of harness, at the urgent insistance of the implement dealer.

THE BANKER AND THE IMPLEMENT DEALER SHOULD WORK TOGETHER

and present a solid front against their common enemy, the dis-

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MUTUAL INSURANCE.

In his report on mutual insurance, Secretary Frederick Neudorff referred to a not encouraging condition, a loyal support on the part of the members being lacking. He continued as follows:

In my judgment there are only three ways open for our insurance branch: 1, to liquidate and quit, by collecting assessments; 2, for the members, as many as will, but less than forty, to put up cash in the sum of $100 each, and do away with the premium note and try to win that way; 3, to underwrite our policies with the Minnesota company, that company to credit assessment account with the 45 per cent. rebate they contract to repay during 1907, and that portion of the rebate to be paid during 1908, until losses are paid and fee for underwriting is paid, they to hold our premium notes as guaranteed for our adherence to terms of contract.

If we do this the company will put four or five trained solicitors in the field and no doubt treble our membership, permitting honest, lazy or indifferent debtor, and if there was more cooperation, both the banker and the dealer would have less poor paper in their pouches, there would be a better feeling all around and larger dividends, which is certainly a "consummation devoutly to be wished."

An implement dealer once said, "the farmer farms the farm, and we farm the farmer," but I don't know where you could find a pleasanter, jollier bunch of men, or men who will work harder through all kinds of weather and financial reverses and keep a smiling countenance than the implement dealers of the Inland Empire, and I certainly wish you the greatest success in your business and in this Association, which is being managed so energetically and ably.

MUTUAL FIRE INSURANCE.

One of the sessions of the convention was devoted to the affairs of the Washington Hardware & Implement Dealers' Mutual Fire Insurance Company, which is conducted under the auspices of the Inland Empire Association. W. P. Lucas, president of the company, made an address, from which we give the following extracts, which indicate that the company has made a very creditable showing during its first year of business:

This matter of mutual fire insurance is of the utmost importance to us all and should have our most careful study and attention. It is a matter which means a saving of money to us all, the dividends going to those who patronize us rather than to high salaried officers and stockholders, as is the case in old-line insurance. We are nearing the close of our first year's business, and we have made a most favorable showing. We have met with many obstacles, but thus far we have handled them

WITHOUT MAKING ANY GREAT OR EXPENSIVE MISTAKES.

We are able to come before you at this time and tell you what we have done, as well as what we expect to do during the coming year. Our records show that the receipts of the past year have been used as follows: Expense of organizing and operating the company to date, 15 per cent.; loss ratio, 26½ per cent.; reinsurance, 16 per cent.; passed to reserve fund, 10 per cent.; return premiums, 25 per cent.; on hand for current expenses, 7½ per cent.

As our receipts grow larger the expense ratio will grow less, and we can safely promise you better results for the coming year. As we grow larger and stronger

WE CAN CARRY A LARGER LINE OF INSURANCE

and thereby reduce the amount paid for reinsurance. We hope to be able to make arrangements for an exchange of reinsurance with other companies of this nature, and in this manner it will help us grow to the extent that we can with safety carry the full $3000 risks, as provided in our by-laws. At the present time we can with safety carry but $1000 on each risk, and all amounts of policies above that amount are covered by reinsurance. We will be able to carry $2000 on a single risk after we have a line of $750,000 in force, but before we can reach that amount it will be necessary for us to secure $325,000 of new business, which I feel confident we can secure before our June meeting.

We have reached a point where we can afford to go out after business and feel that the money so expended will be well spent, as it is like all other good things, once a member gets a taste of it he likes it, and h is with us for keeps and we will be certain of his renewal of policies as he needs the insurance. We have made arrangements whereby

WE CAN WRITE EACH MEMBER FOR THE FULL AMOUNT

of their insurance regardless of whether the risk is for $1000 or $10,000.

At the present time if we were to write a risk for $10,000 we would immediately reinsure $9000 of it, dividing that amount among the different companies of this kind with which we reinsure and the remaining $1,000 we would carry ourselves.

Our firm has decided that we will place every dollar of our insurance with this company, as we feel that it is the safest and cheapest insurance we can get.

The requirements of the insurance laws of some of our neighboring States are such that it makes it next to impossible for a company of this kind to start, and we have only to go after their business and show them the advantages of doing business with us; thus giving us new business which will enable us to grow at a rate and make a showing equaled by no other company of this kind.

At the present time we have a line of $428,850, of which we have $273,050 at risk and the balance of $155,800 is reinsurance in four different companies writing reinsurance for us.

OTHER ADDRESSES.

J. H. Abrams, of the Winona Wagon Co., delivered an address on the subject of "The Value of an Agency," G. H. Patrick, of Battle Creek, Mich., read a paper on the subject of "Side Lights on Selling Threshing Machines." There was also a discussion on the subject of "Does a Threshing Machine Agency Pay."

NEW OFFICERS.

The following officers and directors were elected for the ensuing year:

PRESIDENT, R. L. Spiker, Lewiston, Idaho.
FIRST VICE-PRESIDENT, A. Urbahn, Spokane, Wash.
SECOND VICE-PRESIDENT, A. B. Salmon, Wilbur, Wash.
SECRETARY-TREASURER, E. W. Evenson, Spokane, Wash.

DIRECTORS for three years: J. Smith, John Smith Company, Walla Walla, Wash.; J. H. Berge, Davenport, Wash.; E. E. Plough, Plough Hardware Company, Wilbur, Wash.; John Raymer, Reardon, Wash.; I. C. Hattabaugh, Grangeville Implement Company, Grangeville, Idaho; A. Z. Wells, Wells & Morris, Wenatchee, Wash.; F. J. Guth, Odessa Hardware & Implement Company, Odessa, Wash.

For one year: G. J. Tompkins, Tompkins & Co., Republic, Wash.

INSURANCE OFFICERS.

The following persons were chosen as officers of the Washington Hardware & Implement Dealers Mutual Fire Insurance Association for the year to come. President, W. P. Lucas, Davenport, Wash.; vice-president, C. A. Loy, Fairfeld, Wash.; Treasurer, E. L. Scott, Oakesdale, Wash.; secretary E. W. Evenson, Spokane, Wash.

It was determined to pay a return premium of 25 per cent. on all policies expiring during 1907.

BANQUET AND SMOKER.

The meeting was brought to a close with a very enjoyable banquet and smoker arranged by Edward F. Waggoner, J. A. Fridaker, A. Urbahn and E. W. Evenson. The Elks' Quartette furnished the music. Mr. Waggoner presided efficiently as toastmaster, the list of toasts being as follows: "Our Wives and Sweethearts," F. W. Evenson, Spokane; "The Association," J. N. Nankervis, Moscow; "Goodfellowship," F. W. Dewart, Spokane; "The Commercial Traveler," J. H. Abrams, Spokane; "The Merchant," G. J. Tompkins, Republic; "The Manufacturer," E. M. Brannock, Portland, Ore.; "Our Empire," N. W. Durham, Spokane; "Opportunities," I. C. Hattabaugh, Grangeville; "Concentrated Efforts," F. E. Goodall, Spokane; "Our Country," Rev. W. J. Hindley, Spokane; "Spokane," H. W. Allen.

STANDARD MFG. CO., Shelby, Ohio, are distributing a little pamphlet devoted to a description of their "New Home" Washing Machine. On the front cover is a portrait of the Father of his Country, and the company claim their product represents in its construction the strength, simplicity and purity of character so much admired in the one whose portrait is given. Regarding this machine, the company state: "Louisiana cypress used in the wood construction is the lightest and most durable washing machine wood known. Impervious to acids and alkalies, not affected by hot water and gives off no odor. The quality of the wood we use is clear and takes on a beautiful finish in the natural. The joints are tongued and grooved and the tub bound with three electric-welded, galvanized spring-steel hoops; patent crimped, perfect adjustment to expansion and contraction. Machine always water tight, hoops never break, loosen or fall off and bottom of machine never forced to heave up."

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PURE SPIRITS OF TURPENTINE FOR THE PAINTER.

In the movement that is sweeping the country for greater purity of foods, drugs, beverages and for more intimate knowledge of all purchases, it is a pity that we have not as yet a National Law controlling the purity of Paint Products.

The falsifications and sophistications and adulterations practised in connection with Linseed Oil are very bad, but those in connection with Spirits of Turpentine are indescribably worse.

Until satisfactory governmental regulations are in force, which shall put the paint business on the same basis as the new law places the drug business, we can look only to the honesty of the Seller and the intelligence and common sense of the Buyer for any bettering of the conditions.

On account of enormous variety and varying quality of Turpentines, Wood Turpentines, and Turpentine Substitutes that are being offered everywhere and at all sorts of prices a large number of producers, under the leadership of The Charles E. Sholes Company of No. 164 Front Street, New York City, are making vigorous efforts to standardize the industry and to educate the users regarding the composition of the many kinds of turpentines.

The idea at the bottom of the organization is that the Turpentine has many uses, first, in the manufacture of Paints, and Varnishes of all grades and second in a great variety of industries, as a solvent, cleanser, thinner, dryer, drug, and chemical. It is natural that these many uses do not all require the same qualities of the Turpentine. Some will need a quick dryer, others slow, the boiling point most suitable in a given case may be 160%, 170%, or 180% C.; the specific gravity desired may be anywhere from .862 to .900.

So these gentlemen have attempted to standardize the industry by establishing different grades of Turpentine, each grade is guaranteed as to its source, method of production, boiling point, specific gravity, drying properties, insoluble residue, solvent properties and freedom from adulteration with Rosin Oil, Petroleum Products, Turpentine Substitutes, or anything whatsoever.

This puts the intelligent purchaser in a position to know exactly what he is buying, to learn what grade has heretofore proved most suitable for his purpose and to save money.

Whenever a salesman offers you pure gum spirits of turpentine at less that the market price, it is an absolutely safe bet that a chemical analysis would show adulteration.

The Chemical Company mentioned above assure us that every barrel of turpentine sold by them is first sampled and analyzed by The Industrial Laboratories, unless its manufacture, and testing previous to barreling has been entirely under their control. This is the only way to insure uniform products and uniform results.

We are glad to aid by the influence of our journal any movement to raise the standard of any products handled by Hardwaremen, or to bring about a more frank and intelligent connection between the buyer and seller.

ADAMS & ELTING CO.'S ANNUAL CONVENTION AND BANQUET.

For several years it has been the custom of the Adams & Elting Co., of Chicago, to call in its entire force of traveling men at the end of each year, so that the members of the firm, department heads and salesmen might get together for the discussion of manufacturing, selling and the future of the "Ad-el-ite" line, and all other matters of importance which arises from time to time. This custom takes the form of an Annual Convention, lasting two or three days, in which all the men participate, or more in fact, one of those little "heart to heart" talks, which are so beneficial to employer and employee, and so necessary to promote perfect harmony and mutual understanding.

The Fourth Annual Convention was held on January 4-5th in the Assembly Hall of the new offices of the Adams & Elting Co. Many new employees were present and it was pronounced in many ways to be far ahead of any former convention of this company. Mr. Philip L. F. Elting presided, and after a brief address of greeting spoke of the extremely gratifying results accomplished by the salesmen and other employees of the company during the past year, and attributed the enormous increase in business to the progressive methods of the firm and its employees.

The first day of the convention was given over to practical talks and demonstrations of Fillers and Stains, Enamels, Penetrating Reducers and other wood finishing material, and it was shown by comparative tests of competing lines that the "Ad-el-ite" brand leads all others in point of quality. Of the many brands of wood finishing material on the market "Ad-el-ite" is the most universally used among the furniture manufacturers and the constantly increasing demand for high grade material will eventually make it the leading brand for all purposes.

The second day was taken up with a general discussion of ways and means and practical talks on selling by many of the salesmen. Mr. Elting spoke of the high quality of the "Ad-el-ite" Paints and Paint Specialties and mentioned that the phenomenal increase in sales last year was due to the superior merits of the goods alone, inasmuch as they sold at a uniformly higher price than other brands. The announcement that the company would continue their strenuous advertising with a very much increased appropriation for 1907 met with hearty applause from everybody.

The convention concluded Saturday evening with a banquet at the Hamilton Club, of Chicago, with the rooms decorated for the occasion and covers laid for many guests. Mr. W. P. Adams, president of the company, acted as toastmaster, and there was much enthusiasm and many good resolutions for the new year. The banquet broke up about midnight with three cheers for "Ad-el-ite" and the Adams & Elting Co.

SOUTH DAKOTA RETAIL HARDWARE ASSN.

The second annual convention of the South Dakota Retail Hardware Association will be held at Mitchell, S. D., February 12, 13, 14, 1907. The programme is as follows:

TUESDAY, FEBRUARY 12, 1907.

11 A. M.

Meeting of Executive Committee.

2 P. M.

Welcome to the City of Mitchell—Mayor O. L. Branson.
Response—E. I. Gregory, Alexandria.
Address—President E. D. Hawkins, Vermillion.
Announcement of Committees by President Hawkins.
- Committee on Legislation.
- Committee on Nominations.
- Committee on Resolutions.
- Finance Committee.

7.30 P. M.

Address by Fred J. Vetsch representing the Traveling Men's Association and representatives of South Dakota Jobbers.
General discussions for the welfare of the Association.

WEDNESDAY, FEBRUARY 13,

9 A. M.

Report of Secretary, Noah Keller.
Report of Treasurer, B. G. Wattson.
Address by H. E. Johnson, Redfield.
Addresses by
- J. H. Roper, Parker, "Office System."
- Wm. M. Pratt, of the Goodell-Pratt Co., Evolution of the Hardware Trade, or The Hardware World.

Intermission, 20 minutes.
Payment of dues and enrollment of new members. Distribution of Badges.

2 P. M.

Address (in executive session) by Mr. S. R. Miles, 1st Vice-President of the National Retail Hardware Association.
Question Box.
Some of the questions to be discussed are:
- Are Stove Prices too high?
- Does it pay to give presents to customers?
- Does it pay to borrow money to discount bills?
- Does it pay to weigh freight and check freight bills?
- Do 5 and 10 cent counters pay?
- Does it pay to confine your purchases to a few houses?
- Do we approve of advertising Catalog Houses in Fraternal papers?

Discussion of the Pure Paint Law—S. O. Steensland, Beresford; F. I. Pixley, Montrose.

THURSDAY, FEBRUARY 14,

9:30 A. M.

Address by George M. Evenson, of the Knapp & Spencer Co. "Salesmanship."
Reports of Committees.
Election of Officers.

2:30 P. M.

Report of Delegates to National Convention.
Meeting of Executive Committee.
Arrangements for place and date of next Annual Convention.

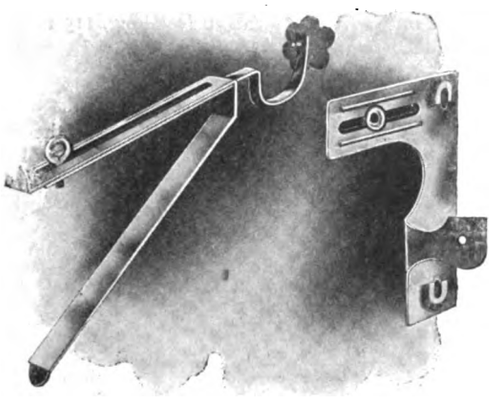
OFFICERS, 1906.

PRESIDENT—E. D. Hawkins, Vermillion, S. D.
FIRST VICE-PRESIDENT—Otto E. Mueller, Aberdeen, S. D.
SECOND VICE-PRESIDENT—F. I. Pixley, Montrose, S. D.
SECRETARY—Noah Keller, Woonsocket, S. D.
TREASURER—B. G. Wattson, Chamberlain, S. D.

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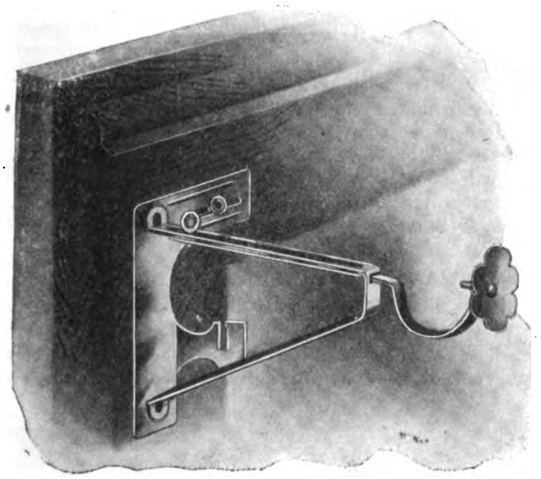
MASCOT COMBINATION WINDOW SHADE AND CURTAIN BRACKET.

Kenvin & Cummings Co., 1408 Pennsylvania Building, Philadelphia, Pa., are the manufacturers of the Combination Bracket shown in the accompanying illustrations. These Brackets are made from the best grades of cold rolled steel, and finished in a handsome manner. They are especially strong and durable. The



PARTS OF CONSTRUCTION.

shade holder is fastened to window frame with screw eyes, which are inserted in the two inch slot at the top of shade holder, permitting a side adjustment of four inches. The curtain pole arm is so fastened that it can be removed from the shade plate



WINDOW SHADE AND CURTAIN HOLDER.

if desired, without disturbing the window shade. The pole arm has an extension adjustment of seven to eleven inches. No tacks, nails, screws, hammer or screw driver are required with this bracket. It can be put upon any window frame or taken down easily and quickly. This bracket eliminates the nailing up of blocks or cutting of shades, and where it is used takes the place of the ordinary fixtures entirely.

SOME MISTAKES WE MAKE.

By B. A. CHAMBEAU.

We make mistakes when we—

Keep a systemless arrangement of stock.
Notify the trade that we are the cheapest in town.
Allow loafers to monopolize the store.
Seek to get trade on that plan.
Ask a customer what he paid for an article around the corner.
Sell at a cut price.
Seem to be what we are not.
Always complain about dull business and hard times.
Sell an article otherwise than on its own merits.
Or claim more for it than we can live up to.
Charge one patron more for an article than another.
Intimate that the other fellow charged too much for an article.
Talk politics in the store.
Answer a foolish question gruffly.
Increase the price of an article because the other stores are out of it.
Ornament the front part of the store and leave the rear in confusion.
Nauseate a customer with effusive claims.
Force anything on him he does not want.
Only seem to wait on him because we have to.
Postpone until tomorrow what should be done to-day.
Handle more stock than our trade demands.
Make a patron wait unnecessarily for attention.
Regard our competitor as a personal enemy.
Can make a sale and don't.
Ask questions just to make talk.
Insist unduly to accomplish it.
Show partiality in the treatment of customers.

HYGIENIC KITCHEN CABINET.

Hygiene Cabinet Co., Carlisle, Ind., are the makers of the Enameled Steel Kitchen Cabinet, of which we present a fine illustration, showing its great utility in the domestic economy of the kitchen. It is made entirely of metal, enameled inside and out with the exception of a bread board 15 by 24 inches in size. There is a French-plate mirror with scollop edge in the upper middle door. It makes a very attractive appearance on the floor, and it is stated that none but the best material is used in the cabinets, and that the metal work and enameling are done



HYGIENIC KITCHEN CABINET.

by workmen of skill and experience. It is attractively enameled. Four colors are obtainable: Brown, olive, maroon and wine color, with the interior in light blue. Three coats of enamel are used, each being baked on from four to six hours. The Cabinet is claimed to be mouse and vermin proof and absolutely sanitary, as it will not harbor germs or certain taints from impure or decayed foods. It can be thoroughly sterilized at any time, being washed, scalded, sunned and aired without the least injury. It is ..ot susceptible to atmospheric changes, and therefore will not warp, swell or shrink under any conditions.

♣

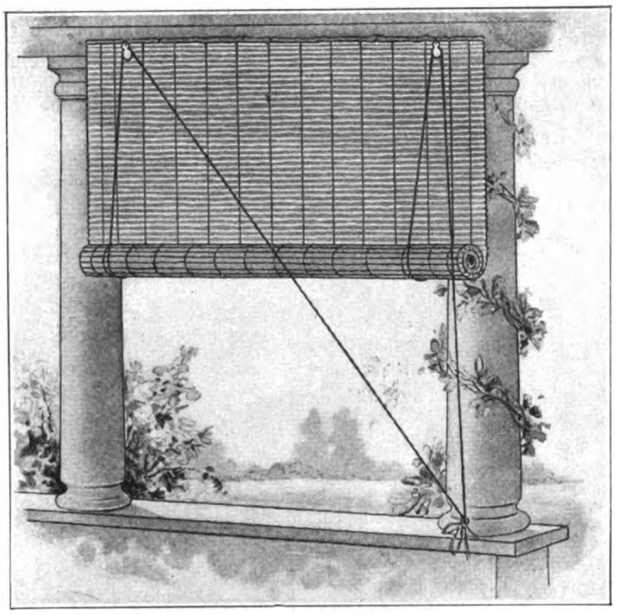
It will take some power greater than the national pure food law to repress the New England manufacturer. The adulteration instinct seems to penetrate all classes of life there. According to the newspapers a Rhode Island hen has laid an egg which had a pin in it. This is about as fowl a case of food adulteration as has yet been brought to the attention of the public.

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NEW GOODS AND SPECIALTIES

KOMI GREEN PAINTED PORCH CURTAIN.

R. H. Comey Co., Camden, N. J., are the manufacturers of the Komi Green Painted Porch Curtain represented in the accompanying illustration. The stock used in its manufacture is carefully selected bamboo. The slats are 5/8 inch wide, and neatly bound together by strong cord. The green color with which it is painted has been adopted because it is restful to the eye and harmonizes with any surroundings. It is brush-painted,

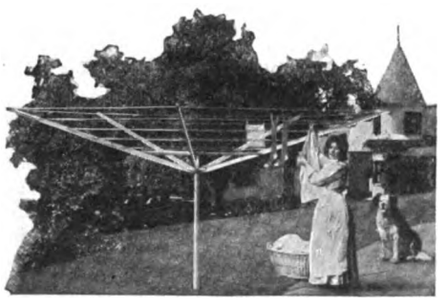


KOMI GREEN PAINTED PORCH CURTAIN.

instead of simply stained, and is guaranteed to stand the weather. The pulleys used in its construction are made of galvanized iron and will not rust. The manufacturers claim the important fact that as it is always in stock in eleven sizes of width and drop, proper screens for any porch are obtainable without delay, and without the necessity of putting customers off waiting for factory deliveries, or selling them an odd size with jagged edge cut down from a larger size. The manufacturers state the Komi Curtain when properly hung and cared for will be a pleasure to operate and will last many seasons.

THE CHAMPION CLOTHES DRYER.

Hill's Champion Clothes Dryer, made by the Hill Dryer Co., Worcester, Mass., and 1133 Broadway, New York, has been before the Hardware trade for a number of years as the most pop-



THE CHAMPION CLOTHES DRYER.

ular Clothes Dryer offered by them. It is made of the best material throughout, all castings being of the best refined malleable iron, and thoroughly galvanized. It is self-fastening, and locks to post the same as the Balcony or Roof Dryers, when in use, and being made in seperate parts, when not in use can be readily removed. They are fitted either with wood post, painted, or steel tubing post, galvanized. The post is so constructed it sets in a socket placed in the ground, and after use may be put away, leaving no obstruction at all on the lawn between one wash-day and another. It is made in three sizes: No. 1, 4 arms, 6 feet long, 100 feet line. No. 2, 5 arms, 6 feet long, 115 feet line. No. 3, 5 arms, 7 feet long, 150 feet line.

THE HUSTLER ASH SIFTER.

The Hill Dryer Co., Worcester, Mass., are the makers of the Hustler Ash Sifter, which we illustrate the use of in the cut herewith. It is a rotary Ash Sifter, that can be relied upon to sift the coal clean, avoiding the usual dust and dirt which makes

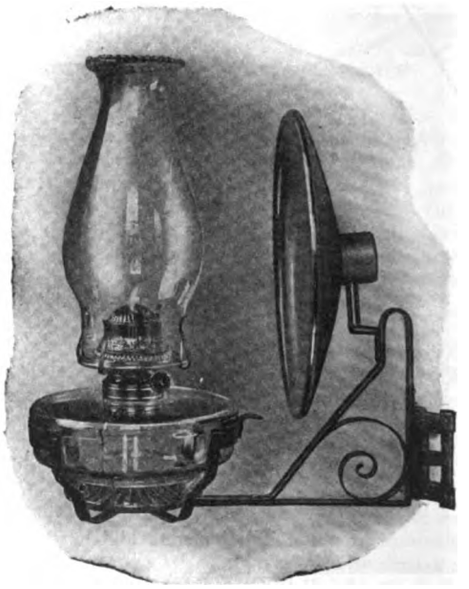


THE HUSTLER ASH SIFTER.

the ordinary sifter so unpleasant to use. The "Hustler" Sifter is made of galvanized iron with a heavy galvanized wire cylinder sieve, and is made in two sizes. No. 1 holds a hoodful of ashes, and is designed for stove and small furnace use. It is made to fit an 18-inch iron can or a flour barrel. No. 2 for furnace in private residences, stores or public buildings, is made to fit a 20-inch can or sugar barrel. Otherwise same as the smaller sizes.

MASCOT LAMP BRACKET NO. 219.

Kenvin & Cummings Co., 1408 Pennsylvania Building, Philadelphia, Pa., are placing upon the market the Mascot Lamp Bracket No. 219 illustrated herewith. It is made entirely from the best grade of Bessemer steel, is an especially strong and dur-



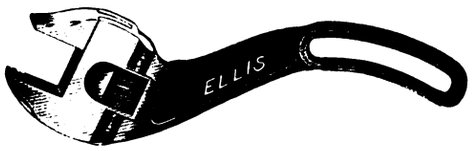
MASCOT LAMP BRACKET NO. 219.

able fixture, though light in weight. It is fitted with their improved Mascot Self-Locking Fount Cup with thumb piece. The wall plates are detachable. The Lamp can be set upon any flat surface, or carried, if desired. It is finished in black enamel, projects ten inches, and will take a ten-inch silvered glass reflector.

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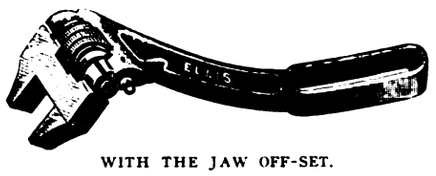
THE ELLIS WRENCH.

Hardware dealers are apt to look askance at any new wrench which is brought on the market, claiming that while a new wrench may sell for a time, after the novelty is worn off, the sales are very few and far between. While this is undoubtedly the fate of many new tools, we learn that the Ellis Adjustable Wrench shown in Fig. 1, is as popular as when it was first brought out.



THE ELLIS WRENCH.

Patterson, Gottfried & Hunter, Limited, 146 Centre Street, New York, who are marketing this wrench, had great success with it in their exhibit at the Madison Square Garden Automobile Show New York, in January. They sold many Ellis Wrenches to people who had not come to buy, but were so stuck with the good points of the Ellis Wrench that they wished to take one home with them. That is the kind of an article the up-to-date Hard-



WITH THE JAW OFF-SET.

ware dealer is looking for. From the illustrations, given here, the advantages of this wrench can readily be seen. Fig. 2 shows the Ellis Wrench with the jaw off-set, as used for working in out-of-the-way places, such as behind a pipe, or close to the floor, etc., where the ordinary wrench will not work. This off-set feature is a very valuable one and makes a great many sales for the Ellis Wrench.

"BABY" GASOLINE TORCH.

The Zeidler Lamp & Brass Co., Lomira, Wis., are the manufacturers of the "Baby" Torch, an illustration of which we give in the accompanying cut. This "Baby" Gasoline Torch is claimed to be the smallest torch made which gives perfect results and fills the universal want of a torch which fits the hand and can be used in contracted places and corners. It can be turned in



"BABY" GASOLINE TORCH.

any position as it burns equally well in all positions. It is perfectly automatic; has no cocks or valves to get out of order; lights with a match; self feeding; requires no pumping of air and is always ready for use. It is indispensable to telephone and telegraph linemen, electricians, owners of gasoline engines, plumbers, repair shop men, jewelers, dentists, and as a laboratory torch for schools, doctors and chemists. It affords the best cheapest and quickest means of lighting all kinds of gasoline lamps. It burns about two hours from one filling.

THE SARGENT ADJUSTABLE PLANE HANDLE.

Sargent & Co., New Haven, Conn., and 149 Leonard Street, New York, are introducing to the trade the Adjustable Rosewood Plane Handle No. 400 shown in the accompanying illustra-



FIG. 1.

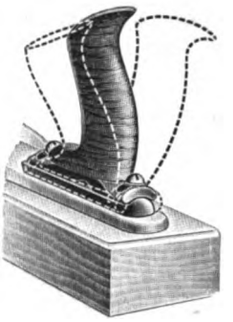
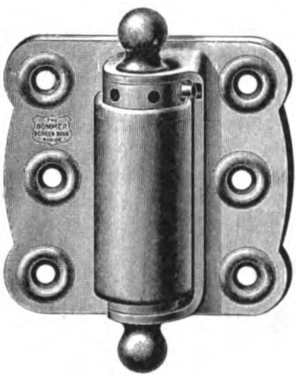


FIG. 2.

tion. Fig 1 shows the Handle, while Fig. 2 shows the adjustable feature of the Handle, which allows the plane to be used in corners, on floors around baseboards, on stairs, etc., without fear of barking the knuckles or injuring the hand. It is particularly valuable for stair-builders, cabinet-makers, etc. It is adjustable to either right or left hand, and when once applied it may be used equally well as a straight handle.

BOMMER'S NEW SPRING HINGE.

Bommer Brothers, 255-271 Classon Avenue, Brooklyn, N. Y., are putting on the market a new line of screen door hinges, with adjustable tension and covered springs for high-class work, where



BOMMER'S NEW SPRING HINGE.

appearance, finish and enduring quality count. There has never before been anything on the market which fills this particular want. These hinges are made of steel, bronze and brass in all finishes. They are without exception the best goods ever produced for the purpose, and are not too high in price.

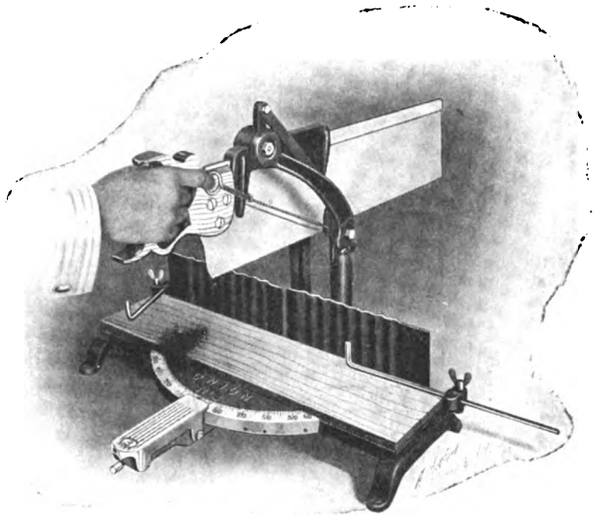
THE UNION MITRE BOX.

The Dosch Mfg. Co., Bridgeport, Conn., is offering the Union Mitre Box, illustrated in the accompanying cut. This machine has just been patented and has a number of features which give it many advantages over the present style of mitre boxes. The most notable feature is the strictly open front. The awkward standards usually employed to hold the saw are entirely dispensed with and the saw is held by means of a saw guide supported in swinging arms. The many advantages of the open front are readily apparent. It saves time for the operator and admits of greatly increased widths of square and mitre cuts. All the mechanic has to do is walk up to the machine, place his work and commence to saw. The largest size, No. 3, will cut off square to 18 inch and mitre up to 14 inch. The saw is held out of the way by means of a simple locking devce. When sawing the operator locks his saw by lifting up and, when desired, the saw is released by a slight pressure on the locking pawl rod, as illustrated.

Probably one of the most valuable adjustments is that for cutting to a given depth, for tenons, etc. The mechanic marks

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on the end of the wood the depth to which he wishes to cut. He then lowers the saw to the table and a few turns of a thumb screw in the rear of the vertical post raises the saw until the teeth are even with the mark. The saw will then cut that deep and no deeper. The saw is set to any desired degree or fraction of a degree by merely pressing down on the handle and moving to the desired point. At the main degrees the lever is held by a pin lock and at other degrees by a friction lock which holds



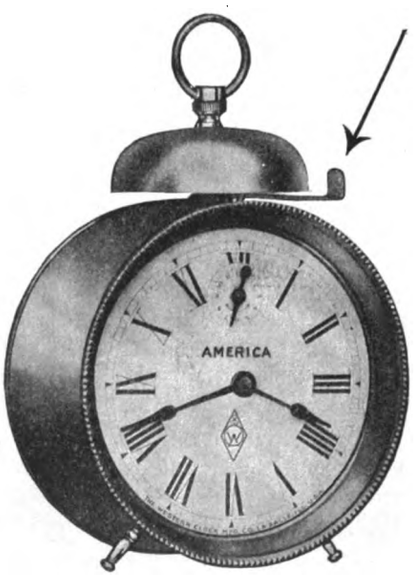
THE UNION MITRE BOX.

firmly without slipping. The adjusting rods, one of which is shown at each end of the box, can be easily set to cut a number of boards of a definite length or for holding crown mouldings. The saw guide and swinging arms assist the operating in sawing as their weight feeds the saw into the wood. The saw is easily inserted or removed from the saw guide and is held firmly in it until pulled clear through. This feature admits of a greatly increased length of stroke.

The saw guide is milled its entire length, the graduated plate is nickeled brass, the back of the box is pressed steel, the swinging arms and vertical posts are malleable iron and the whole construction is correct and exceptionally strong for a tool of its kind. On account of the ease and rapidity with which the Union can be manipulated, the manufacturers claim that it will do a fourth more work than any other mitre box.

THE AMERICA ALARM CLOCK, '07 MODEL.

The Western Clock Mfg. Co., La Salle, Ill., are placing on the market their American Alarm Clock '07 Model, of which we



THE AMERICA ALARM CLOCK, '07 MODEL.

give an illustration. This clock has a brass switch attached to the bell which permits the shutting off of the alarm at will, a novel feature which is proving very popular with the trade. The American Alarm is made with pivots of very hard steel piano wire and hard steel pallet escapement, lantern pinions and barreled springs.

AMERICAN BOLT AND SCREW CASES.

American Bolt and Screw Case Co., Dayton, Ohio, are the manufacturers of these Revolving Cases for Bolts, Screws, Plumbers' Supplies, Bicycle Repairs, Tools, etc., etc. They have



AMERICAN SCREW CASE.

been in general use for a number of years and have given entire satisfaction to the trade using the same. In fact, no Hardware store can consider its equipment complete without one or more of these useful cases. They are substantially made and well finished, and are calculated to last a long time.

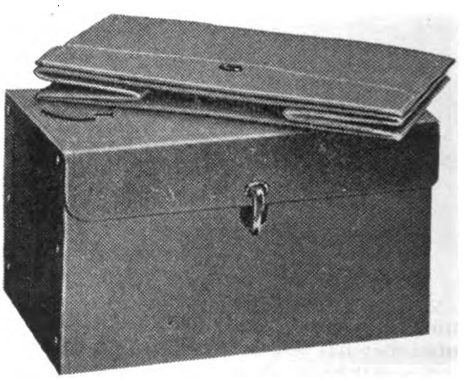
"CAMERA" FOLDING LUNCH BOX.

Rochester Lunch Box Mfg. Co., Cox Building, Rochester, N. Y., are placing upon the market the "Camera" folding Lunch



TO CARRY IN POCKET.

Box, which has been greatly improved in every respect, and now commends itself to the trade for its utility and convenience. It is made from one entire piece of material of the best fibre-



"CAMERA" FOLDING LUNCH BOX.

board, and is easily folded to fit any pocket, and exceedingly attractive in appearance. This Lunch Box is made in two sizes: 8x5x4¾ and 7½x4¼x4½, and made in three grades at varying cost.

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"ALWAYS SHARP" CALKS.

The accompanying illustration presents an almost daily spectacle on asphalt-paved streets, in almost every large city of the country. After a sleet storm or rain, followed by freezing, as is so often the case, we may witness the downfall of many a

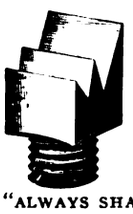


horse, because its shoes are unprotected by calks. If a record were kept of the number of horses that fall down in New York City, or any other city, on slippery asphalt streets, their number would be surprisingly large.



SAFEGUARD, TRADE MARK, "ALWAYS SHARP."

A horse may rise easily after such a fall, but is the horse as sound as it was before? It may have sustained permanent injuries showing later on, ruining its usefulness for all time.



"ALWAYS SHARP" TOE CALK.



WEAR AFTER 3 MONTHS.



WEAR AFTER 5 MONTHS.

It is still more surprising that truck drivers and merchants, owning a number of trucks and horses, should fail to protect their slipping feet with "Always Sharp" Calks which, without doubt, are the best preventative of such accidents. Fire companies in all the large cities use them. Why should not individual owners of horses, or business firms do likewise?

Uncle Sam uses them. After the most extensive tests made in various Army Posts, the Government decided that "Always Sharp" Calks are the most practical and reliable of any removable calks made. It is using thousands of pairs every year. Preference is given by it to the "Always Sharp" Calks over all others because of their unique construction.

The "Always Sharp" has points of different lengths progressively arranged, whereby when the edge of one point becomes worn, the edge of the next comes into play and so on, thereby obviating frequent sharpening, and at the same time always having a sharp edge to make positive engagement with the slippery surface and insure a firm footing. "Always Sharp" Calks can be put on or taken off with an ordinary wrench without removing the shoe. Its threaded shank is slightly tapered, and binds tightly, making it wholly unnecessary to screw the calk in flush with shoulder to prevent it from turning. Being only case-hardened the shank will not break off in the shoe.

There is no question in the minds of horse owners that the old-fashioned wedge-shape calk is the best, and it is this feature in the "Always Sharp"—three wedge-shaped blades to one calk or 48 cutting edges to one set of calks, which enhances its value in slippery places as well as economically; it makes the shoe last longer.

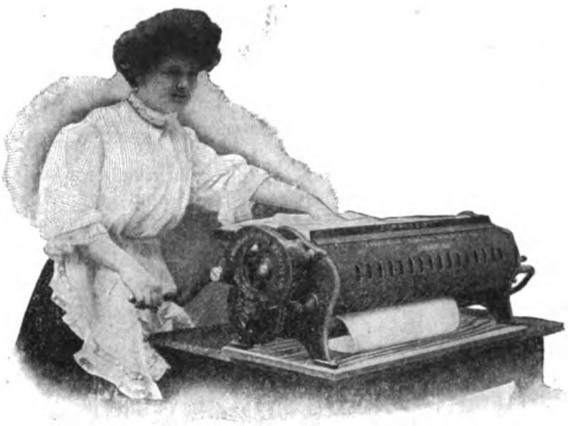
The "Always Sharp" has also hygienic value in so far as it lessens injury to the horse's hoofs caused by frequent removal of its shoes.

Hardware dealers will do well to investigate the merits of the "Always Sharp" Calks. They can be sold at a good profit during the Fall and Winter months.

"Always Sharp Calks" are made by the Always Sharp Calk Mfg. Company, 34 Essex Street, Jersey City,, N. J., who will on application furnish any dealer with the necessary information how to sell "Always Sharp" Calks in their own town at a profit.

"SIMPLEX" IRONING MACHINE.

American Ironing Machine Co., 96 Fifth Avenue, Chicago, Ill., are the manufacturers of the "Simplex" Ironing Machine illustrated herewith, which consists of a large, wide, padded roller which takes the place of the ironing board; a highly polished iron as wide as the roller, with a gas burner inside of it, that does the work of a flat iron; a cog wheel turned by a handle, which makes the roller work so easy that it is claimed a mere child can do it without fatigue. This Ironing Machine possesses many advantages, among which may be mentioned: When used in the house there is no tramping to and from the range, no bending over a hot stove, no fierce blaze to add to the



"SIMPLEX" IRONING MACHINE.

ninety-in-the-shade temperature. This Machine irons all flat work, sheets, pillow slips, table clothes, towels, etc., and all the big, heavy pieces which consume so much time, strength and gas when ironed with a sad iron. The operator stands or sits comfortably in one place and feeds the dampened clothes through the machine, which will put ten times more pressure on them than could be done with a flat iron, and the clothes come out ironed better than an experienced laundress could do it by hand. The "Simplex" is not a cumbersome, unwieldy affair, but on the contrary compact and easily disposed of when not in use. It is designed to stand on the kitchen table. The only connection required is an inexpensive piece of rubber tubing to connect with the nearest gas pipe. First, light the gas in the iron; then wait about ten minutes for the iron to get hot enough to sizzle; then feed the clothes in straight, turn the handle and each piece will leave the machine ironed. Large pieces, such as sheets, are folded once or twice before being put into the machine. The manufacturers call attention to the fact that the "Simplex" Ironing Machine should not be compared with ordinary cold roll mangles now on the market, and cheap ironing machines built in the foundry. The "Simplex" embodies the principle of the more expensive steam mangles used in the commercial laundries, and on account of the intense heat possible by the use of gas is claimed to produce a better finish than these large machines.

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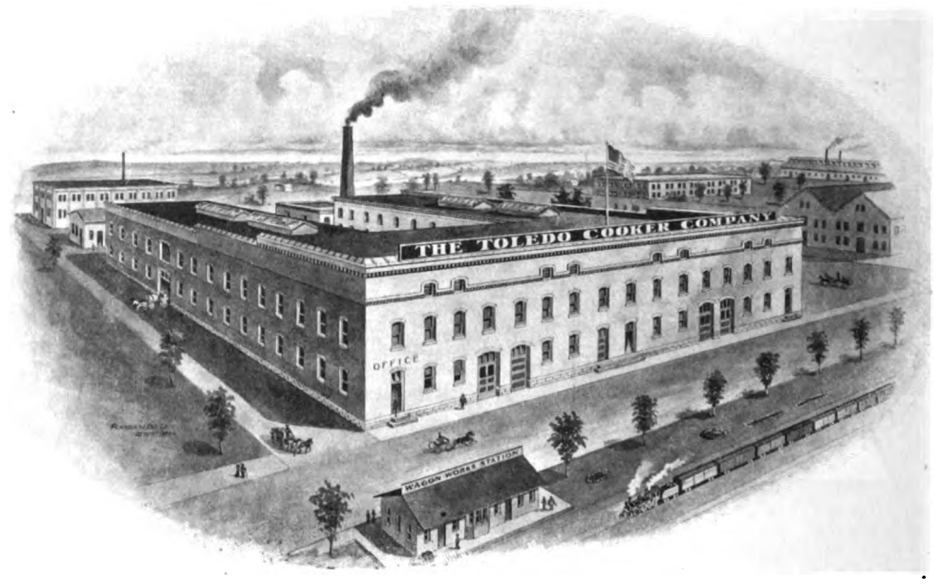
TOLEDO COOKER COMPANY

IDEAL SQUARE STEAM COOKERS.

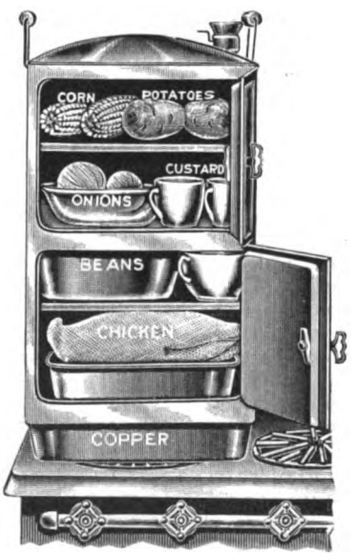
The Toledo Cooker Co., 1336-1342 West Bancroft Street, Toledo, Ohio, are the manufacturers of the 1905 patterns of Ideal Square Steam Cookers with double doors and whistle. This is something entirely new, and they are positively the only perfect and practical Square Steam Cookers on the market.

Special and exclusive advantages found only in 1905 Square Steam Cookers.

First.—It is the only practical Square Cooker made with a whistle. The whistle is made of brass, nickeled, and will never rust out. This whistle serves at the same time as a replenishing tube when more water is needed, without removing it. *A Whistle* on a steam cooker is *absolutely essential* to its perfect working, as it obviates entirely the necessity of watching it to see that the water does not run low.



WHERE THE IDEAL SQUARE STEAM COOKERS ARE MADE.



THE IDEAL SQUARE STEAM COOKER.

Second.—It is the only square steam cooker that has seamless round corner door frame and drawn round corner doors.

Third.—It has a self-regulating valve that holds the steam under pressure, causing the food to cook quickly and condensing the steam so that the water is replenished and will last more than twice as long as in the ordinary steam cooker or kettle. This valve needs no attention.

Fourth.—The valve and steam escape are so arranged as not to be obstructed by food or any other substance.

Fifth.—It has a pressed seamless copper tank bottom 2½ inches deep.

Sixth.—It has a pressed seamless dome top so constructed that the condensed steam will immediately run to the sides and down the bottom into the water. Steam cookers without this feature permit the water to condense and drip back on to the food in the cooker.

Seventh.—The entire body of the cooker is made of one piece of metal with seamless round corners, which makes it very easy to clean. It does away entirely with raw edges—others have a seam at each corner.

Eighth.—The pressed seamless round corner door frames and the pressed seamless doors are a very important feature. You will notice the doors are perfectly tight and make a very handsome neat appearance. This is a very important feature and cannot be found in any other cooker.

Ninth.—The other so-called square cookers do not possess any of these valuable features. In a word, we have, in the 1905 pattern of the Ideal Steam Cooker, overcome every objection found in other square cookers.

One article will not flavor another, no matter how delicate or how strong, so long as they are cooked in separate dishes. The water tank holds five quarts and will last three hours in cooking. The pans sent with the cooker hold four quarts each. You will find the Ideal Steam Cooker simply indispensable for canning fruit.

Remember the Ideal Square Steam Cooker will enable you to cook an entire meal, consisting of five or six different articles, over the burner of any stove that will boil two quarts of water. It will, therefore, pay for itself in a short time.

OUR PUBLIC DEBT.

The public debt of the United States amounts to about $875,000,000, which is $11.91 for every man, woman and child in the country. The decrease in the debt during the last forty years has been very rapid. In 1870 the per capita was $60.46 for every man, woman and child in the United States, and the total was $2,046,455,722. The debt of the United States is smaller in comparison to our population than that of any other great nation.

The annual interest charged is about $24,000,000, and it costs every man, woman and child in the United States about 30 cents a year.

The pension bill now amounts to about $140,000,000 a year, but is growing less and less annually. High tide was reached in 1905, and from this time on, unless Congress passes some new legislation extending the pension system, there will be an annual decrease.

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OUR CANADIAN LETTER

TORONTO, Feb. 5, 1907.

HEAVY WINTER THROUGHOUT CANADA.

All parts of Canada have suffered considerably from the heavy winter but the chief complaints have come from the North Western Provinces, where extreme cold weather, snow blockades and a scarcity of coal have combined to make the winter a memorable one. In Ontario there has been no suffering except in the natural gas districts owing to the temporary freezing of supply pipes. In Quebec and the Maritime Provinces conditions have been similar—a long stretch of cold weather but no snow blockades. The Pacific Coast has, however, suffered greatly owing to the long period of zero weather. With the temperature seldom going below 20 above zero, frozen water pipes, etc., have hitherto been unknown and East Indians and others could stand the winter weather, but the change this year has caused considerable hardship and the demand for heating apparatus has been abnormal. The coal miners' strike last Fall left Alberta, Saskatchewan and Manitoba short of fuel. The hay crop was smaller than usual. The temperature has hovered between zero and 40 below for two months and the snow fall has been much heavier than usual, while trains have been unable to keep the tracks clear, the wind filling the roads in as soon as the train passes. Towns on both main and branch lines have run short of fuel and in some cases of food supplies. Cattle have died by thousands, being unable to graze on the grass under the snow. Without doubt the winter will mean heavy loss to many but the country is too rich and too far advanced for it to be hurt much by one such winter. Ontario has suffered snow blockades, the Western States have had their blizzards and survived. Just so will Western Canada overcome the growing pains incidental to a country which has grown faster than its railroad facilities.

ASSOCIATION NEWS.

At a convention recently held at Halifax the Nova Scotia Retail Hardware Association was organized with 24 members to commence with.

The annual meeting of the St. John Iron and Hardware Association of N. B., was held on January 8, and the following officers were elected: President, W. S. Fisher; vice-president, J. M. Robertson; secretary-treasurer, John J. Barry; directors, W. H. Thorne, Thomas McAvity, M. E. Agar.

It is understood that the Postmaster General has decided to drop the C. O. D. feature in his proposed revision of the parcels post legislation. Owing to the thousands of letters sent the members of Parliament and the Postmaster General the proposal is anything but popular in Parliament, and while the P. M. G., has the power to revise the postal regulations without reference to Parliament it is scarcely possible that he will attempt to do so. The fight will now be carried on by the Retail Hardware Associations against any further extensions of the parcels post system.

The Western Canada Retail Hardware Association will hold its annual convention at Winnipeg on February 12. An exciting time is expected, as many dealers have come out in opposition to the regulation of prices, a feature which has been prominent in the work of the Association.

BUSINESS CHANGES.

James Young has purchased the Hardware business of James T. Stewart, Manchester, Ontario.

The F. Hamilton Hardware Co., Hamilton, Ont., will in future be known as the Alexander Hardware Co.

Chesney & Smiley's business at Seaforth, Ont., will be carried on in future by Chesney & Wilson. Mr. Smiley has bought out W. H. Rumball, Aylmer.

T. A. Whetstone and M. Franklin have opened Hardware stores at Toronto.

The Schultz Manufacturing Co., Hamilton, has been incorporated with $50,000 capital. They will continue to make lanterns and similar goods.

The Sherbrooke (Que.) Novelty Company has been incorporated with $20,000 capital to manufacture household utensils.

The Safety Explosives Company, Montreal, has been organized, capitalized at $300,000, to make explosives.

L. I. Hunt & Son, Alvinston, Ont., have sold their Hardware business to Telford Bros., Blenheim.

Bishop & Ball, Hardware merchants, Wingham, Ont., have dissolved partnership.

W. T. Walker has taken over the business recently conducted by McKinnon & Walker, Cobalt, Ont.

J. H. Bell & Co., Haileybury, Ont., have sold their business to J. H. Bell and G. H. Rochester.

The Dominion Asbestos Company, has been organized at Montreal with H. H. Robertson as president.

Morency & Cote have taken over the Hardware business of P. Morency, Montreal.

W. E. Staneland has purchased the Dominion Paint Company, Victoria, B. C., and will take up the manufacturing of mixed paints.

Tufts Brothers have purchased the business of C. D. Sparrow, Fairfax, Man.

W. P. Landon has taken over the tinsmithing business of Landon, Hellier and Hartnell, Saskatoon, Sask.

Oliver & Kempthorne's Hardware store at Saskatoon, Sask., was destroyed by fire on Jan. 17.

HARDWARE TRADE HAPPENINGS.

G. A. Britton, of the J. H. Ashdown Hardware Company, and R. J. McKay, formerly with the Hingston-Smith Arms Company, Winnipeg, have formed the Western Sporting Goods Company and have opened a store in the Western metropolis.

T. H. Brenton, formerly Western manager at Winnipeg for the James Stewart Manufacturing Company, Woodstock, Ont., has accepted a position on the traveling staff of F. W. Lamplough & Company, Montreal.

The St. Lawrence Saw & Steel Works Company has been incorporated at Sorel, Que., to manufacture saws and other tools. The capitalization is $40,000.

Gordon Ritchie, formerly with the Sherwin-Williams Company, Montreal, has joined the Quebec traveling staff of the McClary Manfacturing Co., London, Ontario.

The Canadian factory of the Gillette Safety Razor Company at Montreal was destroyed by fire recently. They have opened new offices and will rebuild.

Frank Adams, for thirteen years secretary of the Peterboro Lock Manufacturing Co., Peterboro, Ont., has resigned his position.

George McAvity, Hardware jobber, St. John, N. B., is one of the incorporators of the new Dominion Car & Foundry Company, Montreal.

The E. T. Fairbanks Company, St. Johnsbury, Vermont, are establishing a Canadian plant at Beebe Plains, Quebec, 40 miles from the parent factory, to manufacture scales and valves. The Dart Union Company, Providence, R. I., are also to establish a plant at Toronto. The Canadian Fairbanks Company, Montreal, represent these concerns in Canada.

A. C. Leslie & Company, Montreal, a metal firm of 40 years standing, has been incorporated with a capital of $250,000.

The new plant of the Blanchite Process Paint Company, Toronto, is now in operation.

Leonard McGlashan, a well-known manufacturer of cutlery and plated ware at Niagara Falls, Ont., died in California recently. His son is head of the new McGlashan-Clarke cutlery business at the Falls.

Nearly $2,000,000 is involved in the deal covering the amalgamation of the Canada Screw Company and the Ontario Tack Company, Hamilton. Cyrus A. Birge, Hamilton, will be president and the works of the company enlarged.

The Munro Wire Works, Winnipeg, have enlarged their plant by erecting a $30,000 building.

R. J. McConnell, Carmen, Man., has erected a modernly equipped Hardware store.

It is said American capitalists will spend $200,000 on a new wire manufacturing plant at Montreal.

The William Rogers Company, have commenced the plating of silverware at Niagara Falls, Ont.

The Ontario Lamp & Lantern Company, Hamilton, are extending their factory buildings.

The Metal Shingle & Siding Company, Preston, are erecting a two story office building at their plant.

The Canada Nut & Bolt Company are to establish a plant at Niagara Falls, Ont.

The Standard Paint Company, have established a paint factory at Highlands, near Montreal.

(Concluded on page 44.)

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RECENT TRADE PUBLICATIONS.

HOHLFELD MFG. CO., Eighth and Dauphin streets, Philadelphia, Pa., have issued one of the most artistic catalogues that have come to our attention this season, covering their line of "Eclat" Hammocks. The illustrations are all in colors, and a complete description is given of each pattern shown. The various weaves are of an exceedingly tasteful character, being of Persian, Oriental, Bagdad and Indian design; golf or plaid colorings; corduroy, jacquard, running scroll, damask striping and lace design; Grecian, ribbon and bowknot; continuous scroll; oval, French Empire, poppy, chrysanthemum, autumn leaf and lily designs. In preparing this line, the company have borne in mind every point of strength and every selling advantage, and they have set the pace that has made the hammock an article of attractive furnishing, having brought about by their up-to-date ideas, new fabrics, designs and colors, new conditions in the hammock business.

R. M. CLOUGH, Tolland, Conn. Catalogue and price list of Gear and Milling Cutters and Small Tools, including Duplex, Involute, Special and Bevel Gear Cutters and Metal Slitting Saws; Straddle Mills, Angular Cutters, Round and Concave Edge Cutters, Counterborers, Adjustable Hand and Shell Reamers, Plug and Ring Gauges, Chucking Reamers, etc.

DOMINION CARTRIDGE CO., LTD., Montreal, Canada, with distributing depots in New York and St. Louis, have sent out a price list of Metallic Cartridges for sporting, military and target rifles, revolvers, primers, etc.

WILLIAM PETER ESTATE, Toledo, Ohio. Catalogue of Door and Window Screens. The lumber used in the construction of these Door Screens is manufactured from all kinds of wood that experience has taught the manufacturers is the best. All the lumber is thoroughly seasoned and dried in their new modern steam kilns, insuring a first-class article that will not become loose at the joints, and that will last for many years. The wire cloth used is 12-mesh highest-grade steel, black, double selvedge, stretched tight and tacked before moulding is nailed on. Attention is called in this catalogue to two new doors for this season; also to an improvement in their Window Screens by placing the metal centre bars, so that when the Screen is open they strike together, making it absolutely fly-proof.

CHARLES E. MILLER, 97-101 Reade Street, New York, has distributed to the trade a Special Catalogue of Automobile Specialties, stating that his complete 1907 catalogue will be ready early in February 1907, and will be mailed upon request. Included in the contents will be found everything indisppensable to the automobilist, such as Speedmeters, Chains, Horns and Horn Parts, Watches and cases for same, Motor Clocks, Automobile Jewelry, Vulcanizing Substitute, French Talc, Tire Holders, Pedals, Goggles, Caps, Muffiers, Gauntlet Gloves, Spark Plugs, Jacks, etc.

ROBERTS & MANDER STOVE CO., S. 11th Street, Washington Ave., and Clinton Street, Philadelphia, Pa., have recently gotten out a catalogue of their Quality Gas Ranges, Heaters and Appliances. Fine half-tone engravings are given of the several patterns manufactured by this company, complete descriptions accompanying the same. They also manufacture Ventilating Canopies or Hoods for erection over ranges and other cooking appliances; also Warming Shelves and Closets. Special appliances, ranges, ovens, etc., will be constructed to suit all requirements, according to specifications. A variety of Hot Plates is included in the contents, as well as Gas Radiators and Oyster Cookers. Special attention is called by loose leaflets to a Bakers' Oven and an Ice Cream Cone Baker.

AMERICAN SHEET AND TIN PLATE COMPANY, Frick Building, Pittsburgh, Pa., have issued a booklet with the imprint "From Underfoot to Overhead," handsomely printed in colors on a fine quality of paper, with superior half-tone engravings. This booklet has been prepared with a desire to give the architect, builder, roofer and property owner an idea of the many processes through which a piece of ore must pass before it becomes the base of an MF Terne Plate. Statistics have been carefully omitted from this book, because of the desire of the Company to have the recipient consider its reading a pastime and not a study. However, the terms and the descriptions given are accurate to the letter, and the photographs have been added that a clearer understanding of every process can be gained. This handsome booklet will be sent free to anyone applying for the same.

THE AVERY STAMPING CO., Cleveland, Ohio, have distributed to the trade an entertaining booklet entitled "Spiders for Insiders," in which will be found a number of receipts written especially for this Company by Mrs. Alice Gitchel Kirk, Cleveland, the well known instructor and lecturer on domestic science. Interpersed are some remarks on the subject of "Never-Break" Seamless Steel Cooking Utensils. Illustrations are given of their Spiders, Griddles, Scotch Bowls, Flat and Round Bottom Kettles, Stew Pans and Maslin Kettles. These booklets will be furnished in quantities to the trade, with merchant's imprint, for free distribution, on request.

UNITED STATES CLOTHES PIN CO., Montpelier, Vt. Catalogue of Spring Clothes Pins, Clips, Tube Holders, etc. Regarding their products, the Company say: "All of our pins and clips are covered by patent and can be manufactured only by ourselves. We employ none but skilled labor, and our stock is carefully selected and tested. Each part of the work requires specially constructed machinery, which has been invented by us, and made from our own designs."

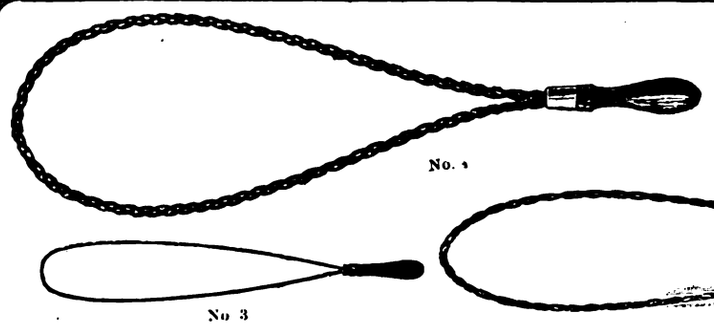
STAR EXPANSION BOLT CO., 147-149 Cedar Street, New York. Catalogue No. 16 of Star Expansion Toggle Bolts, and allied lines. Regarding this catalogue, the company say: "In offering our latest complete catalogue we would especially impress upon you that the Star Expansion Bolt, both lag screw and machine bolt types, are standard, and are the kind used by the government and by most builders, plumbers, electricians, telephone companies, fire door manufacturers and the like. For dealers they are most desirable as the shields can be used with all regular lag screws, machine bolts, wood screws and machine screws. This enables a stock of all diameter of shields to be carried at very little outlay and requires but small space. The shields of course to be used in connection with your regular stock of bolts and screws. For users of expansion bolts the Star has a distinct advantage as the holes required for their insertion are smaller than for any other style and there are no superfluous parts to become lost or broken, either before or after insertion; both the lag screw and machine bolt types are the standard of strength and utility." On all styles of expansion bolts they sell either the bolts complete or the shields only. Every article is carefully inspected before shipment, so that the quality and condition of their goods can always be relied upon. Prices will be quoted and samples furnished on request.

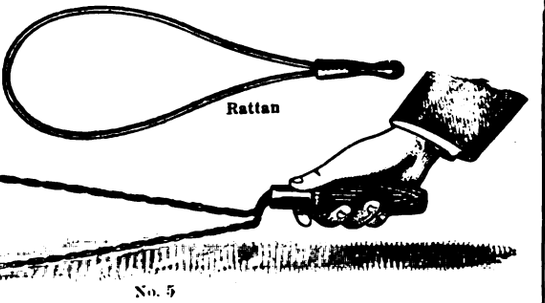
JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J., have published a very attractive book entitled "The Horse," which contains suggestions for the proper care of the horse in and out of the stable This book will be found of real value to those interested, as the matter has been carefully selected and culled from authoritative sources. It will be sent free to those requesting a copy.

AMERICAN FORK & HOE CO., Cleveland, Ohio, who are always to the front in conducting an advertising campaign, are mailing to all the retail Hardware dealers in the United States a large circular, showing how this Company can increase both sales and profits for the dealer on Farm and Garden Hand-Tools. Several advertisements, representing the great number they are publishing this season, are displayed, and their new plan to increase the Hardwareman's sales is discussed in detail. A number of little books published by them, and intended as sales aids, are mentioned, showing how the dealer can get the business the company create, all of which will be sent for the asking.

CONSOLIDATED HANDLE CO., Memphis, Tenn., with New York office at 25 Whitehall Street, have issued their No. 60 Domestic Price List on Axe, Pick, Sledge, Hatchet and Hammer Handles, all of which are manufactured from high-grade second-growth hickory at their factories in Memphis, Tenn., Huntsville and Bridgeport, Ala., Harrisburg, Ark. and Manor, Pa. This company have a capacity of 1200 dozen handles per day. These lists are also issued for use among foreign nations, being printed in the respective languages.

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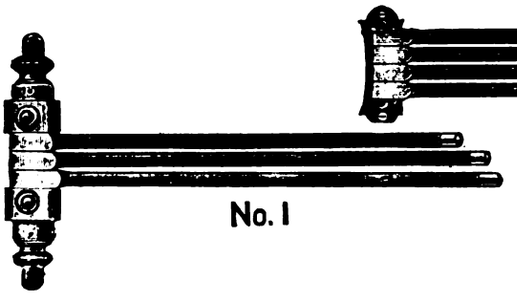

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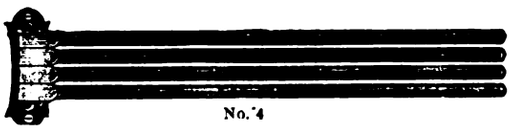

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Paper Holder

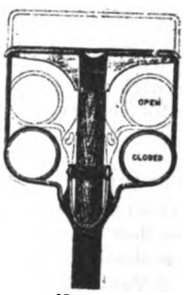
We manufacture a variety of **quick selling articles,** which can be handled to advantage by dealers in house furnishing goods.

Send for our catalogues and trade prices.

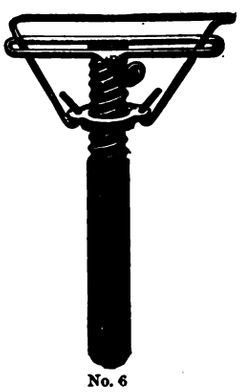
Our goods will draw trade to your store.

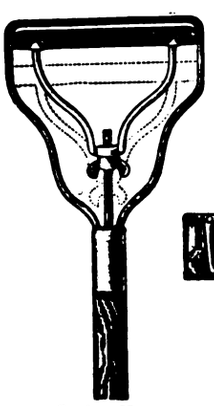
Theo. J. Ely Mfg. Co.

GIRARD, PA.



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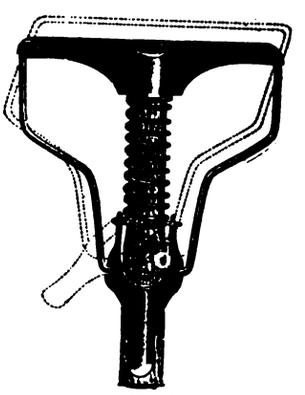

Janitor No. 8

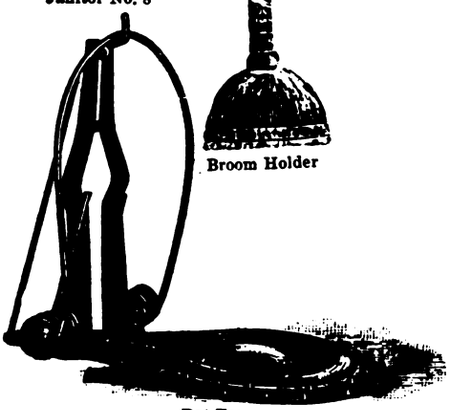

Broom Holder

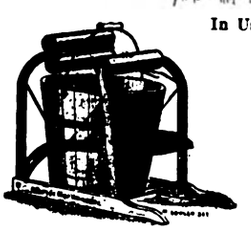

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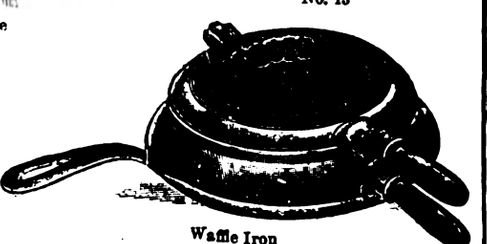



In Use


No. 13


Rat Trap


Mop Wringer


Waffle Iron

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REVIEW OF THE MARKETS.

WIRE NAILS: The condition of the market is practically unchanged, except as the inclement weather in some sections has interfered with the movement of trade. The demand keeps about even with the capacity of the mills to produce, and Nails that were ordered 60 days ago are now being received by the jobbers. The market is firm. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers	$2.00
Carload lots to retailers	2.05

New York.—The severe weather has been the cause of a marked falling off in the moderate demand which has been a feature of the market recently. New York quotations are on the following basis:

To retailers, carloads on dock	$2.19
Less than carloads on dock	2.33
Small lots at store	2.30

CUT NAILS: The supply on hand at the mills is light, on certain sizes particularly, some mills refusing to accept export orders for delivery earlier than April 1. The mills are kept busy on contract specifications, and new business is only fair in proportions. The market is firm. Quotations are as follows, f.o.b. Pittsburgh:

Carload lots to Jobbers	$2.05
Less than carloads to Jobbers	2.10
Less than carloads to Retailers	2.20

Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 10 cents advance on Steel Cut Nails.

New York.—The market is quiet and without interest. Quotations from jobbers are on the basis of $2.30 for small lots from store.

BABB WIRE: Specifications are coming in freely on contracts given previous to the last advance in price. Prompt shipments are urged by jobbers, so that they may fill the retailers' orders when the Spring demand commences. New business is quite light. The tone of the market is still strong, and it is understood that some mills are asking premiums over regular prices. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galvanized.
Jobbers, carload lots	$2.15	$2.45
Retailers, carload lots	2.20	2.50
Retailers, less than carload lots	2.30	2.60

SMOOTH FENCE WIRE: New business is only moderate in demand, but buyers are specifying freely on contract orders, the mills having a large amount of these on their books. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.85
Retailers, carloads	1.90

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

SHOT: Under date of February 1 the following prices representing an advance of 5 cents per 25-lb. bag were announced on Shot:

Drop Shot, sizes smaller than B, 25-lb. bags, $1.95 per bag; 5-lb. bags, 45 cents per bag.

Drop Shot, B and larger sizes, 25-lb. bags, $2.20 per bag; 5-lb. bags, 50 cents per bag.

Buck and Chilled Shot, 25-lb. bags, $2.20 per bag; 5-lb. bags, 50 cents per bag.

Dust Shot, 25-lb. bags, $2.40 per bag; 5-lb. bags, 55 cents per bag.

On ton lots and over there is the usual discount of 10 cents per bag of 25 pounds.

REVOLVERS: The manufacturers of Revolvers, who recently advanced their prices, state that it has not had the effect of reducing the volume of business. The advance amounted to 15 cents a piece on Double Action and 25 cents on Automatic Revolvers of the competitive grade, which may now be quoted in a general way on a base of $2 and $3.75, respectively.

C. A. PECK HARDWARE CO.: C. A. Peck Hardware Co., Berlin, Wis., manufacturer of the Gem and Jewel Rural Mail Boxes, announces an advance of 50 cents per dozen on the Gem and 25 cents per dozen on the Jewel line. Owing to the increased cost of sheet metal, the company makes this change rather than reduce the quality of its product. Prices on the company's Automatic Trucks and Gem Sliding Barn Door Latches remain the same.

STEWARD & ROMAINE MFG. CO.: Steward & Romaine Mfg. Co., Philadelphia, Pa., manufacturers of Expansion and Toggle Bolts, announces that on January 15 prices were advanced 5 per cent. on its entire line.

BRASS COCKS: The market on Hardware grades may be represented in a general way by discounts of from 60 and 10 to 65 per cent., and on Compression Bibs, 55 and 10 to 60 per cent.

JACK AND SAFETY CHAIN: The market on Jack and Safety Chain may now be represented by the following discounts: Iron Jack Chain, 60 and 10 per cent.; Brass Jack Chain, 50 and 10 per cent.; Safety Chain, 60 and 10 per cent. Beyond these figures there are the usual concessions to the jobbing trade and on quantity orders.

IRON PLANES: A revision in list prices on many numbers of Iron Block Planes has been made by concerted action of Sargent & Co., Union Mfg. Co., and Ohio Tool Co. The changes represent advances of from 10 to 20 cents per Plane. The discounts of these manufacturers remain the same.

SCREWS: At a meeting of the manufacturers of Screws, held in New York City recently, the whole line of Screws was advanced in price 5 per cent. The regularly printed discounts on Flat Head Iron and Flat Head Brass Screws are now 87½ and 5 and 82½ and 5 per cent., respectively, instead of 87½ and 10 and 82½ and 10 per cent., as heretofore, subject to the usual extras.

ROPE: The following prices may be said to represent the market:

	Cents per Pound.
Pure Manila, 7-16 and larger	13 to 13½
B Quality Manila	12 to 12½
Pure Sisal, 7-16 and larger	9¼
No. 2 Sisal, 7-16 and larger	8½ to 8¾
No. 1 Jute, ¼ and larger	9
No. 2 Jute, ¼ and larger	8½

Less ¼ cent to the large trade.

LINSEED OIL: The following prices are quoted on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....43 cents per gallon.
In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.

Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.

Calcutta Oil.....70 cents per gallon.

SAVAGE ARMS COMPANY.

Sportsmen who prefer an open sight will be glad to learn that the Savage Arms Company of Utica, N. Y., are now in a position to furnish their Model 1904 Junior Rifle with an open rear sight specially designed by them in place of the regular peep, if so desired. Owing to the many inquiries received for a sight of this nature the above company took steps to meet the demand, as it is their policy to do everything in their power to meet the wishes of their patrons.

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASP S

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — **NICHOLSON FILE CO., - Providence, R. I.**

THE CLEVELAND TRADE.

We are approaching a condition when a danger signal may be needed. Present conditions tend to produce a panic. The tendency to flock together in times of prosperity and adversity prevent sagacity to discern causes, but effect still follows cause and we must pay the penalty for indifference to history. The continued advance in prices is encouraging liberal buying and some, perhaps many, are buying too freely. But now is a good time to dispose of them before they are cheaper. Manufactured goods will be higher unless material declines, which is not probable in the first half of the year. The advance in pig iron has been fifty per cent more than on bars, nails, wire, etc., and the demand for that is unabated. Yet a change may come suddenly and surprise us. And it is the part of wisdom to avoid such surprises.

Caution in purchasing more goods than can be paid for will do much to prevent a panic, and forbid its being a disaster if it comes. We can do much to suppress the boom spirit by careful buying, close collecting and prompt paying, and none of these can be safely neglected if we wish our influence to be on the conservative side. No alarm is necessary but preparation for a change is wise. Business will be good with plenty of opportunity to adjust matters if only one can escape from the optimism that prosperity creates. The talk of business being injured by the clamor against corporation reminds one of the escaping pickpocket, crying "thief" to aid himself in escaping. The protest that has been so long smothered against the lawlessness of corporations having found a voice, hope is revived that government is to resume its mission of governing for the people. Patriotism had seemed in danger of being submerged by anarchy. Many were losing faith in ability of the government to control them. The vast amount of money used in elections enabled the large corporations to keep special representatives in Congress, furnish lobbyists and endow attorneys so that despair was dispelling hope, until a voice was heard that revived it. Then the "danger to business" cry was heard. Danger to the kind of business they were doing, yes. No legitimate business is endangered by justice. As one extreme is likely to follow another, the illegal and unjust action long endured begot a spirit of revenge, but when it is fully realized that the government can and will compel corporations to obey the law, joy will modify that spirit. It is not the stockholders who are responsible for the prejudice against corporations. It is the manipulatins of the officers. An inside history of official maladmnistration in overcapitalization and speculation would astonish stockholders and public alike, and the government could do no greater service than to investigate the actual investments to furnish a basis for rate making by the railroad commissioners and to meet the cry of confiscation which is sure to be made.

THE LOCKWOOD-TAYLOR HARDWARE CO.
C. B. LOCKWOOD, *President.*

THE PITTSBURGH TRADE.

January proved to be a better month in the way of sales than the same month of 1906.

Advance shipment of Spring goods, however, form quite a large part of the total, but as this is the same every year the comparison is a fair one.

Manufacturing interests have their order-books filled for their capacity during most of the year. Coke making is expanding; each month new companies starting up and building thousands of new ovens. The railroad demand for cars and rails is beyond the capacity of makers.

Under these conditions we can afford to look philosophically upon the decline in the stock market. Stock traders seem to have worked themselves into the opinion that government oversight will reduce earnings of railroads to a minimum, but the growth of business and equal treatment of all shippers is more likely to increase earnings.

We are still having advanced prices for Hardware quoted us, and it looks as though the limit has been reached in some items. Copper and wood goods have had greatest advance.

LOGAN-GREGG HARDWARE CO.

THE COLUMBUS TRADE.

Conditions have not changed materially in this section. We have been busy with our annual inventory the past month and are now busy shipping goods that were sold in the Fall. We find that we never had as many orders for Spring shipment in any former year. The slowness in deliveries last year admonished dealers to place their orders for Spring goods early. There is some complaint as to the volume of business with retail dealers. The weather has been anything but favorable for Winter goods. Just at the time Winter goods should have been selling freely, the weather was warm and roads almost impassable. Farmers could not move timber or grain and the result was a dropping off in sales. This, of course, means some goods will be carried over to another season. It is hard to have things just to our liking always, but as a rule the final outcome is better than it would be had we had our own way. We have no reason for changing our opinion that trade will be good through the year. Farmers had good crops, got good prices and have good money. Think of one county in Ohio producing over one million dollars' worth of tobacco, and this same county (Darke) is one of the best corn-producing counties in the State. With every county in the State especially adapted to some product, why shouldn't Ohio be all right? The coming Ohio Hardware Convention will be the greatest in its history, if all signs do not fail, and as Columbus is the proper place, why should it not be?

THE SMITH BROS. HARDWARE CO.,
J. H. Smith.



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THE SAN FRANCISCO TRADE.

In the issue of HARDWARE preceding this it was reported that the Hardware wholesalers and strong Hardware retailers of Spokane and the inland coast territory were buckling on their armor for a royal battle a day or two later when the Interstate Commerce Commission would there convene to know their demands and reasons therefor relating to readjustment of transcontinental freight rates so that the Spokane country will be on a parity with Portland and Puget Sound terminals. A vigorous fight was made and the Commerce Commission moved on 400 miles to hear what the Hardware jobbers and retailers and other interested merchants of Portland-Puget Sound terminals might have to say. When the commission made record of what they heard here, it moved again to San Francisco, where it now is hearing from the railroads, the trade, and other large shippers. From Spokane a couple of prominent merchants and Chamber of Commerce men accompanied the Interstate Commissioners to this city. One of these, H. B. Smith, very prominent as an inland coast territory Hardware jobber and shipper, was seen by the interviewer at his hotel yesterday, and said:

"All Spokane wants is a square deal. It has been fighting this thing for many years, but has not as yet gotten much of a result. Our merchants are paying freight to the coast, plus the local rate back to Spokane. Now there is absolutely no reason why they should not get the same, if not better, rates, since they are 400 miles nearer to the East. But they are not demanding the same tariff as the terminals. They are asking that they pay the regular coast rate plus one-fourth the local rate back. This arrangement would allow Portland and Seattle merchants to compete for the jobbing trade, with an advantage up to within 100 miles of our city, and would enable our jobbers to retain their own territory. There is no good reason, except an arbitrary arrangement by the railroad companies, why Spokane should not be a terminal point. There are five trunk lines running through the city—more than any other town on the coast, and about eighty trains a day, or as many as those to Portland and Seattle together. Of course, our demand is being bitterly fought, as our success would be a precedent for other inland points to follow. I am a bit doubtful whether any material benefit will be derived from the present investigation."

The excessively rainy weather of the last two weeks of January slacked store trade sufficient to enable Hardware dealers to complete stock taking, the resulting showing being that San Francisco's disaster year, 1906, was the most prosperous the trade ever experienced; in fact, something enormous, as no tradesman reports an increased business of less than from fifty to seventy-five per cent. as compared with that of a year ago. Since the city's paralytic stroke last April some Hardware firms report an increase of two hundred per cent. over the same period in 1905, but these are exceptions to the general rule.

Measures regulating peddlers and itinerant dealers, for which legislation will be sought from the incoming legislatures of Washington, Idaho and Oregon, were discussed at last week's second annual convention of the Inland Empire Implement and Hardware Dealers' Association which was in session January 16 and 17. E. E. Lucas of Davenport, Wash., president of the Association, presided, being supported by R. L. Spiker of Lewiston, Ida., and W. H. Urbahn of Spokane, vice-presidents, and J. A. Fridaker and E. W. Evenson of Spokane, treasurer-secretary. For diversion, drives, a theatre party and a reception and banquet were given the meeting's large attendance.

The Dunham, Carrigan & Hayden Co. are meeting with marked success in sales of the "Red Injun" Razor and the "Mars" Razor Strops they placed on the Coast market early last year. The razors are made of the best selected steel, perfectly ground and with round and square points, and the strops are made of especially-selected and tanned leather and are handsomely trimmed and finished.

Joost Bros.' Hardware Co. will furnish the new eighteen-story Humboldt Savings Bank Building with the Russwin Unit Locks and Door Checks.

The Putnam-McKnight Co. has purchased the Hardware and implement stocks of the Peacock Mill Co. at Milton, Ore.

The Montgomery Hardware Co., Oakland, succeeds the Montgomery-White Hardware Co. Mr. White has withdrawn from the firm.

January 15, the Sunnyside Hardware Co. was established at Sunnyvale, Cal., by Fournier Bros.

J. W. White, formerly with the Pacific Hardware & Steel Co., is now manager of the Hardware department of the Oakland Carriage & Implement Co.

INDUSTRIAL PRESS ASSOCIATION.

THE GRAPHITE TRADE.

Concerning the present condition of trade, there is nothing special to mention this month. The lines lie about the same as a month ago. We are oversold along all lines, and there seems to be no let-up in the steadiness with which new and increased orders are coming in.

JOSEPH DIXON CRUCIBLE CO.,
JOHN A. WALKER, *Vice-Pres.*

THE ADVERTISING CONTEST OF THE J. STEVENS ARMS & TOOL CO.

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., have advised us that the Prize Winning Advertising Contest which they inaugurated has been concluded, and the following are the names of the Hardwaremen who have been the successful competitors. The rules of the contest, it will be remembered, were such as to make it possible that the dealers who competed should send in as many specimens of Stevens Arms advertisements as they wished. This resulted in the same party or firm taking several of the prizes, making it quite an interesting contest.

Leonard Hardware Company, Springfield, Mo., Shotgun.
Hoyt Hardware Company, Wellsville, N. Y., two Shotguns.
Lincoln Hardware & Implement Company, Kendrick, Idaho, two Shotguns and one Rifle.
G. M. Anderson, Inwood, Iowa, two Shotguns.
"Woodruffs," Knoxville, Tenn., Shotgun.
Peters Hardware Company, Emporia, Kan., three Shotguns.
F. H. Churchill, Roseburg, Ore., three Shotguns.
L. M. Burlison, Edmeston, N. Y., three Shotguns.
Malbone Hardware & Implement Company, South Haven, Mich., Shotgun.
John P. Pfaff & Sons, Anadarko, Okla., Shotgun.
R. J. Walken, Tottenham, Ont., two Shotguns.
Paul Newman, Hobart, Ind., two Shotguns and one Rifle.
Charles Voehringer, 1285 Myrtle Avenue, Brooklyn, N. Y., Shotgun and Rifle.
The Foster Company, Fall River, Mass., Shotgun and three Rifles.
M. W. Connor & Son, Madoc, Ont., two Shotguns and Rifle.
Rae Sims, Glens Falls, N. Y., two Shotguns.
Albert Nelson & Co., Allentown, N. J., Rifle.
E. E. Hunt, Mocksville, N. C., two Rifles.
Smith & Ziegler, Palmyra, N. Y., two Rifles.
John Nies, Holland, Mich., Rifle.
Treman, King & Co., Ithaca, N. Y., Rifle.
Frey's Sporting Goods Store, Baker City, Ore., two Rifles.
Sutter & Gamble, Burlington, Iowa, Shotgun.
F. M. Smith & Co., Fort Wayne, Ind., Shotgun.
D. A. Birkholz, New Auburn, Wis., Shotgun.
Mathews & Royalty, Gatesville, Texas, Shotgun and three Rifles.
Louis Hoffman Hardware Company, Vicksburg, Miss., Shotgun.
T. J. O'Brien Hardware Company, Latrobe, Pa., Shotgun and two Rifles.
Elite Cyclery, Reedley, Cal., Rifle.
O. P. Snyder, Bangor, Pa., Rifle.
Rinkleff Hardware Store, Sandusky, Ohio, Rifle.



FOR SALE—Good will and stock of Hardware in a growing town situated within eighty miles of Philadelphia. Satisfactory reasons will be given for the sale. Apply to Biddle Hardware Co., 513 Commerce Street, Philadelphia, Pa.

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Trade Meetings

OHIO HARDWARE ASSOCIATION.

Frank A. Bare, secretary, imparts the following:

The Hardware merchants of Ohio are showing unusual interest in our approaching meeting by sending to this office a large number of questions for the Question Box. We are to have with us National Secretary Corey and National President E. M. Bush. Nearly all the space in Memorial Hall has been taken. The indications now are that we shall have with us over a thousand Ohio retail Hardware merchants.

The secretary is receiving a large number of letters from Hardwaremen all over the State, expressing their approval of the exhibit feature, and saying they expect to take advantage of this opportunity to buy goods and add new lines. A theatre party is being arranged for Tuesday night. The entertainment in Board of Trade Auditorium on Wednesday night will be of a high order.

All the committees are working hard for the success of the coming meeting. Ohio expects to have the greatest convention in her history at Columbus, February 26, 27, and 28th.

NORTH DAKOTA RETAIL HARDWARE ASSN.

Several severe storms have prevailed during the past two weeks in North Dakota, and completely tied up the railroad traffic throughout the State, making travel dangerous and in some cases impossible, so that it has been deemed advisable to postpone the conventions of the Hardware, Implement and Furniture Dealers' Associations, which were scheduled to be held successively in the town of Minot February 4th to 6th. No dates have been as yet selected for the deferred meetings, but just as soon as the weather is such that it seems safe to name new dates, announcement will be made officially.

NEW YORK STATE RETAIL HARDWARE ASSOCIATION.

The following are among the speakers who will address the convention of the New York State Association: George H. Sargent, Sargent & Co., New York; W. P. Bogardus, ex-president of the National Retail Hardware Association, Mt. Vernon, Ohio; Giles H. Stillwell, president of the Syracuse Chamber of Commerce; W. P. Foster, president of the Rochester Commercial Travelers' Association, and L. B. Elliott, advertising agent, Rochester. The Question Box Committee, consisting of L. G. Matt cn, Newark; Irving Van Voorhis, Cobleskill and William Fowler, White Plains, wish to make the general discussion of trade matters as interesting and instructive as possible, and solicit suggestions as to topics from Hardware merchants generally throughout the State.

ILLINOIS RETAIL HARDWARE ASSOCIATION.

As announced in the formal programme of the convention, which is in contemplation, the Question Box discussion at the annual meeting of the Illinois Retail Hardware Association will be in charge of Charles H. Williams, of Streator, a former president of the Association. An interesting feature of the meeting will be an address by E. M. Bush, president of the National Retail Hardware Association. A well-written paper on the subject of Window Dressing is also expected from an expert in that line. The convention it is thought will be the largest and most interesting in the history of this Association, which now comprises a membership of over 1100. On Wednesday evening, February 13, the Chicago Retail Hardware Association will give a complimentary ball and reception to the delegates and exhibitors attending the convention.

PROGRAMME
of the Iowa Retail Hardware Association.

to be held at Des Moines, February 19-22.

TUESDAY, FEBRUARY 19.

9:00 A. M.

SAVERY HOTEL. Meeting of Board of Directors.
SHRINER'S TEMPLE. Ninth and Pleasant Streets. Registration. Badges.
EXHIBIT OPEN UNTIL 1:00 P. M.

CHRISTIAN CHURCH AUDITORIUM.
Ninth and Pleasant Streets.

1:30 P. M.

Opening Session of Convention.
Enrollment. Badges.
Announcement of Committees.

2:00 P. M.

Window Displays.

2:30 P. M.

"Shelf Displays."—J. P. Talcott, Williams.
Discussion.
"Credits."—
Discussion.

3:30 P. M.

"Inventory, How to Take."—Paul C. DeVol, Council Bluffs.
Discussion.

4:00 P. M.

Question Box.
Committee in charge.
L. LINDENBERG, Dubuque.
F. P. BOLINGER, Afton.
EARL C. MOORE, Waverly.

Please send this committee topics you may desire discussed. Send at once, direct to any member of the Committee or the Secretary. A. R. Sale, Mason City, Iowa.

WEDNESDAY, FEBRUARY 20.

SHRINER'S TEMPLE.

8:00 A. M.

EXHIBIT OPEN UNTIL 1:00 P. M.

CHRISTIAN CHURCH AUDITORIUM,
Ninth and Pleasant Streets.

2:00 P. M.

President's Annual Address—H. S. Vincent, Fort Dodge.
Report of Secretary-Treasurer—A. R. Sale, Mason City.

3:00 P. M.

"Business Men in Local Politics."—L. C. Abbott, Marshalltown.
Discussion.
"Stove Displays."—F. R. Currie, Mason City.
Discussion.

4:00 P. M.

Window Displays.

4:30 P. M.

Question Box.

C. W. Asbury, Philadelphia, President National Hardware Manufacturers' Association.
W. S. Wright, Omaha, President National Hardware Jobbers' Association.
These gentlemen have been invited to be present and address the Convention.

FRIDAY, FEBRUARY 22.

SHRINER'S TEMPLE.

8:00 A. M.

EXHIBIT OPEN UNTIL 1:00 P. M.

CHRISTIAN CHURCH AUDITORIUM,
Ninth and Pleasant Streets.

2:00 P. M.

"Competitive Trade on Standard Lines."—W. S. Thomas, Iowa City.
Discussion.
"Elimination of Personal Antagonism in Local Competition."—C. E. Swaine, Council Bluffs.
Discussion.

3:00 P. M.

Window Displays.

3:30 P. M.

Reports of Committees.
Election of Officers.
Unfinished Business.

SAVERY HOTEL.

7:00 P. M.

Board of Directors in Session.

SHRINER'S TEMPLE.

7:00 P. M.

Exhibit open until 10:00 P. M.

ALLEN-SPARKS GAS LIGHT CO., formerly of Grand Ledge, Mich., and now at 414-416 Michigan Avenue, East, Lansing, Mich., are sending to the trade a taking booklet on the subject of the Princess Lighting Systems. This is their Catalogue No. 20. This Lighting System produces a fixed gas, gives a perfect light, with no flickering or smoking. One feature of the system is that when it is shut down, the construction is such that the mantles consume all the gas in the pipes, instead of leaving it to condense. Full particulars as to cost of systems will be furnished on application. Every prospectus on lighting devotes a page or more to explanation as to the cheapness of operating. Look into them all. electric arc, electric incandescent and gas, with or without mantles, or any known form of light, figure them according to their own statements (they do not figure too high) or according to the conditions that exist where the light is to be used, as they vary all over the country, and then make your own comparisons of cost. Numerous testimonials are given from those using this system, and several illustrations of the interiors of stores, etc., where the company's product is installed.

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LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

LIABILITY FOR BROKEN WINDOWS.

QUESTION: Four small boys about fourteen years old broke all the windows in the rear of a store with snowballs. Can their parents be made to pay and how much is each liable for?

REPLY: The parents of the boys cannot be made to pay. A parent is not responsible for the wrongful acts of his children unless done with his authority. The boys themselves are liable, however, for whatever damage they have done. If the boys joined in breaking windows, each one is responsible for the entire damage. The law does not attempt to apportion the liability between wrongdoers. If several persons unite to injure another's property, the person injured may sue one, any or all of them, and may recover and collect all the damages from any one.

NO LIABILITY FOR INJURIES PURELY ACCIDENTAL.

QUESTION: Two dogs belonging to A and B got into a fight A tried to separate them and began beating them with a stick. B was standing near by and A was engaged with the dogs. With his back turned to B he raised his stick over his shoulder to strike the dogs, and unintentionally struck B's eye. Is A liable for this injury?

REPLY: In our opinion he is not. If in the prosecution of a lawful act, a casualty purely accidental happens, no action can be supported for the injury. A's act in trying to part the fighting dogs, one of which was his own, was a lawful and proper act which he might do by proper and safe means. If in doing this, using due care to avoid injuring others, in raising the stick, he accidentally hit the plaintiff in the eye, this was the result of pure accident, for which he would not be legally responsible.

CONTRACT BINDING THOUGH LETTER OF ACCEPTANCE LOST.

QUESTION: A sends a letter to B offering to buy a hundred kegs of nails at $2 per keg f.o.b., place of shipment, asking him to answer by return mail. B answers accepting the order by return mail, but B's letter is lost in the mail and never reaches A. When the nails are shipped, A refuses to take them, because, not hearing from B, he has bought his supply elsewhere. Is he justified in doing this?

REPLY: He is not. A contract is made by offer and acceptance. An offer by mail authorizes an acceptance by mail. Just as soon as the letter of acceptance is mailed, so as to be out of control of the person accepting the offer, the contract is complete. It makes no difference that the letter of acceptance is lost or never reaches destination. The person making the offer takes the risk of that. As soon as the letter of acceptance is delivered to the post office the contract is as binding and complete as if the acceptor had put his letter into the hands of a messenger sent by the offerer as his agent to receive it. A contrary rule has been adopted in a few States, as in Massachusetts, but the rule we have stated is that supported by the great weight of English and American authority. It follows that there was a valid contract, and if A refuses to take the nails, B can sue him for damages.

◆

KLAUER MFG. CO., Dubuque, Iowa, have distributed an exhaustive catalogue of their line of Sheet Metal Goods, Tin Plate and Tinners' Supplies and Galvanized Sheets. The catalogue is so voluminous a one that adequate mention of the same cannot be found room for in these pages, but everything that can be mentioned in the above lines is contained in the contents, such as Elbows, Conductor Hooks, Pipe Hangers, Eaves Trough, Roof Gutters, Roof Crestings and Finials, Cornices, etc., etc.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED JANUARY 21, 1907.

419,622. DIE FOR FORMING AUGER BITS. Joseph Bailey, Wilmington, Ohio.
419,638. SCREW DRIVER. Felix Chantrell, Reading, Pa.
419,666 NIPPERS. Thomas G. Hall, Milford, Conn.
419,669. WASHING-MACHINE. Samuel Hawkins, St. Louis, Mo.
419,772. APPLE CORER AND SLICER. Michael Siersdorfer, Louisville, Ky.
419,732. WASHING-MACHINE. Johanna Starck, Englewood, Ill.
419,795. MANGLE. Robert N. Reid, Orange, N. J.
419,796. HEATING-STOVE. Charles A. Richardson, Hannibal, Mo.

PATENTS ISSUED JANUARY 22, 1907.

841,665. SASH-FASTENER. George W. Adamson, Crider, Ky.
841,686. WRENCH. John N. Hatfield, Birdell, Pa.
841,688. NUT-LOCK. Amos J. Hodges, El Paso, Tex.
841,690. SCISSORS. Ernst Holtgrave, Brooklyn, N. Y.
841,692. WRENCH. Frederick H. Kanning, East St. Louis, Ill.
841,729. SAFETY-RAZOR. Charles F. Smith, New Britain, Conn.
841,831. WRENCH. Frederick W. Walden, Worcester, Mass.
841,878. WASHING-MACHINE. Claude Lusk, Wapakoneta, Ohio.

PATENTS EXPIRED JANUARY 28, 1907.

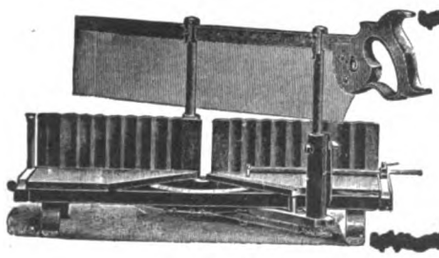
420,030. PIPE WRENCH. Everett Cook, Livermore Falls, Me.
420,104 HATCHET. Seth Rogers, Ballston Spa, N. Y.
420,108. WASHING MACHINE. Jonathan Scharr, Philadelphia, Pa.
420,127. LOCK. Warren H. Taylor, Stamford, Conn.
420,313. WASHING MACHINE. James H. Sawyer, Troy, Pa.
420,297. IRONING BOARD. George W. Gardner, Napoleon, Ohio.
420,302. WASHING MACHINE. Eli Keith, Hagerstown, Ind.
420,365. LATCH. Charles W. Trotter, Rochester, N. Y.

PATENTS ISSUED JANUARY 29, 1907.

842,158. LOCK. Hjalmar Aae, Aarhus, Denmark.
842,236. VEGETABLE CUTTER. Jean Neukirchen, Cologne, Ger.
842,242. SCREW. Thomas E. R. Phillips, London, England.
842,243. ADJUSTABLE WINDOW SCREEN. Winfield B. Phillips, Fenton, Mich.
842,292. SHEARS. John E. Allen, Yoncalla, Oregon.
842,299. LATCH. Oscar Cassity, Sturgeon, Mo.
842,323. HAMMER. William J. Malloy, Chicago, Ill.
842,350. DOOR CHECK. Robert R. Smith, Philadelphia, Pa.

♣

BUFFALO-STERLING HAMMOCK MILLS, 216-220 Collom Street, Germantown, Philadelphia, Pa., have issued a very artistic catalogue of their Buffalo-Sterling, Common Sense, Standard and Princess Hammocks. The illustrations show their Plain, Pillow and Spreader, and Tufted Pillow, Spreader and Valance varieties, which are made with close weave, perforated weave, shell weave, to bring out the colors, square weave, zig-zag and shaded patterns, Jacquard woven, in Gobelin effects, etc. Special attention is called to their Princess Knot Hand-Made Hammocks, with permanent spreader in both ends, and draped valance, embellished with large wooden rings and pompons. This company also manufacture Bar and Painters' Towels, Sponge Cloths, Table Cantons and Horse Cottonettes.



GOODELL MITRE BOX

Made entirely of steel. No more breaking. Its quality, durability and improvements make it the most desirable box on the market.

Send for circular and prices. GOODELL MFG. CO., Greenfield, Mass.

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Oil Ads Dollars

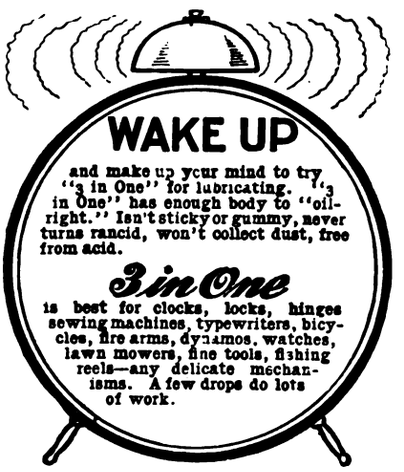


Ad. No. 4.



Dealer's Name and Address

Ad. No. 3.



Dealer's Name and Address

3 in One--Our Advertising--Your Dollars--and many of them you'll make by letting us send you electros of **3 in One** ads, free of cost, for use in your local papers.

Then let us send samples of **3 in One** to list of names you furnish us. What will be the result?

3 in One profits--50 per cent. on small size--100 per cent. on large size. These profits are cumulative.

By all means get the genuine **3 in One.** It and it only lubricates anything, cleans and polishes furniture and prevents rust. Ask your Jobber for trial order.

Ad. No. 16.



G. W. COLE CO.

141-5 Broadway

New York

Ad. No. 15.



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OUR CANADIAN LETTER.

(Concluded from page 35.)

J. Lewis Brothers, Montreal, are making extensive alterations at their Toronto sample rooms. M. A. Adams, clerk for A. W. Moore, St. Catharines, and C. Overholt, of the Prince Hardware Company, Toronto, have joined the firm's Ontario staff.

A. A. Wilson, an old time Hardware merchant at Montreal, died on January 18.

Chas. Array, has resigned as traveling salesman for the United Factories, Toronto, to accept a position with J. J. Adams & Co., brush manufacturers, New York.

In the recent Board of Trade elections at Montreal, George Caverhill, of Caverhill, Learmont & Co., Hardware jobbers, was elected president; T. J. Drummond, of Drummond, McCall & Co., metal merchants, first vice-president; F. Robertson of James Robertson & Co., paint and plumbing manufacturers, second vice president; and J. S. N. Dougall, of McCaskill, Dougall & Co., varnish makers, member of Executive Board. The president of the Toronto Board of Trade, Peleg Howland, is also a Hardware jobber.

The Toronto & Belleville Rolling Mills at Belleville have commenced the manufacture of horse shoes.

The King Radiator Company is to be organized at Toronto with a capitalization of $250,000.

Geo. D. Wood, wholesale Hardware merchant, Winnipeg, is at Hot Springs, Arkansas, for his health.

The Jas. Walker Hardware Company of Montreal, have celebrated their 50th anniversary by adopting the profit-sharing system in the running of their business. There will not be any material difference in the business itself, with the exception that Messrs. Jas. and D. S. Walker will give over the management to F. Max Hill, who for several years was one of the managers of Weed & Co., of Buffalo, N. Y., and, previous to that, connected with the Yale & Towne Manufacturing Company, of New York City. Mr. Hill has the reputation of being one of the best posted Hardware men in the country, and the addition of his experience is counted on being quite a factor to the concern.

Amongst the Hardwaremen elected as mayors or aldermen in the recent municipal elections in Ontario were: Andrew Riddell, mayor, St. Catharines; J. H. Crow, mayor, Welland; J. T. Claret, mayor, Port Arthur; John Kelly, mayor, Oakville; G. A. Binns, alderman, Newmarket; J. J. Coffee, alderman, Barrie; T. M. Hodgson, Dominion Wire Company, Toronto, alderman, East Toronto; F. W. Moffatt, stove manufacturer, councillor, Weston; Samuel Steveley, alderman, London, and Wm. Scarlett, of Wortman & Ward, woodware manufacturers, alderman, London.

The incorporators of the recently organized Hanbury Hardware Company, Brandon, are: John Hanbury, J. Brown, E. Johnson, J. Caldwell, and A. E. Carmichael. The last named was with Marshall-Wells Company since their incorporation at Winnipeg and is now manager of the Hanbury Hardware Company. The new company will do wholesale business and have a modern warehouse almost ready for occupancy. The building has five stories, 80 by 100 feet, being on a spur track. They expect to be open for business March 1st.

HUMOROUS LOGIC.

A legal technicality is a means of evading justice. Why not do away with the legal technicality? What class does it protect?

George Shearer has engaged in the Hardware business in Mulberry, Ark. Shears will be a part of his stock in trade.

B. D. Wood & Sons have just been incorporated in New Orleans, La., to engage in the coal business What do you think of that combination?

John Pickerel has opened a meat market in Wauneta, Neb. Considering the name, it is natural to suppose that he will sell fish as well as meat.

Possibly it might do to change the name of the governor of Jamaica to Sweating Ham instead of Swettenham. There is nothing so fitting as an appropriate name.

The positive assurance of Mrs. Stuyvesant Fish that a woman can dress on $5,000 per year will be splendid news to many young men who are contemplating matrimony.

The only pension which should be acceptable to an American citizen is one given in consideration of risk to life and limb while engaged in active defense of the nation. Where do the school teachers line up with this bunch?

When school teachers begin to draw pensions, why not put all people who work for hire on the pension list? Where is there any argument which applies to the teacher which does not apply to all other workers?

Science is great. A scientist has at last come to the relief of the poor devil who has to live in a boarding house. He says that music gives one an appetite. The knowledge of this fact will insure the early closing of the boarding house piano.

WE ARE
HEADQUARTERS
FOR
EVERYTHING
IN
HARDWARE

Including Cutlery, Sporting Goods, Guns, Etc.

PAINT

We are sole distributers for one of the best lines of paint made, and will sell you for less money than you can buy comparative goods for: This we guarantee.

Write us for information regarding our special 75 gal. Assortment of Barn Paint. A Paint that is Red and Stays Red and is without question at the price we sell you, the best value on the market to-day.

TROUT HARDWARE CO.
174-176-178 E. LAKE ST.
CHICAGO, ILLS.

The Famous
HAMILTON
RIFLES



Just the thing for target practice or hunting small game.

Model 23
The Great Favorite

Send for New Catalog.

35 inches long. Barrel and Action 21¾ inches long. Take down. Bolt action model. Stock of Walnut. Beautifully finished in blue-black gun finish. Automatic action in loading and ejecting exploded shell. Retail $3.00.

MODEL NO. 19

Same as No. 23, combines simplicity, beauty of finish, strength and shooting power. Simple loading process. Extractor. Rapid and perfect action. Convenient take-down features. Retail $2.00.

MODEL 15

Same as No. 19, but with barrel 4 inches shorter. Retail $1.50

Hamilton Rifle Co.
PLYMOUTH, MICH., U. S. A.

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Gillette Safety Razor

NO STROPPING NO HONING



It Pleases Every User.

The Most Wonderful Selling Razor in the World



It pleases every customer, who in turn brings a new customer.

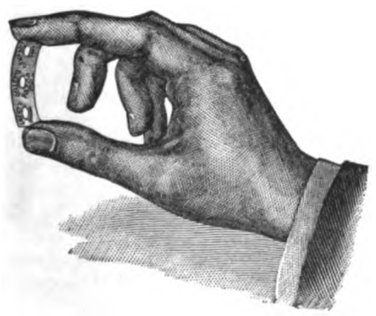
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

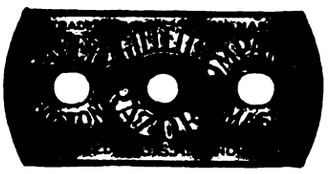
12 BLADES, 24 SHARP EDGES,

Every blade will give from 20 to 40 close, smooth, comfortable shaves.

Triple silver-plated set with 12 blades $5.00.
Quadruple gold-plated set with 12 blades $10.00.
Quadruple gold-plated set with 12 blades and monogram $12.00.
Standard combination set with shaving brush and soap in triple silver-plated holders $7.50.
Other combination sets in silver and gold, up to $50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.



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We Supply all Dealers with Signs and Booklets.

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HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Belleville, Ill.—Hucke Hardware Co. has been incorporated; capital stock, $30,000. Incorporators: Albert and Walter A. Hucke, and Philip Ros.

Bruning, Neb.—O. L. Van Buren has engaged in the Hardware business.

Canton, Ohio.—The W. A. Kennedy Hardware Co., of this city, has been incorporated for $100,000, by W. A. Kennedy, Harry S. Renkert, J. A. Kennedy, A. H. Elliott and J. G. Barbour. The new company will take over the W. A. Kennedy Hardware store at 227-231 North Market Street.

Cottonwood Falls, Idaho.—W. G. Brust has added a Hardware stock to his other lines.

Fort Smith, Ark.—The Yantis-Kinkead Hardware Company, with $15,000 capital stock, have filed articles. The incorporators are A. B. Yantis, B. W. Yantis, D. C. Kinkead and H. Strother.

Frankford, Pa.—The well-known Hardware firm of Kinkerter & Sheppard has been incorporated under the name of Kinkerter & Sheppard Company. The incorporators are Robert L. Sheppard, Josephine Kinkerter, William M. Jones and John M. Craig.

Hawley, Texas.—Hawley Hardware Co. has been incorporated with a capital stock of $120,000. The incorporators are: D. L. Wright, C. H. Day and Mat H. Glover.

Iron River, Wis.—The Farmers' Hardware Company has been incorporated; capital, $10,000. Incorporators: Ernest Sauve, Joseph Doucette and M. F. Doucette.

Janesville, Wis.—The Burdick-Murray Hardware Company has been incorporated; capital, $10,000. Incorporators, E. C. Burdick, G. L. Burdick and L. H. Murray.

Lebanon, Ore.—Walker & Green have engaged in the Hardware business.

Marinette, Wis.—Simcox-Gowen Hardware Co. has been incorporated; capital stock, $20,000. Incorporators: Bert C. Gowen, Martha E. Gowen.

Mercersburg, Pa.—C. E. Hoffeditz and J. F. Snyder have formed a partnership and will engage in the Hardware business and the handling of machinery and farming implements, on North Main Street.

Nampa, Idaho.—Lawson & Badger are opening a new Hardware store.

Oakman, Ala.—The Jackson Hardware Company has filed articles of incorporation. The new company, which is to conduct a mercantile business at Oakman, has a capital stock of $7,500. The incorporators are R. W. Jackson, E. A. Jackson and W. W. Earnest.

Pensacola, Fla.—Gibbs, Quigley & Morgan have incorporated for the sum of $20,000 and will begin business in the early part of next month with a full line of Hardware. The personnel of the new firm is Harry W. Gibbs, E. J. Quigley and Willie L. Morgan, Jr., all of whom are well and prominently known in Pensacola, and each one of whom will actively engage in the business.

Phillipsburg, N. J.—Jere Woodring Co. have incorporated to deal in heavy and shelf Hardware, railroad and mill supplies; capital, $100,000. Incorporators: J. Woodring, R. U. Marsh, Hazleton, Pa.; S. C. Smith, Phillipsburg.

San Antonio, Tex.—The San Antonio Hardware Co., with a capitalization of $150,000, has started business with temporary offices at the San Antonio Drug Co. As soon as the remodeling of the building will permit, they will occupy the stores known as 238-240 West Commerce Street, with its three floors and basement. The officers of the new concern are: S. L. Jeffers, president; J. A. Brownlee, vice-president; C. Ganahl Walker, secretary, and W. W. Sanger, treasurer. They will do a wholesale business only, and will carry a complete stock of shelf and heavy Hardware to supply the trade. The new establishment will give employment to about fifty people. They will also erect an immense warehouse on the tracks of one of the railroads leading into San Antonio.

Selma, Ala.—The Alabama Hardware Co. has been organized with a capital of $75,000. It has been formed by the firm of Carothers, Rogers & Fowlkes, incorporated, whose capital stock was $25,000.

South McAlester, I. T.—The Howard Hardware Co. has been incorporated with a capital stock of $25,000.

St. Paul, Neb.—Mathias Peterson has opened a new Hardware store.

Yacolt, Wash.—George Curtis has opened a new Hardware store.

Changes and Improvements.

Adams, Neb.—Damrow & Babb have sold their Hardware stock and building to H. J. Merrick, and have purchased the business of W. E. Hall & Co.

Adams, Neb.—Johnson & Booth have sold their Hardware and implement business to G. J. Klein.

Auburn, Wash.—Harper & Hooper have purchased the Hardware business of R. C. Kinleyside.

Beloit, Wis.—A. M. Andrae, of the Hardware firm of Watson & Andrae, East Grand Avenue, has sold his interests in the business to Fred Bittle, who has long been in the employ of the company.

Belpre, Kan.—Skalsky Bros. have purchased the Hardware business of Etling & Sprigg.

Bowling Green, Ohio.—J. J. Hopper of the Hopper Hardware Co., has sold his interest in the concern to his son Charles, and nephew, Herbert Clague. The new firm will retain the old firm name.

Bremerton, Wash.—B. F. Harrison has purchased the business of the Pickard Hardware Co.

Burwell, Neb.—The Burwell Hardware Co. has succeeded to the business of T. H. Doran.

Cambridge, Neb.—G. M. Evans has sold his Hardware store to J. H. Carroll.

Cambridge, Ohio.—M. W. Petty of Cumberland has purchased half interest in the Hardware store which has been conducted by J. E. Laughey for a number of years.

Cedar Rapids, Iowa.—Owing to the retirement of Mr. Boynton, the Gadd-Boynton Hardware Company will be changed to the George H. Gadd Hardware Company. Mr. Gadd president and treasurer and Stanley Novotny, secretary. The stock will be greatly increased and many changes made in the store.

Charlottesville, Va.—The Hardware establishment of W. T. Martin, which has been located in the Walters Building, 213 East Main Street, for the past twelve years, is now being moved into the large new building one door east from the old stand, the new location being 215 East Main Street. This building was recently erected by Mr. Martin for his special purpose. It is now being fitted with modern appliances for handling his large Hardware business.

Chincoteague, Va.—William N. Conant, of the firm of W. N. Conant & Son, has recently sold out his interest in the Hardware store to his sons, Henry and William.

Columbia City, Ind.—Daniel Tschantz, Daniel F. Sauer and Edward Berger, three successful farmers and business men of Jefferson township, have purchased the Edward Schoenauer Hardware and implement store at Laud and will continue the business under the firm name of Daniel Tschantz & Co. The inventory of the large stock of the Schoenauer store will be completed within a few days and the new owners will take possession at once.

Crawfordsville, Ind.—T. J. Houlahan has sold his Hardware store to William G. Moon of Hillsboro.

Davenport, Iowa.—Gerken Bros. & Co., of ths city, have bought the Refslange-Noble Hardware store of Cedar Falls. The new firm will take possession as soon as an account of stock is taken.

Deer Creek, Ill.—H. C. O'Brien & Co. have sold their Hardware and implement business to Mr. Hexamer of Secor, who will take possession about March 1.

Eddy, Texas.—Beard & Webb have succeeded to the Hardware business of C. B. Webb.

Edgar, Neb.—The Stoddard Hardware Co. has sold its business to the Richards Hardware Co.

Effingham, Kan.—A. E. Mayhew has sold his Hardware store to F. W. Swaler.

Falls City, Ore.—J. P. Gilbert & Co. have sold their Hardware business to J. C. Talbot.

Findlay, Ohio.—The Hardware firm of Thomas & Thomas from now on will be known as the Buckeye Hardware Co. Recently Frank Lake and Marion Vaughan purchased an interest in the firm, and has gave rise to the new name. The old firm consisted of A. S. Thomas and David Thomas. The members of the new firm are A. S. Thomas, David Thomas, Frank A. Lake and Marion Vaughan.

Garrison, Iowa.—The Hardware firm of Hart & Haines have traded their stock for Texas land.

Hamilton, Ont.—The Hardware business formerly carried on by the F. Hamilton Co., Limited, will cease to be known by that name. The change which brought P. H. Alexander in possession took place about six months ago. The new name is the Alexander Hardware Company, Limited. The new company intends to carry on a strictly up-to-date Hardware business on broader lines than formerly.

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Hoo Hoo Adjustable Window Screens
The Best Made.

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HARDWARE



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National	4 lbs	$3.00	Mail and Express	16 lbs	$5.00
Union	2½ lbs	2.50	Commercial	12 lbs	3.75
Columbian	2 lbs	2.00	U. S.	4 lbs	2.50
Star	1 lb	1.50	Victor	1½ lbs	2.00

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We sell this first class washer to only one dealer in a town. Do you want the *sole* agency or shall your competitor reap the benefit of it?

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HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Boston, Mass.—Bay State Saw & Machine Co. has been incorporated with a capital of $25,000. Incorporators, Frank H. Hall, Elias W. Adams, John W. Taylor, William E. Adams.

Brooklyn, N. Y.—The Harwood Mfg. Co. has been incorporated for the purpose of manufacturing Hardware, machinery, tools, etc.; capital, $100,000. Incorporators: C. E. Orr, C. Le Suer, C. H. Katton, Brooklyn; G. H. Howell, Flatbush.

Brooklyn, N. Y.—The National Saw Filers' Association has been incorporated to manufacture and sell saw filing machines, etc. The capital stock is $200,000, and the directors are: Daniel W. Martin, W. A. Bardwell, G. W. Bardwell, Frank Raymond, F. G. Spencer.

Buffalo, N. Y.—A certificate of incorporation for the B. T. Couch Glue Co. has been filed. The capital stock is $50,000. The directors are Bayard T. Couch, Stephen B. Couch and Lydia J. Couch.

Buffalo, N. Y.—Lyman Mfg. Co. has been incorporated to manufacture metal specialties and devices; capital, $50,000. Incorporators: Richard B. Lyman, Vreeland B. Lyman, John D. Squiers, Buffalo.

Camden, N. J.—Mount Pleasant Stamping & Mfg. Co. has been incorporated to manufacture window fixtures and devices; capital, $75,000. Incorporators: A. D. Miller, H. McWhitner, T. McCormick, Camden.

Chattanooga, Tenn.—The S. D. Chambers Mfg. Co. have applied for a charter, the incorporators being S. D. Chambers, W. W. Daniels, James Abraham, J. N. Shopley and G. W. Burchfield. The company will engage in the manufacture of agricultural implements and machinery, and will organize and commence operations as soon as the charter is received.

Chicago, Ill.—Fireless Cooker Range Co. has been incorporated; capital stock, $15,000. Incorporators, Alfred W. Bays, Frank M. South and L. J. Pomeroy.

Detroit, Mich.—Robertson & Wilson Scale and Supply Co. have, with a capital stock of $2,000, filed articles of association. The stockholders are Donald Robertson, Thomas L. Wilson, James Swan.

Elkhart, Ind.—The Fountaine Gas Steam Radiator Attachment Co., incorporated for $30,000, has filed articles of incorporation. O. C. Vernon, Robert H. Hotchkin, Dana H. Hotchkin, Charles W. Pitt, Thomas A. Fountaine and Max Bass, are the directors.

Ellisville, Miss.—Bradshaw & Whitehurst have started the operation of their plant for making a particular plow and harrow on which they have patents. They have a very substantial plant.

Lancaster, Pa.—The charter of the J. Walter Miller Company has been received. The purpose of the company is to manufacture castings, locks, Hardware and ornamental goods, the plating of metal articles, etc. The capital stock is $50,000.

Memphis, Tenn.—Application for a charter for the Hartzell Handle Company has been filed. The capital stock is placed at $10,000. The incorporators are Irvin Hartzell, B. W. Mann, J. W. Canada, L. B. McFarland and A. L. Foster.

New York, N. Y.—Kalla Mfg. Co. has been incorporated to manufacture tools; capital, $50,000. Directors: Alexander Kalla, 187 East Seventh Street; Joseph Cibular, O. J. Hackett, New York.

New York, N. Y.—Wolfe Rolling Grille and Burglar Proofing Co. has been incorporated for the purpose of manufacturing window grating, door and window fasteners, etc.; Hardware; capital, $20,000. Incorporators: C. L. Wolfe, Brooklyn; E. L. Crandall, A. T. S. Williams, J. E. O'Brien, E. L. Abbett, New York City.

Niagara Falls, N. Y.—J. Pleyter, of Boston, has acquired, on behalf of the Canada Steel Nut & Bolt Company, the building and plot of ground formerly occupied by the Gerner Ice Cream Freezer Mfg. Co. at the North End. The company will, as soon as practicable, begin the manufacture of steel nuts and bolts, employing nearly 100 men. The Ramapo's old plant across the river has also been acquired by the same company. The local plant is situated near Sugar Street and the Lockport Road in proximity to the New York Central tracks.

Rockford, Ill.—Automatic Water Heater Co. has been incorporated; capital, $10,000; manufacturing Hardware specialties. Incorporators: Thomas Pitcher, Richard F. Locke and Ernest C. Stokburger.

Rockford, Ill.—Rockford Lathe & Tool Company has been incorporated; capital, $2,500; manufacturing. Incorporators: C. Strickland, J. B. Whitehead and F. A. Carpenter.

Sorel, Quebec.—The St. Lawrence Saw & Steel Works Co., Ltd., has been incorporated with $40,000 capital by C. D. Pontbriand, Joseph Pontbriand, Henri M. Pontbriand, Francois D. Pontbriand and Tolentin D. Pontbriand.

Syracuse, N. Y.—The O. K. Fastener Co. has been organized to manufacture metal articles. The capital stock is $125,000, and the incorporators are Emil Laass, John Laass and B. B. Aylesworth, all of the above address.

Youngstown, Ohio.—The Ohio File Renewing Co., a subsidiary corporation of the American File Renewing Co., New York, has been formed and a branch plant will soon be established at Youngstown. Claude Calvin, formerly connected with the First National Bank, of the latter city, will be general manager, secretary and treasurer of the company.

Changes and Improvements.

Allentown, Pa.—The officials of the American Steel & Wire Co. are erecting a club house at their Allentown works. The first floor will be used for a laboratory, while the upstairs will have meeting and dining rooms for the mill foremen, where conferences between all departments of the mill may be held during the dinner hour to discuss improvements in the plant.

Carnegie, Pa.—The H. Adler Co. is about to build an addition to its plant, including a stove mounting room 50 by 200 feet, and press room 50 by 175 feet, of brick and concrete construction. The company manufactures gas stoves, ranges, etc.

Carrollton, Mo.—The Horizontal Swing Co. has been re-organized and new directors elected as follows: J. R. Robertson, J. N. Tuley, E. R. Forlet, Bedford Hudson, Thomas Archibald, Charles Wright and W. T. Plumb. These directors elected the following officers: J. N. Tuley, president; Thomas Archibald, vice-president; E. R. Forlet, secretary; Bedford Hudson, treasurer; W. T. Plumb, manager.

Chicago, Ill.—The Independent Pneumatic Co. has purchased a large four-story brick building adjoining its plant at Aurora, Ill., which will give it approximately 100,000 square feet of additional floor space. The company states that it expects to install in the new building at the earliest possible date about $65,000 worth of new machinery which will double its capacity.

Chicago, Ill.—The International Harvester Co. has broken ground for the erection of a new blast furnace of 400 tons daily capacity at its South Chicago plant.

Cleveland, Ohio.—The Cleveland Hardware Co. has just put in operation its plant No. 2 at East Fifty-third Street and Hamilton Avenue, which it was compelled to erect on account of its rapidly expanding business. The new plant consists of a forge building 120 by 260 feet in addition to a power house, and is located upon a site of twenty acres, which will be built up as the trade demands. The main plant of the company at Forty-fifth Street and Lake Side Avenue has been so enlarged as to entirely fill the company's grounds at that point, necessitating the purchase of the additional site.

Detroit, Mich.—The Detroit Register Co., whose entire plant, 200 by 700 feet, was completely destroyed by fire a few days ago, will rebuild at once and will be in the market for considerable new machinery.

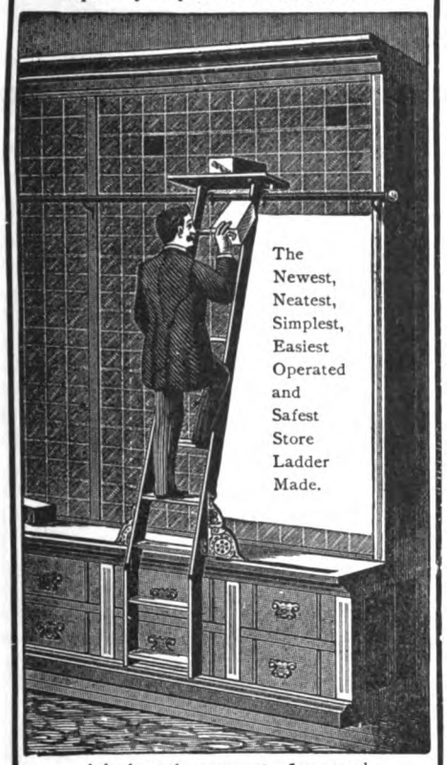
Greencastle, Ind.—The Western Tin Plate & Sheet Co. is preparing plans for extensive improvements to its plant, which will include a scrap furnace and bar mill and galvanizing plant. The work on these new departments will be under way within a few weeks, and it is reported that between $50,000 and $60,000 will be expended in the extensions contemplated.

Greenfield, Mass.—The Goodell-Pratt Co., manufacturers of machinists' tools, will further enlarge its plant in the early Spring. A foundry building 121 by 75, part one-story, and part two-story, will be erected. There will also be two large additions to present buildings, toward the north, both three stories. One of these additions will be 40 by 38, while the other will be 22 by 53. Cement and brick will be used. The large storehouse across the street from the present shop, commenced last Fall, will be completed about the first of next April.

Jamestown, N. Y.—A new plant will be erected by the American Metal Door Co., which has been incorporated with a capital of $100,000. Nels Sjohrings and others are interested.

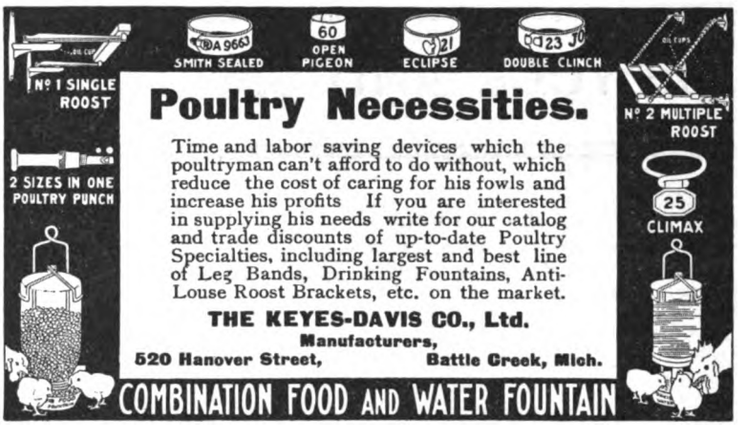
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Highest award World's Fair
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BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Lawrence, Mass.—Fish Line Clip Co. has been incorporated to manufacture fishing tackle, etc.; capital, $5,000. President, E. W. Hildreth, Melrose; treasurer, P. R. Clay, Lawrence.

Towson, Md.—The Dean-Rullman Co. has been incorporated by George R. Dean, Elmer E. Rullman, William J. Newman, August H. Rullman and Stanley Rullman. It is formed for the purpose of dealing in bicycles, graphophones, incandescent gas light supplies and general merchandise. The office is to be at Highlandtown. The capital stock is fixed at $1,000.

Utica, N. Y.—The Mott Wheel Works has been incorporated to manufacture bicycles, carriages, etc.; capital, $25,000. Incorporators: C. S. Mott, William G. Doolittle, C. W. Mott, A. E. Swartout, F. H. Doolittle, Utica.

Changes and Improvements.

Catskill, N. Y.—Theodore Wynkoop, who has bought out the Sportsmen's Emporium and Bicycle Inn of Nelson Mattice, writes that he will be glad to receive manufacturers' and jobbers' catalogues of guns, sporting goods, etc. He carries a stock consisting of bicycles, fishing tackle, guns, ammunition and other lines of outdoor sporting goods.

Gloversville, N. Y.—To meet the demands of its rapidly increasing business, the Consolidated Sporting Goods Company is to make a large addition to its present factory on Bleecker Street. The company makes a specialty of baseball catchers' gloves and when the enlargement of the plant has been erected the daily output will be increased from 50 to 150 dozens of gloves per day. The present working force of thirty is also to be increased. John A. Beach is manager of the local branch.

Indianapolis, Ind.—C. H. Semple, secretary of the G & J Tire Co., has resigned that office, and his resignation has been reluctantly accepted. He has become president of a new automobile tire company which just has been organized in New Jersey. His successor has not yet been chosen. At the same meeting at which Mr. Semple's resignation was accepted, H. O. Smith also retired as a director of the G & J Tire Co., of which he once was president.

Philadelphia, Pa.—In order to meet the demands of a rapidly growing business and having outgrown their old location, the A. H. Fox Gun Company, Wayne and Bristol Streets, Philadelphia, Pa., makers of "The Finest Gun in the World," have been compelled to find a larger factory. Some weeks ago they purchased the complete plant of the Philadelphia Arms Co., said to be one of the finest and best equipped gun factories in the United States. With these additional facilities the company will now be able to manufacture the Ansley H. Fox gun in sufficient quantities to fill their orders promptly.

Embarrassments.

Dunkirk, N. Y.—Stephen R. Cale, a bicycle dealer, has filed a petition in bankruptcy. His debts are $3,081.02; assets, $1,707.37.

Greystone, Conn.—Augustus I. Goodrich, of Waterbury, has been appointed as temporary receiver of the Greystone Mfg. Co., which makes wire chains and light Hardware. It is expected that the property will be sold and the affairs of the corporation wound up. A new company may be organized to take over and continue the business.

Fires.

Passaic, N. J.—Fire caused $300 damage in the bicycle shop occupied by Harry Mintz at 154 Passaic Street.

Miscellaneous.

At its annual meeting the Providence (R. I.) Motorcycle Club elected officers as follows: President, E. L. Buffington; vice-president, F. E. Domina; treasurer, B. A. Swenson; secretary, W. L. Medhurst; captain, J. L. Pickering; first lieutenant, James Nisbett; second lieutenant, D. V. Rieley.

❖

The Los Angeles Motorcycle Club has elected the following officers for the ensuing year: W. G. Collins, president; Edward Kehl, vice-president; G. J. Swinnerton, recording secretary; J. H. Shafer, financial secretary; F. B. Brunner, treasurer, and E. M. Clinton, director.

❖

These officials have been elected by the Detroit (Mich.) Wheelmen for the 1907 term: President, Robert L. Weyhing; first vice-president, Charles Schermerhorn; second vice-president, A. S. Burkart; secretary, M. A. Clark; treasurer, W. I. Lefler. Directors: W. I. Bristow, Irving Swan, H. B. Paige, Fred Richmond, J. W. Weitzel, Louis Schneider, William Steger, Dr. E. B. Smith, Charles Berdan and C. H. Lisch.

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GUN FIRM'S NEW DEPARTURE.

The Birmingham Small Arms Co., Birmingham, England, are making a new departure with regard to the direction of legal matters arising in the course of business. A special legal department has been established for the purpose of dealing efficiently and promptly with all questions of this kind, directing and supplying information to the various professional advisers of the company, and relieving department heads of matters in which legal difficulties are likely to arise.

❖

WANT BIDS ON SMALL ARMS.

Announcement is made in the Consular Trade Reports that the Government of Roumania has opened bids for 250,000 small arms. Address Inspectoratul Militar Scolar, Bucharest, Roumania.

Swanton, Vt.—At a meeting of the directors of the Robin Hood Ammunition Co., who were recently organized and incorporated to purchase the Robin Hood Powder Co., the following officers were elected: Edward C. Smith, president; E. H. Richardson, vice-president and secretary; C. E. Schoff, treasurer and general manager. The new organization has taken over the property of the old company and will continue the business as heretofore with more or less important increase of manufacturing facilities and extension of variety and amount of product to meet the requirements of a steadily growing trade.

MANUFACTURERS RECORD
(Continued.)

Changes.

Philadelphia, Pa.—The North Bros. Mfg. Co. will soon begin the construction of a one-story fireproof addition 9 by 50 feet, to its foundry.

Toronto, Ont.—Architect Mills has prepared plans for a big addition to the Canada Screw Works, which recently amalgamated with the Ontario Tack Company. The new building will be the size of the present premises.

Valley Falls, R. I.—The Standard Nut & Bolt Co. has awarded the contract for a new one-story factory building, 40 by 112 feet, with a wing, 40 by 72 feet.

Miscellaneous.

Bradford, Pa.—The Crandall Cutlery Co. has elected H. E. Crandall, president; S. A. Ansell, secretary, and George H. Mills, treasurer.

Canal Dover, Ohio.—At the annual meeting of the stockholders of the Ohio Shovel & Stamping Co., the firm was partially reorganized. The officers chosen are as follows: O. C. Eben, president and general manager; D. Defenbacher, vice-president and assistant manager; J. F. Defenbacher, secretary and treasurer.

Canandaigua, N. Y.—The Lisk Mfg. Co. contemplates in the near future to commence the erection of an immense new building to accommodate its growing business. The officers of the company, as re-elected at the annual meeting are: President, J. R. McLaughlin; vice-presidents, T. W. Martin and J. L. McLaughlin; secretary and treasurer, L. A. Parkhurst; Western manager, C. D. McLaughlin.

Columbus, Ohio.—At the annual meeting of the Columbus Wire & Iron Works, the old directors and officers were re-elected. The officers are: F. H. Howe, president, treasurer and manager, and H. B. Gatch, secretary. These, with J. J. Bennett and David S. Ireland, form the board of directors.

Crawfordsville, Ind.—The stockholders of the Crawfordsville Wire & Nail Co. have elected the following directors for the ensuing term: W. P. Herron, I. A. Detchon, H. H. Ristine, P. C. Sommerville, H. E. Greene, Benjamin Crane and C. D. Voris. The directors have elected officers as follows: President and treasurer, W. P. Herron; vice-president, I. A. Detchon; secretary and general manager, C. D. Voris.

Rochester, N. Y.—Frank Robinson was elected president and Arthur Adams, treasurer of the Rochester Varnish Company at the first directors' meeting held at the company's offices in the German Insurance Building.

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W. L. Barrett, Bristol, Conn.

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any kind of Business or Real Estate anywhere, at any price, write me your requirements. I can save you time and money.
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Excellence of Construction. Accuracy.
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No matter which model or at what price it may be sold, every H. & R. REVOLVER undergoes the most rigid inspection both as to material and workmanship. Every part is accurate to the thousandth part of an inch and absolutely without a flaw.

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combine more good features than any revolvers of other make selling for twice the money. The *safety hammer* enables them to be discharged quicker than any other hammer revolver. *Automatic Ejector; Independent Cylinder Stop* (found only on other make revolvers of much higher price); *Light Weight; Beautiful in Design and Finish* are the points that make them sell rapidly.

Our Catalog tells about our full line and gives valuable selling points.

Harrington & Richardson Arms Co.
315 PARK AVE., WORCESTER, MASS.

THE UNION BOX HOOK



Some of the men who use it call it the "Unbreakable Box Hook." That is the reputation it has among both dealers and users—the hook that will not break. Notice the handle. Hook and handle one piece drop forging.

Do your customers want the best Box Hook made? Give them the Union. Literature and prices on request.

PATTERSON, GOTTFRIED & HUNTER Ltd.
Machinery, Metals, Hardware, Tools and Supplies
146-150 Centre St. (Cor. Walker) New York.

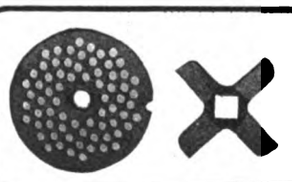
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Our **"Crackor Jack"** Claw Hammer, one of the best sellers we make in the hammer line.
The handy size for the house. Nine inches long. Light in weight, but will do hard work. Nickel Plated Head. Polished Hickory Handle. Packed one doz. in a box. Send for our catalogue. FRANKLIN SPECIALTY CO.
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AUTOMOBILE SUNDRIES RECORD.

AUTOMOBILE SUNDRIES.

The Manhattan Screw and Stamping Works, Seventh Avenue and Eleventh Street, New York, are the manufacturers of an increased line of Auto accessories of great utilty and of improved styles. We call attention to a few of them, showing the interest taken in this class of up-to-date goods by the Hardware trade, giving evidence of an increased demand on the part of the consumer of these superior appliances. They issue a new catalogue of Auto products for the season of 1907, from which we select the illustrations which we give in this editorial mention.



FIG. 1.

Fig. 1 is their Phoebus Model D, which is a mirror-back headlight without parabolens, having a 10½ inch front. This lamp is constructed to meet the existing demand for a headlight without parabolens. In appearance, construction and durability it is a fac-simile of Phoebus Lamp Model B, which is of heavy-gauge brass throughout, joined with massive hinges and catches.



FIG. 2.

Fig. 2 is their Phoebus Model L, which is a Limousine type square side oil lamp, 14 inches high, with side glass of either crystal, green or ruby. This type of oil lamp is meeting with marked approval by the buying public, and is equally adapted to all styles of cars, especially the Limousine type. It is made of heavy-gauge brass, of perfect workmanship, and gives a steady and smokeless light.

Fig. 3 is the Phoebus "Tattle-Tale" Lamp, which is of unique and striking design, practical and up-to-date in its application. As a tail lamp, it combines the three most desirable features, viz.: Ruby glass, which shows red light behind; side glass, which illuminates the number of the car, as this is required by law in almost all the States; and a light thrown forward to dashboard by means of a special mirror prism. This advantage enables the driver to see whether the light is burning without necessitating his getting off the car. The three features enumerated here fill a want in this direction. Every autoist has had more or less



FIG. 3.



FIG. 4.

experience with tail lamps, and can therefore readily appreciate the advantage of this new device. Another point to consider is the bottom of this lamp, which is so constructed that it will not allow an overflow of oil. The "Tattle-Tale" Lamp is claimed to outshine the ordinary tail lamp in design, durability, construction and intensity of rays. Mirrors are supplied with every lamp, the lamp being attached like ordinary tail lamps.

Fig. 4, Model 80, is an inexpensive yet very substantial and reliable generator. It is automatic in its action, and positively non-explosive. When the generator is in action, there is no communication of the gas with the water, so that none of the gas escapes, and therefore there is no waste. The light extinguishes as soon as the water is shut off, and whatever gas there is in the tank escapes instantaneously through an outlet provided for the purpose. It is made of heavy brass, highly polished, is six inches in diameter, and ten inches high. It is fitted with two-way cocks and brackets to attach to car. Each generator is thoroughly tested.

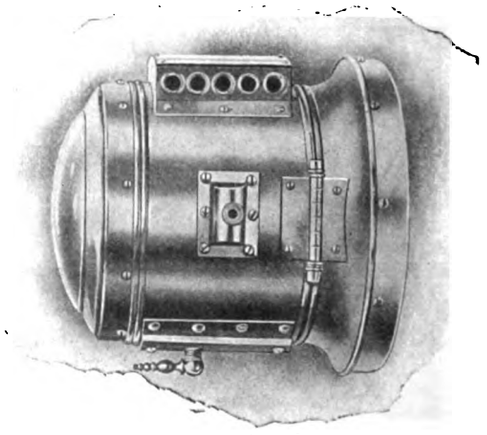


FIG. 5.

Fig. 5 is presented as one of their latest models of Flare Front Searchlights, the handsomest and most practical headlights. It has a short-focus optically-ground lens mirror, which gives the best result. The body is made of seamless heavy-gauge brass, the outer rims are reinforced by massive brass bands ⅛ inch thick, which strengthen the lamp materially. The burner has adjustable focus attachments, and is often found very convenient to set one lamp for short reach, to illuminate objects in the near proximity of the car, and the other set for long reach for distant objects. They use the famous Von Schwartz burner. The utmost care is taken in the construction of the lamp, all parts being substantially riveted and no solder whatever is used. The lamp is very highly-polished, and the interior painted a durable black.

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9/10 SAVED!

The "WIZARD" Inverted Gas Lamp

Is the latest and most brilliant gas light---as brilliant in effect as electric light at one-tenth the cost!

For both natural and artifical gas, high or low pressure.

Best for homes, stores, schools, public buildings, factories.

Sells at sight. We furnish you with attractive display card. Special prices to the trade.

Manhattan Screw & Stpg. Wks.
7th Ave., and West 11th St.,
NEW YORK

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ELECTRIC COOKING and HEATING APPARATUS

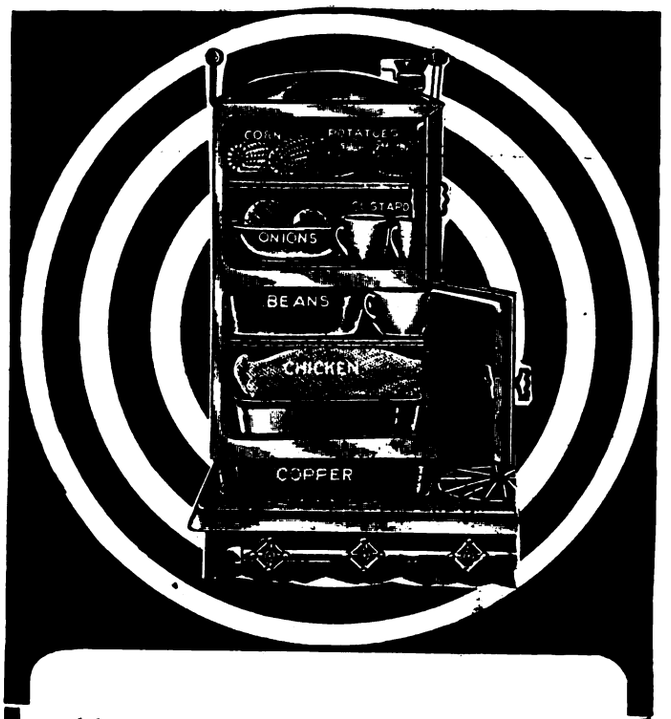
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and become acquainted with an attractive and easily salable line of devices, which appeal greatly to all householders who have electric light in their houses.

Get ahead of your competitors and sell up-to-date electric devices, which the public needs and demands.



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"Bunch Your Hits"

Concentrate all your efforts and selling force on the one steam cooker that puts all others in the shade---as a cooker---a saver of time, labor and expense---none other than the

Ideal Combination Steam Cooker

It is the quickest selling and most profitable Steam Cooker---not because we say so,---not at all,---but because our advertisement of it in the popular magazines, every month, is read by

TEN MILLION Womon!

We have created a good demand for it---are you ready to supply it?

We refer all answers to our ad to the nearest dealer---always---giving him a chance to profit by our expenditure.

See for yourself! Get our 48-page booklet today with prices.

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TOLEDO, OHIO

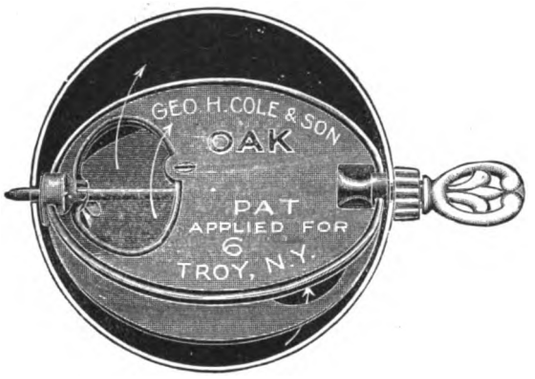
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STOVE MANUFACTURERS' RECORD

THE "OAK" DAMPER.

George H. Cole & Son, Troy, N. Y., are the manufacturers of the "Oak" Damper shown in the accompanying illustration.

It baffles and retards the combustion without danger of gas escaping from the stove, thus allowing the smoke and gases to become heated sufficiently to ignite, thereby producing a large amount of heat which, otherwise would pass through the smoke pipe and be wasted, hence a great fuel saver.



THE "OAK" DAMPER.

It is a positive safe-guard against "down draft."

It makes a direct draft stove equal to a base burner.

It is the easiest damper to put in the pipe.

It can be used where other dampers have been taken out without making new holes.

It is made in four sizes, 5, 6, 7 and 8 inch.

GIBLIN & COMPANY.

GIBLIN & COMPANY, Utica, N. Y. manufacturers of high grade heating apparatus, report for 1907 salesmen with territory as described:

New York and Atlantic Coast States, John H. Winters; Central and Western New York and Northern Penna., Henry Cowles; Ohio, Michigan, Western Penna., Indiana, Eastern Illinois and Eastern Wisconsin, Geo. J. Giblin. Wisconsin, Illinois, Missouri and Iowa, T. A. Beal; Nebraska, Kansas, Western Iowa, F. G. Wells. General Sales Agent, F. L. Nesbit.

PIERCE, BUTLER & PIERCE MFG. CO.

The Annual Meeting of the stockholders of the Pierce, Butler & Pierce Mfg. Co., was held at their office at Syracuse, N. Y., on Feby. 4th., 1907, and the following Directors were elected. Wm. K. Pierce, Wm. R. Pierce, H. C. Pierce, Wm. M. Butler, Thos. Wheatley, and the following officers: Wm. K. Pierce, president and general manager; Thomas Wheatley, vice-president and treasurer; P. M. Beecher, secretary; F. W. Fix, Jr., assistant treasurer.

Wm. K. Pierce reported very satisfactory business and perfectly harmonious relations with labor in the various manufacturing departments of the Company.

Many new projects are in view for the further development of this business and the Company look forward to a most prosp rous year.

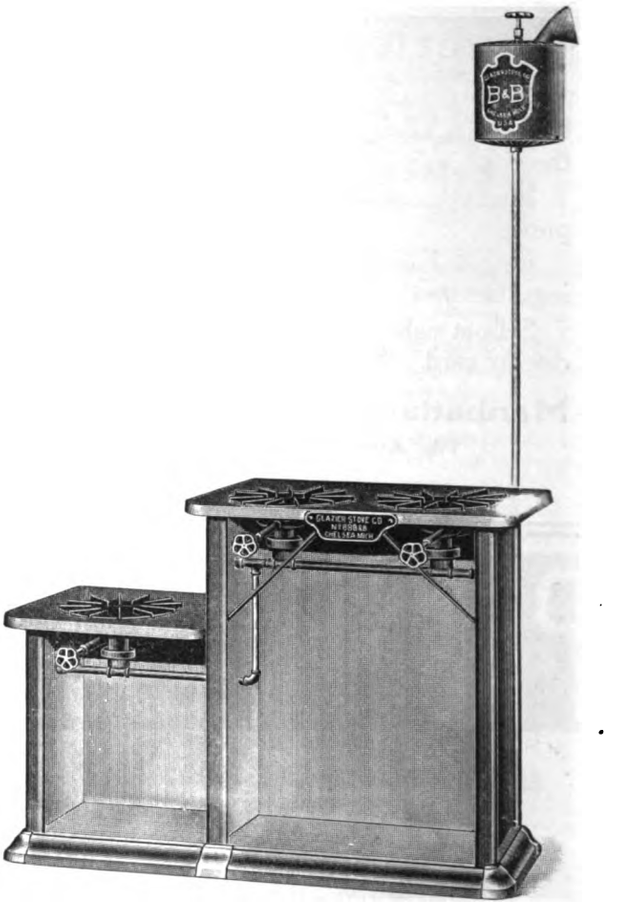
ROYAL MFG. CO.

Royal Manufacturing Co., Lancaster, Pa., manufacturers of Hand and Foot Power Grinders, etc., have issued a new catalogue, and say that

"In addition to our foreign agencies mentioned in the catalogue, we have established a selling agency at San Francisco, Cal., Messrs. S. L. Bigelow & Company being our representatives on the Pacific Coast. Our salesman for Illinois, Indiana, Michigan, Wisconsin, Iowa, Nebraska is Mr. J. C. Murfey of Chicago. For the New England States our salesman is Mr. J. Dean Wheeler of Keene,N. H. In the export line, besides the Foreign Agencies mntiond in our catalogue, the New York Export and Import Company represent us in the Orient, China, Japan and Philippine Islands, Australia, New Zealand, Strait Settlement, Java India, Persia, Siam."

"BRIGHTEST AND BEST" GASOLINE STOVES.

Glazier Stove Co., Chelsea, Mich., in calling attention to their "Brightest and Best" Gasoline Stoves, which we illustrate herewith, state as follows: "All gasoline burners except the B & B produce a single circle of blue flame, which spreads to the outside of the dish, leaving a cold centre. We alone have overcome this serious defect with a design which produces a second inner ring of flame. This burns a much larger quantity of gas than is possible in other burners, and gives on the bottom of the cooking utensil a solid mass of clean blue flame. The intense heat produced by this double flame is unequalled by any other



"BRIGHTEST AND BEST" GASOLINE STOVE.

gasoline burner. Do you wonder that we emphasize this great advantage? The numerous improvements which we have introduced on the B & B Stove make it for all practical purposes an independent gas plant. After the generating burner is started in the morning, it is in every way just as convenient and efficient as the finest gas range operated by city gas. The heating power of the burners is just as great. They can be lighted just as quickly, and in addition, our stove has a very decided advantage of being much more economically operated." The accompanying cut illustrates their line. This stands about the same height as a range, thus being very convenient to work over. In the accompanying cut the stove is shown with three burners, two located on the top and one on the step. The step burner is very convenient for heating boilers of water, etc. It is fitted with our low-down safety tank, which cannot be filled while the stove is lighted. The B & B Burner can be generated without a trace of smoke, which makes it exceedingly popular with housekeepers. This stove is finished in black enamel and aluminum bronze, with a beautiful nickel name-plate. It is strong enough to carry any load. All parts of the stove are very accurately machined with tools designed especially for this work.

STOVE RECORD, Continued on page 56.

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Better Heating



KELSEY HEATED HOUSE, DETROIT.

If you've found that cheap heating work doesn't pay—either in profits or reputation; if you want to be in position to furnish the most powerful heater so that you can go after the best jobs,

Why not write to us at once about securing the Exclusive Agency for the

Kelsey Warm Air Generator

Back of the Kelsey, there's the record of more than

30,000 in Use

with sales increasing every year—and the record of actual results secured in the very finest class of Residences, Churches and Schools which are causing prominent Architects to specify, and users to recommend, and are bringing Kelsey dealers everywhere more and better business.

Send for Booklet and 112-page book "*Opinions.*" 800 Dealers are selling. It might pay you to act quickly.

KELSEY HEATING CO., Makers,
Syracuse, N. Y.
New York Office, 156 Fifth Ave.
Chicago, Cook & Van Evera Co., 38 Lake St.



"Norman Classic" Range

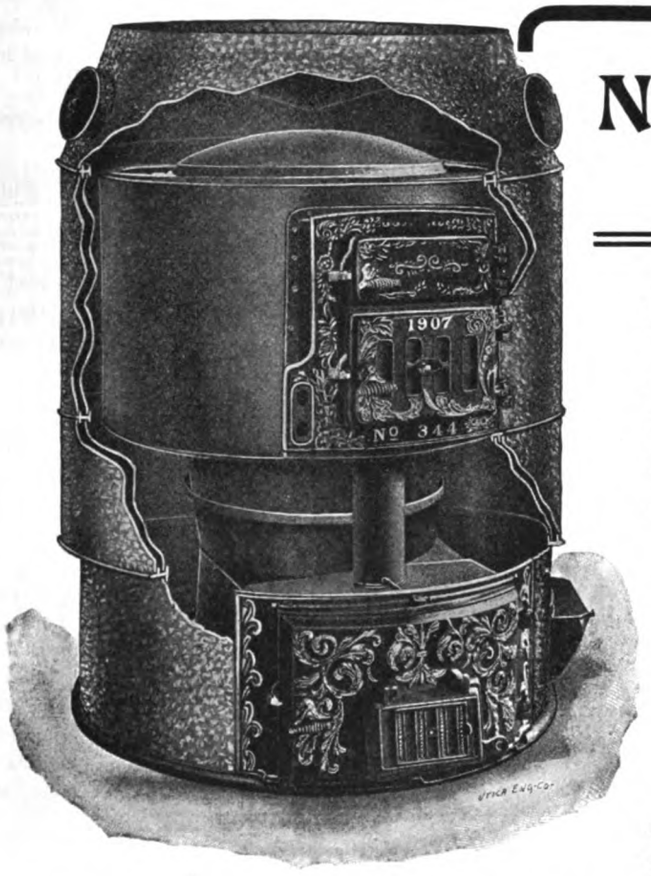
A HOT Favorite With Housewives.

Why? Because

It uses little fuel!
Is easy to clean!
Bakes to perfection!
Requires little attention!
Cooks like clockwork!
Creates envy!

Has Big, Deep, Roomy Oven and Modern, Removable Grates.

GALUSHA STOVE CO.
ROCHESTER, N. Y.



New "Superior" Furnace

Our 1907 addition to the "SUPERIOR" Line is the 300 Series.

Its points of advantage are:

Heavy Steel Plate Radiator.
Immense Combustion Dome.
Heavy Two-Piece Fire Pot.
Anti-Clinker Revolving Grate.
Deep Ash Pit.

It's a quick, strong and powerful heater, for coal or wood, sold at moderate price.

If you want the agency in your town for "Superior" Furnaces, drop us a line.

You should not be without a copy of our catalog. Shall we send it.

UTICA HEATER CO., Utica, N. Y.

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STOVE RECORD, Continued from page 54.

BARSTOW STOVE CO.

The Barstow Stove Co., Providence, R. I., are the manufacturers of the line of Richmond Ranges to which we desire to call attention.

THE "RICHMOND" RANGE.

With high shelf—1905 style—the oven food rake extends across the oven bottom, and is operated by a nickel pull in front. With it the contents of the oven can be drawn forward without danger of scorching the hand. Each range is furnished with the "Richmond" heat indicator. Simple in construction, and always



WITH HIGH SHELF.

reliable. All the nickel parts lift off to clean or blacken the range. The nickel ornamentation is not as objectionable to the tidy housewife as when these parts were securely bolted on.

THE HIGH WARMING CLOSET,

with automatic Russia iron roll front, furnishes generous space for warming dishes, and is very desirable. The reservoir is large, and contains a heavy copper tank lined with pure tin. The tank is instantly removable for cleaning or repairing. The



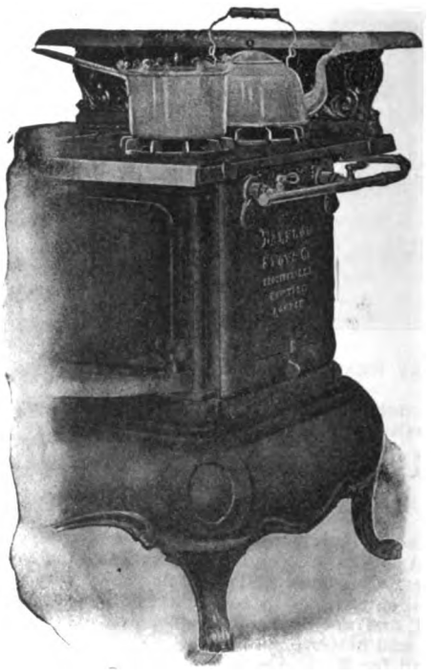
WITH HIGH WARMING CLOSET.

20th century simmering or slow-cooking cover is a new feature that is appreciated. The ring-reducing cover is very convenient when it is desired to use small vessels over the fire. All Richmonds are furnished with the famous "Dighton Rock" linings, considered the best that can be produced.

Cast water fronts or brass coils can be furnished for either size, and ranges are equipped for burning coal or wood as desired. The triangular grate is sent in each range, unless the plain flat grate is specified, and either style is removable through the fire door opening without disturbing the brick, water front or other firebox parts.

THE GAS ATTACHMENT

is an ideal appliance for Summer cooking. This feature consists of two gas cooking lids that replace the ordinary covers on the back end of the range. They take up no extra room, are always ready for use, and perform all the lighter duties of a gas range, while the coal fire is at the same time doing the heavier work of baking and water heating. The attachment in no wise interferes with the coal fire, and is readily attached and detached when desired.



THE GAS ATTACHMENT FOR THE RICHMOND RANGE.

Our patent gas cooking lids are adapted to the "Richmond" when ordered, and the gas and coal fire can be used at the same time without the slightest danger. This is a great convenience in the Summer time, and especially during the night, when hot water is wanted quickly. A portable oven can be used in connection with the gas attachment.

UTICA HEATER CO.

Utica Heater Co., Utica, N. Y., have made a 1907 addition to the "Superior" line in their

NEW SUPERIOR FURNACE

with deep, Crescent-shaped steel radiator and double feed doors, 12½ by 14½ inch opening. Points of advantage: Heavy steel plate radiator. Immense combustion dome. Heavy two-piece fire-pot. Anti-Clinker revolving grate. Deep ash-pit.

THE 300 SERIES,

with deep, Crescent-shaped steel radiator, the latest addition to the Superior line, is the 300 series. This series of furnaces was specially designed to meet the demand for a strong, powerful, up-to-date heater, capable of burning either coal or wood, and sold at a moderate price. We believe they have succeeded in their efforts, as this line is meeting with a ready sale, and they are receiving letters of recommendation from customers in all parts of the country. The radiator is crescent, or horseshoe-shape, made of very heavy sheet steel, with triple heating surfaces. The joints are all riveted, same as in a steel boiler, and the radiator encloses an immense dome or combustion chamber. Both the dome and the radiator are very deep, affording exceptionally large heating surfaces. The ash pit is large and deep, and equipped with our anti-clinker duplex grate. The furnace when cased is especially low in height, making it very desirable for use in shallow cellars. This series can be supplied with single or double feed doors, the latter measuring 12½ by 14½ inches, inside opening. This furnace is especially adapted for purposes requiring a quick and powerful heater.

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have no terror for the dealer that handles

TRIUMPH RANGES

No. 8 or No. 9-16 with Res. and H. Closet....$18.00
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Don't judge by price but write for our catalogue of ranges, base burners and heaters and special offer to stove dealers.

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BONNET-NANCE STOVE CO.
CHICAGO



GODDARD'S MOP PRESS

The best machine made for drying a mop. Nothing to get out of order; only four pieces in it. The most simple, durable and efficient on the market.

ALL MALLEABLE IRON
Sells on Sight. Warranted One Year
Send for Circulars to
GODDARD MOP PRESS CO.
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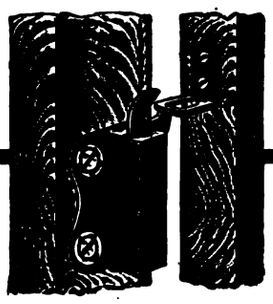
WATROUS AUTOMATIC DOOR CATCH

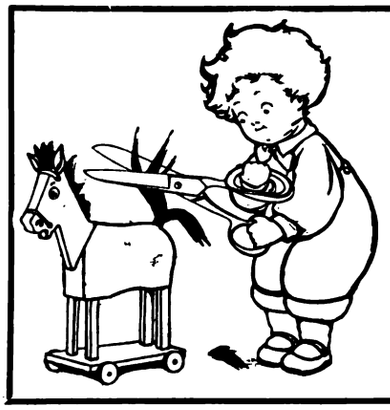
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PATENT APPLIED FOR.

For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar. Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.

The
E. L. Watrous Mfg. Co.
Des Moines, Iowa.

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MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
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IF you are after the BEST **SEEDERS** that your money can buy at a profit for you, write us. **Forty Years at it.** We know how to make them best. Five kinds: CYCLONE, Cyclone, Jr., Little Wonder, Chicago Steel Bow, Champion, Jr.—all quick sellers. Write for price to-day.

CYCLONE SEEDER CO., Urbana, Ind.
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FRANKLIN WOVEN WIRE STRETCHER
ALSO THE
CHARLES WIRE STRETCHER GATE



Send for information about the most practical Woven Wire Stretcher and the CHARLES Wire Stretcher Gate. Insist upon your jobber and fence manufacturer furnishing this make.

G. F. SMITH CO. Manufacturers, DE KALB ILLINOIS



FRYING-PAN CLOCKS

are made of real Frying-pans, the bottom of the pan being used as the face. They come in two sizes—**10 inch with raised brass figures and 6 inch with painted figures**, and with one and eight day movements.

Also Program, 60 Day, Calendar, Electric, Synchronized and Watchman's Clocks.

Send for Catalogue No. 587.

The PRENTISS CLOCK IMPROVEMENT CO.
Dept. 58, 49 Dey Street, N. Y. City.



CALDWELL Sash Balance

Does away with cords.
Balances window perfectly.

CALDWELL MFG. CO.
ROCHESTER, N. Y.

100 Perfection Paper Fasteners, mailed for 10 cts. Schooley Novelty Co., Homestead, Pa.

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No. 12 Old Reliable Torch

is the highest grade of single jet type of torch made.

Constructed of the best quality heavy brass and being the first torch of its kind ever placed on the market, it is the favorite among all classes of mechanics.

You would not want a more profitable seller. Guaranteed.

Write your Jobber or us.

Price of No. 12 $3.25. Get our Catalog.

TURNER BRASS WORKS,
70 N. Franklin St., Chicago, Ill.



BARTHEL KEROSENE TORCH

Single charge, 1 pint of kerosene. Flame, 7 inches long from mouth of flame tube. Will melt ¼ inch copper rod in 1½ minutes. Gun metal flame tube. Positively the safest, best constructed and most economical torch made. COMBUSTION PERFECT.

Send for catalogs of Torches, Fire Pots and Stoves

BARTHEL BLOW LAMP CO.
OLD SOUTH BUILDING
BOSTON, MASS.

WE sell or exchange Hardware stores, stocks, real estate and business chances anywhere. Western farms and farm mortgages for sale. Fidelity Real Estate & Trust Co., 104 Bee Building, Omaha, Neb.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

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AMONG the 575 positions for salesmen, clerical, executive, professional and technical men at $1,000-$5,000, described in current issue of *Opportunities*, there should be several of especial interest to you. Sample copy free. Write us to-day stating experience. HAPGOODS, 305 Broadway, N. Y.

BOY in wholesale Hardware business as stock clerk and selector. Good chance for advancement. Address S. C., care of HARDWARE.

HARDWARE stock wanted in exchange for good improved farm in Iowa, Illinois or Missouri. L. C., care of HARDWARE.

For Sale.

A LONG established Stove, Hardware and Ship Chandlery business in a growing, healthy, county seat town of five thousand population of the West Gulf Coast. Good graded schools, five churches, telephone and electric light system, telegraph, daily mail, two ice plants, an oyster cannery, several saw mills, artesian water, water works and sewerage under construction.

An excellent opportunity for a plumbing business. Several lines river and coastwise steamers. A railroad (A & N) building and to be completed by next Summer. Stock is in first-class shape and inventories about $8.000. Will rent the corner, three-story 30 by 80 brick building.

Present owners have not the necessary time to give proper attention to the business on account of more pressing outside matters. Correspondence unsolicited unless you mean business. For further particulars, address HERMAN RUGE & SONS, Apalachicola, Fla.

FOR SALE—A well-established Hardware and paint store, near Boston, in a large city and doing a profitable business—good reason for selling. Terms cash. Address Box 1, Cambridge A, Boston, Mass.

TREASURY Department, Bureau of Engraving and Printing, Washington, D. C., February 4, 1907.—Sealed proposals to furnish during the fiscal year beginning July 1, 1907, supplies of Chemicals, etc., Lumber, and Plumbers' Supplies, will be received at this office until 2 P. M., Monday, April 15, 1907, at which time they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids or parts of bids. Blank forms, with specification for proposals and further information, will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau.

TREASURY Department, Bureau of Engraving and Printing, Washington, D. C., February 4, 1907.—Sealed proposals will be received at this office until 2 P. M., Monday, April 1, 1907, to furnish during the fiscal year beginning July 1, 1907, the following classes of supplies, viz.: Paper, etc., Binders' Supplies, Electrical Supplies, Printers' Inking Rollers, and Paper Boxes. The proposals must be received not later than the time above specified, but they will not be opened until 10 A. M., on respective dates as follows: Paper, etc., and Binders' Supplies, May 17, 1907; Electrical Supplies, Printers' Inking Rollers, and Paper Boxes, May 20, 1907; on which dates at the hour named, they will be opened and recorded in the presence of bidders in the office of the Director of Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids, or parts of bids. Blank forms, with specifications for proposals and further information, will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau.

TREASURY Department, Bureau of Engraving and Printing, Washington, D. C., February 4, 1907.—Sealed proposals will be received at this office until 2 P. M., Monday, March 25, 1907, to furnish during the fiscal year beginning July 1, 1907, the following classes of supplies, viz.: Grocers' Sundries, Hardware, Dextrine, and Oils, etc. The proposals must be received not later than the time above specified, but they will not be opened until 10 A. M., on respective dates as follows: Grocers' Sundries, May 21, 1907; Hardware and Dextrine, May 25, 1907; Oils, etc., May 27, 1997; on which dates at the hour named, they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids or parts of bids. Blank forms, with specifications for proposals and further information, will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau.

TREASURY Department, Bureau of Engraving and Printing, Washington, D. C., February 4, 1907.—Sealed proposals will be received at this office until 2 P. M., Monday, March 25, 1907, to furnish during the fiscal year beginning July 1, 1907, the following classes of supplies, viz.: Textiles, etc., Rubber Goods, Engravers' Supplies, and Dry Colors. The proposals must be received not later than the time above stated, but they will not be opened until 10 A. M., on respective dates as follows: Textiles, etc., and Rubber Goods, May 23, 1907; Engravers' Supplies, May 29, 1907; Dry Colors, May 31, 1907; on which dates, at the hour named, they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids or parts of bids. Blank forms, with specifications for proposals and further information, will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau.

A LONG established plumbing, steam, roofing and tinsmithing business in the best part of the Bedford section of Brooklyn, good reason for selling; only $300 required. J. B., 1226 Sterling Place, Brooklyn, N. Y.

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Better Goods= Bigger Profits

The "Wise Buyers' Line is The Money Maker par Excellence."

Look to the Finish! A small sample order of the Forsyth Line---"The Wise Buyers' Line"---will convince you and your customers quicker than a barrel of talk that no line of Bath Room Accessories has such superior finish and high lustre as ours.

Look to the Finish! Forsyth goods are hand-burnished---not machine-finished. We spend more money in the finish of our goods than other manufacturers.

Look to the Finish! Better finished bathroom fixtures last longer—look better---talk louder---in your behalf and your bank account than poorly finished goods. They sell themselves if properly displayed.

Look to the Finish! And then look at our Price List and Discounts! If you think you can buy as good goods at as good profits elsewhere---promptly delivered---it will be a great surprise to us of "The Wise Buyers' Line" as well as its hundreds of friends.

DON'T

put it off till tomorrow. Get our catalog and prices today. Incidentally, let's tell you something of our Household and Hardware Specialties and Moulding Hooks.

Forsyth Mfg. Co., - Buffalo, N. Y.

Pacific Coast Representative:
A. S. KEELER & CO., 833 Folsom St., San Francisco, Cal.

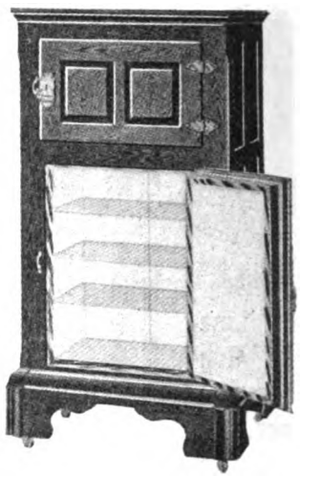
J. J. COMSTOCK, 40 Dearborn St., Chicago, Ill.

Please mention HARDWARE when writing to advertisers.

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This kind you would want in your own home
Is the kind you want to sell your customers.

Alaska Refrigerators



The Alaska, on account of its superior construction, insulation and circulation, gives the maximum amount of cold air —with minimum consumption of ice.

Insulation of pebbled charcoal—held in place by the Alaska system of cleat construction, which divides the walls into small compartments.

The Alaska System of Circulation of warm and cold air flues in scientifically correct proportions.

Construction the best possible to put in any refrigerator.

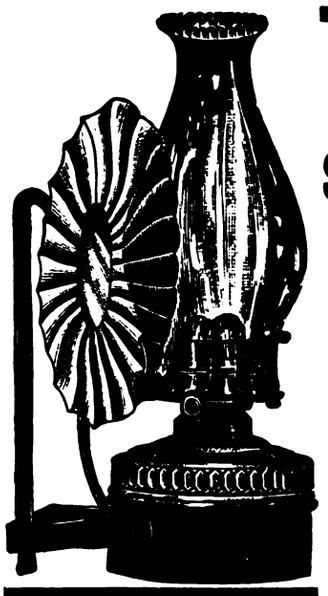
Alaska Refrigerators are easy to sell—*and they stay sold.*

Handsome free catalogs give complete information concerning

FORD OPALITE LINED and OPALITE EXTERIOR **REFRIGERATORS**

Alaska Porcelain Lined Refrigerators
Alaska White Enameled Refrigerators
Alaska Opalite Refrigerators
Alaska Zinc Lined Refrigerators

THE ALASKA REFRIGERATOR COMPANY,
MUSKEGON, MICHIGAN ***EXCLUSIVE REFRIGERATOR MANUFACTURERS***



"Mascot" Steel Lamp Brackets

Are well known for their safety and durability.

A hand or wall lamp once placed in a "Mascot" Self-Locking Fount Cup is held firmly in its place.

We make 15 styles Lamp Brackets; also Window Shade and Lace Curtain Brackets.

Remember: All our Brackets are made from best Bessemer steel, strongly riveted together and finished in black enamel.

Just get a copy of our catalog and see what a profit making line we have!

KENVIN & CUMMINGS CO.
1408 Penna. Bldg. Philadelphia, Pa.



FOUR POINTS

Aerating Spoon Dasher—Novel Ice Guard—Double Wood Scrapers—Every Machine Guaranteed—have given name and fame to the

Alaska Freezer

as the most easily operated and quickest selling freezer on the market. Try it and see. Write us to-day.

ALASKA FREEZER CO.
Winchendon, Mass.

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WHITE MOUNTAIN FREEZERS



Head The List

of Freezers for 1907 because for 30 years they have enjoyed the enviable distinction of being first in quality---first in mechanical improvements and first in producing the best ice-cream.

The Secret

of their supremacy lies in **Their Construction.**

No other freezer is made like the White Mountain, with its Triple Motion—
Duplex Malleable Iron Beaters—
Durable, Water Proof Tubs—
Well made and perfect fitting parts.

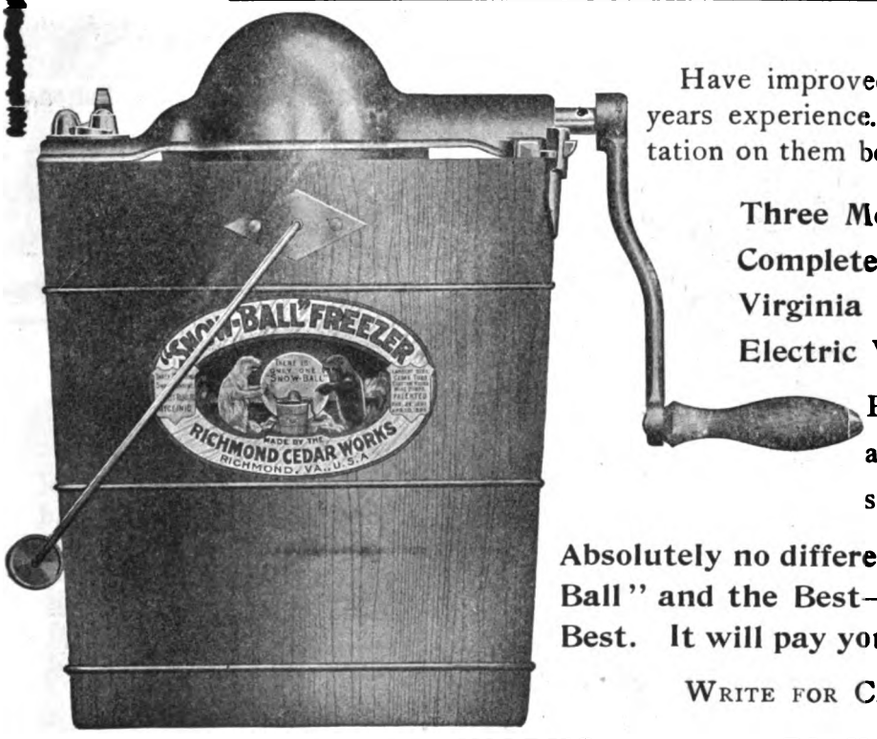
Buy White Mountain Freezers

You'll find them easiest to sell. Leading Jobbers Everywhere recommend them.

The White Mountain Freezer Co.

NASHUA, N. H.

"SNOW-BALLS" FOR 1907



Have improved with age through our 38 years experience. You can stake your reputation on them because they have

Three Motions
Completely Encased Gearing
Virginia White Cedar Tubs
Electric Welded Wire Hoops

Every "Snow-Ball" will freeze a smooth, velvety cream in the shortest possible time.

Absolutely no difference between the "Snow-Ball" and the Best—The "Snow-Ball" is the Best. It will pay you to handle them.

WRITE FOR CATALOG AND PRICES

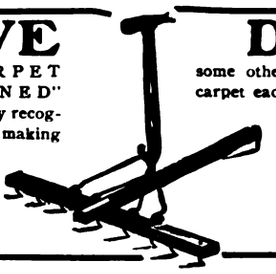
RICHMOND CEDAR WORKS, - - RICHMOND, VA., U. S. A.

The World's Largest Manufacturers of Wooden Ware and Hardware Specialties

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PROGRESSIVE DEALERS

Always handle the best — The "EXCELSIOR CARPET STRETCHER and TACK HAMMER COMBINED" satisfies the most exacting customer. Housekeepers instantly recognize its merits as a time, labor and temper saving device, making sales easy. Light, Strong, Easily Operated, folds compactly, each in a neat box with instructions and fully WARRANTED. Teeth will not tear carpet. Stretcher locks in any position and can be instantly released for new setting without bother of backing up Tooth Bar, as with some others, or re-adjusting in any way. Stretches 16 inches of carpet each time set, more than any other. A Tack Hammer is part of the machine and therefore always at hand. NOT SOLD TO CATALOG HOUSES, hence a PROFITABLE specialty for the Dealer. Ask your Jobber for the "EXCELSIOR" and accept no other "just as good".



Made only by

RICHARD W. MONTROSS
GALIEN, MICH.

PROFANITY

May relieve your feelings after having burdened your shelves with Axle Grease of the "Any-Old Brand" but it won't relieve your shelves.

When "up against it" in this fashion you'll find a sample order of Snow Flake Axle Grease—we repeat—

Snow Flake Axle Grease---

a "sure cure" for profanity and a quick seller. Vehicle users like it best because it lasts and—outlasts the other kind.

Let a sample order convince you.

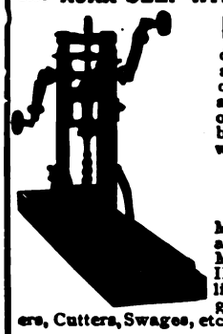
Snow Flake Axle Grease Co.,
FITCHBURG, MASS.



10 lb. Screw Top Tins in 100 lb. Cases.

THE TANITE CO.
STROUDSBURG, PA.

The AJAX SELF WITHDRAWING WOOD BORING MACHINE



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,
Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.





Japanned Steel Door Buttons

Patent Applied For.

Half the weight of the cast, much stronger and will not break. No higher in price and twice as good. Made in all sizes from 1¾ to 2½ inches

Insist on having them. Carried by all leading jobbers. Write us for samples and name of nearest jobber.

The E. L. Watrous Mfg. Co.
Des Moines, Iowa.

GOVERNMENT CONTRACTS

A complete record of all requirements of and contracts made by the U. S. Government.
Write for free sample.

U. S. GOVERNMENT ADVERTISER
PUBLISHED WEEKLY
P. O. Box 341, Washington, D. C.
Established 1882

LAWN FENCE

Strong and durable for Churches, Lawns, Cemeteries. Substantial, hustling dealers wanted in each town and city. We manufacture a heavy Malleable and Steel Picket Fence. 34 different designs. Prices that will make you money. Cat free.

WARD FENCE CO., Box 21 Marion, Ind.

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What is Roofing Tin?---How is it Made?

As a Property Owner or Architect did you ever ask these questions and receive a satisfactory reply?

We know there are many men who would like some definite information along these lines, and have, therefore, compiled a book entitled "FROM UNDERFOOT TO OVERHEAD" which carefully describes the process of making Roofing Tin from start to finish. The information it contains is invaluable to you if you are interested in building, and we will promptly send you a copy if you will write for it and mention this publication.

By using any of the Brands shown below you can procure the very best protection from the elements. These stencils appear in the corner of the sheet, and you will notice the amount of coating carried per box of 20x28–112 sheets is clearly shown. This protects you from substitution—a point which we believe you will fully appreciate.

AMERICAN OLD STYLE AAAAA 40 POUNDS COATING

AMERICAN OLD STYLE AAAA 35 POUNDS COATING

AMERICAN NUMETHODD B 40 POUNDS COATING

MF 32 POUNDS COATING

AMERICAN NUMETHODD D 30 POUNDS COATING

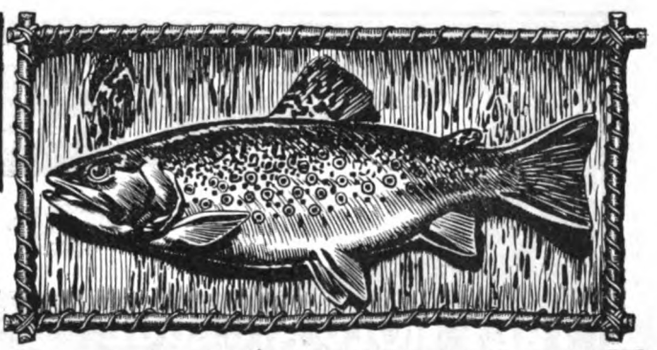
AMERICAN OLD STYLE AAA 30 POUNDS COATING

AMERICAN OLD STYLE AA 25 POUNDS COATING

American Sheet & Tin Plate Company,

1406 Frick Building, PITTSBURGH, PA.

"Bristol" TRADE MARK



STEEL FISHING RODS

"WHAT LUCK?"

The fraternal cry of anglers. Luck should be good, for times are good, and more money will be spent over sport this year than ever before. Dealers had better lay in a full line of "BRISTOL" STEEL RODS now. Get ready! If any suggestions from us will help business--ask for them. Printed matter you can have, and welcome. Keep in mind that **WE** originated the Steel Rod, have manufactured it for nearly twenty years, and that

SUCH IS OUR FAITH

in it, that *we give the unprecedented guarantee, in time, of THREE YEARS,* from the date of a rod leaving our factory, against breakage from defect of material or workmanship. That is our "1907 good word to dealers." It should prove a strong selling card. Business was never better--nor the RODS. May your "LUCK" be good--*and* your order, for which we are waiting.

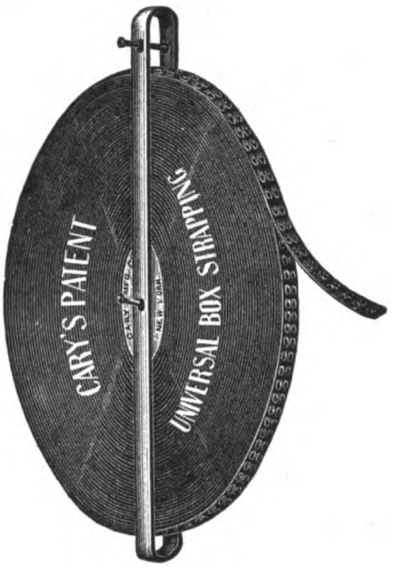
Look for our name and trade mark, "BRISTOL", on every reel seat. That stamps it genuine.

THE HORTON MFG. CO., BRISTOL, CONN., U. S. A.

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CARY'S UNIVERSAL BOX STRAP

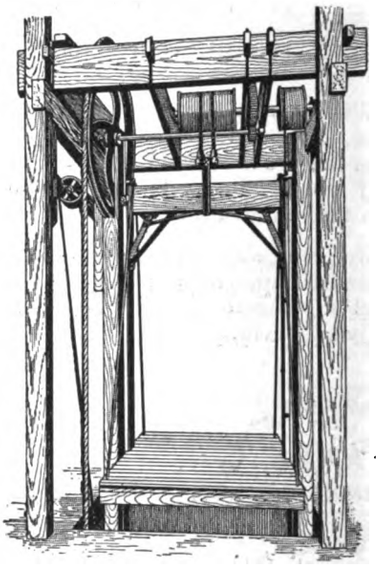
A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

We Pay the Freight
You Install Elevator Yourself



STORE HOIST

We will ship this Elevator direct to you, freight paid and you can itstall it yourself without expense except the help of the average mechanic. This is an exceptional offer. Everyone knows that **EATON & PRINCE** means dependable Elevators. No other Elevator is quite as good because none is made with such infinite care. Send for Catalogue No. 57.

We are also extensive makers of Passenger and Freight Elevators for direct and alternating electric current. Send postal for illustrated catalogue No. 56.

EATON & PRINCE COMPANY
70-76 Michigan St., Chicago, Ill.

S.&S. KNIVES
WARRANTED

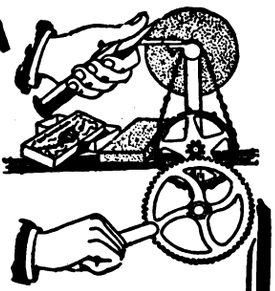


THEY HOLD AN EDGE — NO HARD OR SOFT SPOTS

National Cutlery Co. DETROIT, MICH.

IT'S LITTLE
BUT, OH MY!
IT DOES THE WORK.

The Firefly
is *The* HANDY sharpener.



Price $2.50

Fitted with a 4 in. wheel of Solid Carborundum 1 in. thick
Can be Instantly Clamped to any Bench or Table
INVALUABLE in the WORKSHOP, FACTORY or KITCHEN. WEIGHT, less than 4 lbs.

LUTHER BROS. CO.,
Write for prices. **300 Sloan Ave., No. Milwaukee, Wis.**

PAINTS, OILSAND COLORS.

Oils

Linseed, City, raw, in barrels, ₩ gal	42c
Linseed, City, boiled, in bbls, " "	45c
Out of Town, on spot, ₩ gal	42c
Calcutta, raw, in barrels, ₩ gal	70c
Lard, prime city, ₩ gal	72@78c
Lard extra, No. 1	47@49c
Lard, No. 1	40@44c

Paints and Colors

Barytes, Foreign floated, ₩ ton	$15.50@20.00
Barytes, American floated, ₩ ton	$19.00
White Lead, American, dry, in bbls., ₩ lb	6¾c
White Lead, American, in oil, in lots of less than 500 lbs., ₩ lb. net	7¾c
In lots of 500 lbs. and over, ₩ lb	7¼c
White Lead Eng., in oil, ₩ lb	8¼@10c
Zinc, American dry, ₩ lb	5½@5¾c

Putty, Commercial——₩ 100 lb

In bladders	$1.70 @1.85
In bbls or tubes	1.30 @1.40
1 lb. to 5 lb cans	1.55 @1.65
In 25 to 50 lb cans	1.50 @1.60

Spirits Turpentine

In regular bbls	70½@71c
In machine bbls	71@71½c

Dry Colors

	₩ Lb
Blue, Chinese	20@44c
Blue, Prussian	20@40c
Blue, Ultramarine	14@15c
Sienna, Italian, burnt & powdered	3@3½c
Sienna, Italian, raw & powdered	3@3½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	6@15c
Green, Paris, in kegs	13½@14½c
Indian, Red, American	15@18c
Indian, Red, English	4½@5½c

Colors in Oil

Black Ivory, best	10@20c
Blue, Chinese	20@40c
Blue, Prussian	20@40c
Blue, Ultramarine	14@15c
Sienna, burnt	3@3½c
Sienna, raw	3@3½c
Umber, burnt	2½@3½c
Umbe .	2½@3½c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....52@55c
G. D.....per M 34@35c
F. L.....per M 40@42c
G. E.....per M 48@50c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $3.00 per M.....20%
B.L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50.....10&5%
32 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.40
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gge..65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.....25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....20%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.90
Drop, B and larger, per 25 lb bag.....2.15
Buck, 25 lb bag.....2.15
Chilled, 25 lb bag.....2.15
Dust Shot, 25 lb bag.....2.35

GUN WADS—₩ 1000—

B E., 11 up.....$ 60
B. E., 9 and 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00 } -15%
P. E., 9 and 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
Ely's B. E., 11 and larger.....$1.70@$175
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes

	₩ doz.
Iowa Farming Tools.	
Hawkeye	$3.25
Western	4.00

Anti-Rattlers

Fernald, Quick Shift, ₩ doz. pair, net..$2.00
Burten's, ₩ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00

Kohler's:	₩ Gro.
Dealey, No. 4	Net. $4.80
Perfect, No. 2	Net. 6.00
Belt Holder, No. 1	Net. 8.40

Anvils

Eagle Anvils, ₩ lb, net.....8½c
Hay-Budden, Wrought.....9½@9¾c
Peter Wright's.....11@11½c
Trenton.....9 1-8@9¾c
Columbian, all steel, ₩ lb, net.....9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells.....70%
Com. Auger Bits.....75@75&5%
Forstner Pat. Bits.....25%
Ford Anger Bit Co:
Anger Bits. } 40@40&5%
Car Bits. }
Machine Bits. }
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30.....40&7½%
Nobles Double Spur, No. 32.....55%
No. 10, Extension Lip.....25%
Car Bits, No. 10.....25%
Car Bits, No. 30.....40&7½%
Ring Augers.....66⅔%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits:
Extra.....60&10%
No. 1.....60&10&10%
Russell Jennings' Augers and Bits.....25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Beaney's Adjustable.....$5.50@6.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, cash $4.50.....25%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat...33⅓&10%
Clark's small, $18.....40&10&50%
Clark's large, $36.....40&10&50%
Ives' Model, ₩ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.50@5.75
Mayhew's Diamond ₩ doz. $1.25.....40%
Snell's Bell Hangers.....60%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....33⅓&5%
L'Hommedieu's.....15%
Snell's.....40%
Watrous'.....33⅓&7½%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.50@4.00
Patent Peg	$1@$4c
Sewing, Com	80@$1.00
Shouldered Peg	65@70c
Shouldered Brad	65@65c
Socket Scratch ₩ doz	$1.00

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₩ doz. $7.50; No. 20, ₩ Doz. $10.....60&10%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $13; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....50%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $13....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls. 33⅓%
Rollis Bdw. Co., Adj. Tool Holders, No. 1, $13.....30%

Axes

Single Bit, base weights:
First Quality.....$5.00
Second Quality.....$4.50
Double Bit, base weights:
First Quality.....$7.50
Second Quality.....6.75

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....50%
Broad and Bbl.....40&10%
Boy's Axes.....30%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....50%
Broad and Bb'l.....40&10%
Boy's Axes and Hatchets.....50%

Axle Grease

Dixon's "Everlasting" Graphite:

1 lb cans (36 in case)	15 ea.
3 " " " "	35 "
10 " firkins (6 in case)	$1.30 "
25 " "	2.75 "
50 " kegs	5.00 "
100 " "	9.00 "
200 " half bbls	8½c lb
375-400 lb "	

Snow Flake: (Discount 10%)

One-quart cans, ₩ doz.	$ 2.00
Two-quart cans ₩ doz.	3.20
One-gallon cans, ₩ doz.	6.00
Five-gallon cans, ₩ doz.	24.00
Quarter bbls. (15 gals.), ₩ gal.	.45
One-half bbls. ₩ gal.	.40
Bbls., ₩ gal.	.36

Balances, Spring

Chatillon's:
Light, class A.....50%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1.....50%
Class A2.....40%
Class D. E. F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10@60%

Beef Shavers

Enterprise:
Japanned, each, $3.00.....25@20%
Tinned, each, $10.50.....25@20%

Bells

HAND—

Hand Bells, polished brass.....60&10@60&10&5%
Nickel Plated.....50&10@60%
Pure bell metal.....60%
Silver chime.....35%@65%
Swiss.....50&10@50&10&5%
White metal.....50&10@50&10&5%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....60%
Gong, Yankee.....30%
New Departure:
Rotary.....30&10%
Push.....30%

COW—

Common wrought.....75@75&10%
Kentucky.....70@70&10%
Texas Star.....50%
Western, Sargent's list.....70@70&10%

Bellows

Blacksmiths'.....65&10@5%
Hand.....25&10%
Moulders'.....25&10%

Belting Rubber

Boston Belting Co:
"Boston".....50%
"Imperial," seamless stitched.....45%
Niagara.....60%
New Jersey Car Spring & Rubber Co:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Miller's Falls.....15&10%

Binder Twine

	Per Pound
Sisal	9@9½c
Standard	9@9½c
Standard Manila	10¼@10¾c
Manila	11¼@11½c
Pure Manila	13¼@13½c

Bit Holders.

Angular.....45%
Extension:
Barber's, ₩ doz. $15.00.....65@50%
Ives' ₩ doz. $60.00.....60&10%

Blind Adjusters

Columbian.....33⅓%
Domestic, ₩ doz. $3.00.....33⅓%
Excelsior, ₩ doz. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₩ gr.....$9.00
Zimmerman's.....50@50&10%

Blocks, Tackle

Eddy's.....50&10@60%
Hartz' Steel.....50@50&5%
Iron Strapped, Japanned Sheaves...70&10%
Iron Strapped, Lig Vitae Sheaves.....60%
Rope Strapped, Japanned Sheaves...65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Antomatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....50%
Wrought Barrel.....30%
Wrought Barrel Bolts, Griffin's.....75%
Wrought Square.....70%
Wrt Shutter, St'nrd list.....70&10%
Wrought Spring, Sargent's.....70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x8 and smaller.....70&12 1-2%
Larger and longer.....60&3 1-2%
Phila. Eagle, $3.00 list May 24, '99.....50%
Bolt ends, list Feb. 14, '95.....65@65&5%
Bolt ends, with C and T nuts.....60%
Machine, ½x4 and smaller.....70&12%
Machine, larger and longer.....60&7 1-2%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99.....75%
Bay State, fluted.....75%
Eagle Phila.....33⅓%
Norway, Phila.....30%
Common.....75&10@30%
Norway, Phila.....30%
Pertchester, Norway.....30%
Phila.....33⅓%

STOVE AND PLOW—

Plow.....35&10%
Stove.....33 1-3%

MISCELLANEOUS—

Sink.....33 1-3%

Bone Mills

Enterprise.....25@30%
Stearns.....40%

Borers, Tap

Enterprise.....20@25%

Each	$1.25,	$1.75,	$2.50
Nos.	1	2	3

C. E. Jennings & Co.:
No. 6.....20&10%
No. 10.....25&10%
Common ring.....20&10%
Ives.....25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Eloe's Pat.	$3.50,	$3.75
Ajax		40%
Phillips		$4.00 net

Box Scrapers

Bradley's.....30%
Stanley's Adjustable.....45%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal".....33&10%
Standard Metal Strap Co's.:
Ratchet.....30&10%

Braces

Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
C. E. Jennings & Co.:
No. 108@114.....50&5&10%
No. 208@214.....50&5&10%
Lancaster Mach. & Knife Works.....50%
Gen. Spofford's.....60%

Brackets

Griffin's Folding.....70&10%
Griffin's Pressed Steel.....80@80&10%
Bradley's Pat., full cases.80&10@80&10&10%
Bradley's, in broken cases.....80&10%
Baine's Adjustable.....25%

Bright Wire Goods

Standard list:
Steel.....90&10%
Brass.....85&25%

Bull Rings

Humason, Beckley & Co's.....80%
Rea's 2½ in. net, ₩ doz.....$1.50
Sargent's.....80%

Butchers' Cleavers

New List, Feb. 1, 1906:
Foster Bros., flat heads.....30%
Foster Bros., round heads.....30%
Lancaster Mach. & Knife Works....33⅓40%
L. & I. J. White.....30%
Plumb's.....30%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star.....15@15&10%
C. E. Jennings & Co.....30&10%

Butter and Cheese Triers

Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges

Stanley's.....25&10%

Butts

BRASS—

Wrought Brass, New list.....50%

CASTIRON—

Fast Joint, broad.....40&10@50%
Fast Joint, narrow.....40&10@50%
Loose Joint.....70&5@75%
Loose Joint, Japanned.....70&5@75%
Loose Joint, Jap. with Acorns....70&5@75%
Loose Pin.....70&5@75%
Mayer's Hinges.....70@70&5%
Parliament Butts.....70@70&5%

WROUGHT STEEL— (Extra, 10&10%)

	Discount.
Reversible and Broad	75%
Light reversible, Light Narrow	75%
Loose Joint, Narrow L'ht, Inside Blind, etc	70&10%
Back Flaps, Table Chest	70%

Can Openers

American.....₩ gross, $1.75@$2.00
No. 5, iron handle.....₩ gross, $2.00
Sardine Scissors.....$1.75@$2.00
Sardine Scissors, forged steel..₩ doz., $3.00
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50.....80%@80&10%

Cartridges

See Ammunition.

Casters

Bed.....70@70&10%
French or Philadelphia Iron wheel.....75@75&10
Plate.....60@60&10
Payson's Furniture.....70&10&10
Payson's Truck.....70&10
Standard, Ball Bearing.....45%

Cattle Leaders

Humason, Beckley & Co's.....70%
Sargent's.....70&10%
Welten's.....70&10%

Chain

American Coil, Straight Link:

Inch	₩ 100 Lbs.
3-16	$9.15
¼	6.80
5-16	5.25
⅜	4.55
7-16	4.35
½	4.15
9-16	4.15
⅝	4.00
¾	3.90
⅞	3.85
1 to 1¼	3.75

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain.....

Chains

Galvanized Pump chain, ₩ lb.....4½@4¾c
Ger. coil, list July 24, '97...80&10@80&10&10%
Ger. Halter chain, list July 24, '97.80&10&10%
Jack chain, Iron.....50&10%
Jack chain, Brass.....50&10%
Oneida Wire Dog chains.....45@50&5%
Trace Wagon and Fancy Chains:
New list.....60@60&5%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....30%

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COW TIES—
American ..... 45@50%
Niagara ..... 45&2&50&10&5%
Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 45%
Sisal 33⅓%

Chain Guards
Aluminum S. & N. Co 50%

Carpet Stretchers
Bullard's 33⅓%
Montross' "Excelsior" and Tack Hammer Combined, ₩ doz., $6.00 ..... 20%
Cast iron, Steel points, ₩ doz 80c
Sockets, ₩ doz $1.75

Carpet Sweepers
Sterling Carpet Sweepers:
Model A, Nickel trimmings 25.00
" B, Japd. " 21.00
" C, Nickel " 23.00
" C, " " 21.50
" D, Japd. " 19.50

Carpet and Rug Beaters

	₩ Doz.	₩ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners
Enterprise ..... 25%@30%
Goodell's Family, net ₩ doz $5.00
Rellman's, net., ₩ doz 6.00

Chisels
SOCKET FRAMING & FIRMER—
Standard Makes 75%
L. & I. J. White ..... 30@30&5%
C. E. Jennings & Co., No. 70 ..... 25&10%
Jennings & Griffin Mfg. Co 60%
TANGED & MISCELLANEOUS—
W. & S. Butchers' ..... $4.75@$5.00 to £
C. E. Jennings & Co ..... 25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels 25%
Tanged Gouges 25%
Tanged Firmers ..... 33⅓&10%
Tanged Gouges 33⅓%
L. & I. J. White ..... 25&5%
COLD CHISELS—
Good quality, ₩ lb ..... 18&18c
Snell's best C. S ..... 40&5%
Cronk's 50%

Cleaners, Sidewalk

	₩ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers
HORSE—
Chicago Flexible Shaft Co's.:

	Each.
Lightning Belt Clipping Mach.	$15.00
New '98, Chicago	3.75
1903 Chicago	10.75
Twentieth Century	5.00

Coach Oil
Snow Flake.

One-pint cans, ₩ doz.	$ 3.00
One-quart cans, ₩ doz.	4.80
One-gallon cans, ₩ doz.	15.00
Five-gallon cans, ₩ doz.	66.00

Cocks, Brass
Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks ..... 55&10@60&10%

Coffee Mills
Box and Side ..... 50&10@60%
Enterprise Mfg. Co ..... 30@35%
Lane Bros. Co 30%

Compasses, Dividers, &c
Athol Calipers and Dividers 40%
Bemis & Call Co's.:
Compasses 50%
Dividers 35%
Compasses, Calipers, Dividers ..... 70@70&10%

Coopers' Tools
L. & I. J. White ..... 20@30&5
Sandusky Tool Co ..... 20@30&10%

Corkscrews
Detroit Cork Screw Co 33⅓%
Humason & Beckley Mfg. Co ..... 50&10%
Samson, ₩ doz $10.00

Corn Hooks

	₩ Doz.
Kretsinger Cut-Easy	net $6.00

Corn Knives and Cutters
Bradley's ..... net
Wadsworth's 60%

Countersinks
Mayhew's Diamond ..... 40@45%
Smith's 25%
Snell's 40%
Wheeler's Patent 50%

Cow Ties
See Chains.

Crayons
Sargent's List 20%
Dixon's:

	₩ Gro.
Eclipse ..... 7 in., $6.75; 9 in.,	$4.86
Emerald	5.00
Oriole	5.00
Rainbow	3.12
Solid	7.50
Tailer black, $6.50; ed and blue,	9.00

Curry Combs
Kohler's 40%
The Metal Stamping Co 40%
Southington Cutlery Co's ..... 25&10%

Cutlery
Foster's Pocket 30%
Carriers' Pocket 50%

Diggers
See Post Hole, etc.

Dividers
See Compasses, Dividers, etc.

Dog Collars
Walter B. Stevens & Son:
Brass 40%
Embossed Gilt ..... 30&10%
Leather 40%
Union Hd'wre Co., new list ..... 50@50&10%

Door Checks
Bardsley's ..... 40@45%
Columbia ..... 50&10%
Eclipse ..... 60&10%
Home ..... 50&10%
Pullman's Screen, ₩ doz. net $4.50

Door Holders
Empire 50%
Superior 33⅓%

Door Springs
Columbian Steel 20%
" Faultless 50%
Gem (Coil), list Oct. '95 ..... 20%
Pullman, Perfect 25%
Pullman Coil 25%
Star (Coil), list Oct. '95 ..... 20%
Torrey's Rod, 39 in., ₩ doz. net $1.10@$1.25
" " 48 in., " " " 1.50
Victor, Coil ..... 50&10&10%
Chicago Coil Springs ..... 40&10%
Reliance Coil Springs ..... 40&10%

Drain Cleaners
Iwan's Adjustable 35%
Iwan's Stationary ..... 40&5%

Drawer Pulls
Drawer Pulls, Griffin Mfg. Co., list ..... 75&10%
Sargent's list 60

Drawing Knives
Standard Makes ..... 70&10@75%
Adjustable Handle ..... 25@25&10%
Jennings & Griffin 60%
Watrous 16⅔%
L. & I. J. White ..... 20&5@25%

Drills and Drill Stocks
Automatic Boring Tools, Goodell's ..... 40&5&40&10%
Blacksmiths' 60%
Breast, Miller's Falls, each $3.00 ..... 15&10%
Hand, Goodell's ..... 60&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00 ..... 33⅓%
TWIST DRILLS—
See Augers and Bits.

Drive Punches
Bemis & Call's:
Hand forged, round 50%
Hand forged, oval 50%

Egg Beaters

	₩ Doz.	₩ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz.	$6.60 1.15	13.00
No. 1, Tinned	1.40	16.00
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.85	19.20
No. 2, Tinned, hotel size	2.00	24.00

Emery Wheel Dressers.
Sterling 35%

Escutcheons
Wood 35%

Farriers' Knives

	₩ Doz.
"Challenge"	$6.00
Popes	8.00
Wilkinson's, net	8.00
Woostenholm's	8.25

Faucets
Iron Petroleum ..... 70@70&10%
SELF MEASURING—
Enterprise ₩ doz. $36.00 ..... 40&10%
Lane's ..... $40.10&25%

Files
DOMESTIC—
New list, Nov. 1, 1899:
American ..... 75&10@75&10&10%
Arcade ..... 75&10@75&10&10%
J. Barton Smith ..... 75&10@75&10&10%
Disston's 75%
Disston's Superfine 50%
Eagle ..... 75&10@75&10&10%
Great Western ..... 75&10@75&10&10%
Kearney & Foot ..... 75&10@75&10&10%
McClellan ..... 75&10@75&10&10%
Nicholson ..... 70&10@75&5%
Nicholson's X. F. Files ..... 40@40&10%
Royal ..... 30@30&10%
IMPORTED—
Stub's ..... Stub's list, 30@33⅓

Filters
Acorn 50%
Fulper's Natural Stone ..... $6.50@$18.50
Subject to trade discount.

Fish Hooks
Am. Fish Hook Co. list ..... 60@60&10%
Kirby & Limerick, low list (50c. base) 50%

Fishing Tackle

Bishop's.	₩ Doz
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers
Covert's Saddlery Works:
Great American ..... 60&20%

Freezers, Ice Cream

"Alaska":					
Qts.	1	2	3	4	6
Net	$1.15	$1.35	$1.50	$1.95	$3.80
"North Star:"					
Net	$1.25	$1.45	$1.75	$2.25	

Fruit, Wine & Jelly Presses
Enterprise ..... 20@35%

Fry Pans

Standard list	75&10@80%			
No.	1	2	3	4
₩ doz.	$3.75	$4.35	$4.75	$5.25
No.	5	6	7	8
₩ doz.	$6.00	$7.00	$8.00	$9.00

Kitchen Specialty Co.:	Net ₩ Gro.
Size AA	$3.10
" A	3.70
" B	9.20
" C	9.20

Gauges
Bemis & Call's Steel 50%
Disston's Mortise ..... 60&10%
Marking Mortise, etc 35%
Stanley's 35%
Starrett's Surface, Center and Scratch. ..... 35&10%
Wire, Morses 25%
Wire, P. S. & W., low list 30%

Gimlets
"Diamond" Gimlets, ₩ gro ..... $4.00@$4.25
Double Cut ..... 40&10@30%
Metal Head ..... 30&10%
Wood Head 50%

Gimlet Bits
See Augers and Bits.

Globe and Racking Cocks
See Faucets.

Glue
Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins 40%

Glue Pots
See Hollow Ware.

Graphite, Lubricating
Dixon's Pure Flake:
633— 1 lb. cans ..... 20c. ea
633— 5 lb. screw top tin cans ..... 85c. ea
634— 10 lb. screw top tin cans ..... $1.60 ea
645— 25 lb. boxes ..... 15c. lb
645— 50 lb. boxes ..... 14½c. lb
646—100 lb. kegs ..... 14c. lb
647—350 lb. barrels ..... 13c. lb

Grindstone Fixtures
Cronk's 50%
P. S. & W ..... 30@30&10%
Stowells Extra Heavy ..... 40&10%
Stowells Light 50%

Gunpowder
See Ammunition.

Gun Wads
See Ammunition.

Hafts
Brittons, ₩ doz $6.50

Halters
Covert Mfg. Co.:
Jute Rope Halters 50%
Sisal Rope ..... 50&10%
Web Halters ..... 35&5%

Hammers
HANDLED HAMMERS—
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75 ..... 50%
Maydole's ..... 33⅓&5@40&10%
Sargent's new list 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 33⅓&7½%
Engineers and B. S. Hand ..... 30&12½%
Quaker City Hammers ..... 40&10%
Riveting and Tinners' ..... 40&3½%
HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb ..... 30&5%
3 to 5 lb 40c lb ..... 30&5%
Over 5 lb 30c lb ..... 30&10&5%
Wilkinson's Smiths ..... 9½c@10c ₩ lb

Hammock Ropes
Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 30%

Handles
WOOD—
Auger, assorted, ₩ gro $2.75
Auger, large, ₩ gro 3.25
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 8 ..... 40%
Axe, Pick, etc ..... 60&5@60&10%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron ..... 25@33⅓
Brad Awl, ₩ gro ..... $1.75@$2.00
Chisel, Worcester, leather capped, ₩ doz. net $1.50
File, assorted, ₩ gro ..... $1.40@$1.80
Firmer, Chisel, Apple, assorted, ₩ gro. ..... $2.25@$2.75
Hammer, Hatchet ..... 60&10%
Hoe, Rake and Fork ..... 40&10%
Rollin Edw. Co. Hafts, ₩ doz ..... 40&10%
"Simplicity" File Hdls, ₩ gro ..... $ .50&1.50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D Handle ..... 40&10%
Shovel and Spade, Long Handles ..... 40&5@35%
CROSS-CUT SAW HANDLES—
Atkins ..... 40&5%
Champion ..... 40@40&10%
Disston's 50%

Hangers, Barn Door
Old Pattern ..... 60&10%
New England ..... 60&10@70
Chicago Spring Butt Co.:
Fraction 25%
Oscillating 25%
Big Twin 25%
Lane's:
Covered ..... 60&5%
Hinge Pattern, net ..... $6.00 ₩ doz.
Standard ..... 60&5%
Special, No. 35 ..... $3.50
" " 30 ..... 3.00
" " 40 ..... 5.00
" " 20 ..... 2.25
Track for same, ₩ 100 ft. net 3.75
Cronk's:
Nos. 1, 1½, 2 and 3 ..... 60&5%
Nos. 11, 12 ..... 70&10%
No. 50, net $3.60
No. 44, net 6.00
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₩ doz. pr. ..... 60&10%
Myers' Stay-on ..... 60&5%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment
Pullman's ..... ₩ gro. net $3.00

Hangers, Parlor Door, Etc
Lane's:
Standard ..... net $3.30
Ball Bearing ..... " 4.15
No. 105 ..... " 2.25
New Model ..... " 2.25
New Champion ..... " 2.25

Hardware Shelving
OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 486, 40 drawers, no partitions, run. ft., $3.50; net each $80.00
No. 1866, 18 drawers, no partitions, run. ft., $4.25; net each 66.47
No. 1868, 24 drawers, no partitions, run. ft., $5.25; net each 84.38
OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.25; net each 15.40
No. 1703, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each 22.92
NAIL BIN BASES—
No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.75; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.25; net each 29.06

Hasps and Staples
Cronk's 50%
McKinney's "Perfect", $1.20 ₩ doz 50%
Wrought ..... 37 1-2@37 1-2&10%
Wrought, Stanley 50%
Wrought, Griffin 60%

Hatchets
See Axes.

Hay Tools

F. E. Myers & Bro.:	
Myers Unloader, double steel track	$7.00
Myers Unloader, wood track	7.00
Comb. Car, Double steel T	7.00
Comb. Car, wood track	7.00
Rev. Car, Double steel track	7.00
Rev. Car, wood track	7.00
Myers Unloader, cable	7.00
Myers Unloader, single rail	7.00
Sure Grip Sling Car, steel or wood track	12.00
Dbl. Rail steel track, complete, ₩ ft.	.16
Single Rail steel track, complete, ₩ ft	.20
D. H. Fork steel, regular, each	1.50
Nellis Fork, each	3.00
Double Grapple Fork, each	7.00
Sprouts, Shear Fork, each	1.50
Walker Fork, each	2.50
Common 6 in. wood sheave pulley, Fig. 482, ₩ doz	3.30
Faultless steel frame K. P. pulley, Fig. 435, ₩ doz	4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₩ doz	3.50
Malleable Frame K. P. pulleys, Fig. 676, ₩ doz	4.50
Reed Wood Frame pulley with hook, Fig. 434, ₩ doz	4.00
Steel Frame pulley with iron sheave, Fig. 565, ₩ doz	3.50
Floor pulley, wood sheave, Fig. 486, ₩ doz	4.50
Hanging Hooks for double steel track, ₩ doz	1.40
Hanging Hooks for single steel track, ₩ doz	1.40
Hanging Hooks for wood track, 10 in., ₩ doz	1.10
16 in., ₩ doz	1.10
Floor Hooks, ¾ in., ₩ doz	1.40
Malleable Rafter brackets, ₩ doz	.70
Wrought Rafter brackets, ₩ doz	.70
Rope Hitch, ₩ doz	3.10

Discount on above 50%

Hay and Straw Knives
Auburn Hay, com. and spear point ..... 40&10%
Iwan's Hay, sickle edge, ₩ doz., net $9.50
Iwan's Hay, imp. serrated, ₩ doz., net 10.00
Kohler's Hay, sickle edge, ₩ doz., net 9.50
Auburn Straw ..... 60&10%
Weymouth, pat., ₩ doz., net $6.50
Wadsworth's ..... 60&10%

Hedge Trimmers
Wadsworth's:
No. 1 ..... 10%
No. 3 ..... 10%

Hinges
WROUGHT IRON HINGES—

Screw Hook and Strap	6 to 12 in., ₩ lb	5½c
	14 to 20 in., ₩ lb	5½c
	22 to 36 in., ₩ lb	5½c

STRAP AND T HINGES—
(New Prices)
List December 20, 1904:

Light Strap Hinges	65%
Heavy Strap Hinges	70%
Light T Hinges	60%
Heavy T Hinges	55%
Extra Heavy T Hinges	60&5%
Hinge Hasps	35%
Corrugated Heavy Strap	70%
Corrugated Ex. Heavy T	60&5%

Extra 10 and 10&5%

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SPRING HINGES—

Bommer Brothers:
- Bommer Spring Hinges 40%
- Bommer B. B. Floor Hinges 40%

Bardsley's Patent Checking 15%

Chicago Spring Butt Co.:
- Chicago Spring Butts 25%
- Triple End Spring Butts 50%
- Chicago Ball Bearing Floor Hinge 50%
- Garden City Fire Engine House Hinge 25%
- Chicago Saloon Door Hinge 25%

Columbian:
- Steel Hinges 60%
- Floor Hinges 60%
- American 30%
- Gem 30%
- Oxford 30%
- Acme, Steel 30%
- " Brass 25%

Niles Mfg. Co. ..... 30&5%

Superior:
- Floor Hinges 33⅓

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... 50&10@60&10%
N. E., ₩ doz., $7.80 ..... 60%
N. E., Reversible, ₩ doz., $5.80 ..... 60%
N. Y. State, ₩ doz., $4.80 ..... 60%
Western, ₩ doz., $4.20 ..... 60%

BLIND HINGES—

Parker ..... 70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13 ..... 75%
W. H. Co's., No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₩ doz. sets ..... 30&10%

Hitching Cords

Covert Mfg. Co 45%
Hitchers Stall ..... 50&25

Hollow Ware

ENAMELED—

Agate Nickel Steel Ware 60%
"Never Break" Steel:
- Spiders, Griddles, &c ..... 65&10%
- Maslin Kettles, &c 60%
- " " Porcelained 50%

STOVE HOLLOW WARE—

Blacklock:
- Ground ..... 50@50&10%
- Plain or Unground ..... 60@60&5%
- Country Ware ₩ 100 lbs. net $8.00
- Enameled Ware ..... 45&10@50%

WHITE ENAMELED WARE—

Maslin Kettles ..... 65@65&10%
Tinned Boilers and Saucepans ..... 35&10%
Enameled ..... 45&10%

GLUE POTS—

Tinned ..... 30&10%
Enameled ..... 35&10%

Hooks

BUSH—

Jennings & Griffin's ..... 33⅓&5%
Wadsworths ..... 55&10%

CAST IRON—

Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60@10%
Clothes Line, Sargent's list ..... 50&10&10%
Coat and Hat, Sargent's list ..... 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60&10%
Picture ..... 50&10%
Screw Hat ..... 60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₩ doz $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%

WIRE—

Atlas, new list, single cases 80%
Atlas, Metal Clasp ..... 75@75&10%
Wire Coat and Hat, Acme ..... 60&10%
Wire Coat and Hat, Gem ..... 70&10@75%
Wire Ceiling, Gem ..... 70&10@75%

MISCELLANEOUS—

Belt 80%
Covert Mfg. Co.:
- Safety Gate and Scuttle Hooks ..... 35&5%

Grass, Wadsworth's 60%
Cronk's, Grass, ₩ doz $2.75
Hooks and Eyes, Brass ..... 60&10%
Hooks and Eyes, Mal. Iron ..... 70&10%
Cotton, box and hay ..... 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	10	
A. C.	25c	25c	23c	21c	21c	40&5%
American, all sizes, net						9⅓c
Nos.	6	7	8	9	10	
Anchor and New Haven	12c. net for all sizes 5 to 10.					
Nos.	6	7	8	9	10	
Ausable	23c	23c	25c	24c	25c	50&10%
C. B. K.	25c	23c	23c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	25c	23c	25c	24c	23c	40&10@60%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	23c	23c	25c	24c	25c	40&10@50%
Lyra, all sizes, net						9⅓c
Livingston						10%&10%
Maud S	25c	23c	23c	21c	21c	50%
Neponset, Nos. 5 to 10, ₩ lb						19c
Northwestern	25c	23c	23c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western						40&10%

Shoes, Horse, Mule, &c.

F. O. B. Pittsburgh:
- Iron, per keg $4.10
- Steel, " 3.85

Burden's all sizes 3.90

Horse Ties

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Sisal 33⅓
- Jute 45⅓

Hose, Rubber

Boston Belting Co.:
- "Boston" 50%
- Niagara 60%

N. J. Car Spring & Rubber Co.:
- Extra Para ..... 40&10%
- Reliable ..... 50&10%
- Staple ..... 60&10%

Standard ..... 70&10%

Hose Bands

Star Hydrant ..... 80&30%
Steam 70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₩ gross ..... $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, ... No. 35, ₩ doz. $6.00 25@30%
No. 34, ₩ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain ..... 20@25%

Knives

Kimball's:
- Bread Knives, ₩ doz. $1.50 ..... 20%
- Butcher Knives 25%
- Shoe Knives 25%

Cronk's Chopping, net ₩ doz $1.50
Foster Bros., butcher, &c 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw

Wadsworth ..... 40&10%

Knife Sharpeners

Pike's: 40%
- Nat. Grit Carving Knife Hones ₩ doz $6.00
- Solid Stone Carving Knife Hones ₩ doz $3.50
- Quick Edge Pocket Knife Hones ₩ doz $6.00
- Mounted Kitchen Sandstone ₩ doz $1.50

Knobs

Bardsley's wood, door, shutter and base ..... 10@15%
Base, rubber tip, 2½ in bead, ₩ gro ..... $1.15@$1.25
Door Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75
Door Por. Nickel ..... $3.10@$3.20

Lanterns

C. T. Ham, Class A, B, C and D ..... 40&10%

Latches

	₩ Doz.
Cronk's barn door, net	$3.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion ..... 75&10%
Clipper Improved ..... 50&10&10&5%
Enterprise ..... 40&10
Genuine Philadelphia Mowers;
- Styles M, S, C, K, T ..... 70&10%
- Style A (all steel) ..... 60&10%
- Style E, low wheel ..... 60&10%
- Style E, high wheel ..... 70&10&5%
- Drexel, low list 50%
- Gold Coins, low list 50%

New Departure, high wheel ..... 70&10%
New Departure, low wheel 75%
Pennsylvania ..... 60&10

Lawn Sprinklers

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
- Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
- Daisy, net, ₩ doz $7.50
- Mystic 6.00
- Rainmaker 4.50
- Dew Drop 1.20

Leads

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Jute 45%
- Sisal 33⅓%

Lemon Squeezers

Berger Bros., ₩ doz...8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₩ doz $9.60
Little Giant ..... 50@50&5%
Porc. lined, Iron, ₩ doz $1.75
Porc. lined, Wood, ₩ doz $1.25
Wood, common, ₩ gro. ..... No. 0, $5.25 @$5.50; No. 1, $6.25@$6.50

Levels

C. E. Jennings & Co's.:
- Hexagon ..... 35&10%
- Iron Bench, new design ..... 35&10%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 20%
Samson Cot., Nos. 4, $2.20; 4½, $2.75 ..... 20%
Silver Lake braided, ₩ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50 ..... 20%

Wire Clothes:

	16	19	20
100 feet	$2.35	$2.00	$1.75
75 feet	1.80	1.55	1.10

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 10%
Reading Hardware Co 40%
Sargent & Co 40%

CABINET—

Eagle Lock Co 33⅓
Corbin 33⅓
Yale 33⅓

PADLOCKS—

Acme bicycle and satchel, ₩ doz., $9.00 ..... 40%
Ames Sword Co ..... 40@45%
Brown's brass 25%
Brown's chain 25%
Champion 40%
Eagle 40%
Smith & Egge bicycle 50%
Wrought iron ..... 75&10@80%
Yale Lock Co 60%

TRUNK—

Corbin's ..... 25&10%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory ..... 45@5&50%
Lignumvitæ ..... 45@5&50%
Bliss:
- Carpenters, Tinners, Box, Carvers 33⅓

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden, net ₩ doz $4.00
Regular Goods ..... 70&10%@75%

Meat and Food Cutters

American 30%

Nos.	1	2	3	4	5	6
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₩ doz ..... 30&10@40&10%

Nos.	1	2	3	4
Each	$14	$17	$19	$60

Enterprise ..... 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$3	$3	$3.75	$3	$4.50	$6

Little Giant ..... 40@50%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$63

Woodruff's, ₩ doz ..... 40@50%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Juice Extractors

Enterprise ..... 25&30%

Metals, Anti-Friction

	₩ Lb
Magnolia Metal Co.:	
Defender	20c
Koomic	12c
Magnolia, Anti-Friction	25c
Mystic	16c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₩ doz., $4.00 ..... 40%
Sargent's ..... 60@60&10%

Mitre Boxes

C. E. Jennings & Co ..... 30&10%
Seavey's, ₩ doz., $20 ..... 40%
Stanley Rule and Level Co.:
- Nos. 340 to 460 ..... 30%
- Nos. 50 and 60 ..... 35%

Mop Wringers

	₩ Doz.
No. 1 Reliance	$12.00
No. 2 Reliance	16.00

Motors

COFFEE MILL—

Specialty Novelty Co., each $5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899 ..... 85@85&10%

PICTURE—

Niles' Patent 40%
Porcelain head, combination list ..... 60&10%
Porcelain head, Sargent's list 30%

Nail Nippers

'Gem," ½ gross lots, ₩ gross $21.00
" less quantity, ₩ dozen 2.00

Nail Pullers

Ajax, 5 lbs., ₩ dozen, net $7.50
Black Hawk, ₩ dozen 9.00
Cyclops ..... 40&10%@50%
Cronk's, ₩ dozen, net $12.00
Eureka, No. 74, ₩ doz., net $8.50
Eureka, No. 75, ₩ doz., net $8.00
Giant, No. 1, ₩ doz., $18.00; No. 1½, $16.50; No. 2, $15.00 ..... 30&5%
Lightning, ₩ doz., $18.00 ..... 30%
Morrills No. 1, list $20.00 ..... 50%
National, ₩ doz., $24.00 ..... 10%
Pelican, ₩ doz., $ 9.00 ..... 40@40&10%
Rollis Hardware Co., No. 1, $18.00 ..... 50&10%

Nail Sets

	₩ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₩ gro	.55
Corrugated	.55
Knurled	.60@70%

Nippers

Acme 50%
Nettleton Mfg. Co.:
- Reversible Cutting 40%

Smith's cutting 50%
Todd's cutting 30%

Nut Crackers

	₩ Gro
Acme, Japanned, $60.00	40%
Acme, Nickel Plated, $6.60	20%

Nuts

Cold Punched:

	Off List
Mfrs. or U. S. Standard.	
Square, blank	$4.80
Hexagon, blank	5.10
Square, blank, C. T. & R	5.10
Hexagon, blank, C. T. & R	5.70

Hot Pressed:

Mfrs. U. S. or Nar. Guage Standard	
Square, blank	5.00
Hexagon, blank	5.40
Square, tapped	4.70
Hexagon, tapped	5.10

Oils

Linseed, city, boiled, in barrels } See "Review of Markets"
Linseed, city, raw, in barrels } See "Review of Markets"
Out of town on spot } See "Review of Markets"
Calcutta, raw, in barrels } See "Review of Markets"
Lard, prime city, ₩ gal ..... 72@78c
Lard, Extra, No. 1 ..... 47@49c
Lard, No. 2 ..... 40@44c

Oilers

Brass and copper ..... 50&10
Tin or steel ..... 65@10&70%

Cushman & Denison's: ₩ Doz
- Gem ..... $ .50
- Leader ..... .80
- Perfect oilers 1.50
- Star pocket oilers ..... .75

"Paragon," brass ..... 50&10%
"Paragon," zinc ..... 65&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust ..... 70@70&10%
Zinc and tin ..... 65@65&10%
American Tube & Stamping Co.:
- Spring bottom cans ..... 70@70&10%
- Railroad oilers, etc ..... 60@60&10%

Oil Stones, Etc

AXE STONES—

Pike's: 40%

Hindostan, large axe	8c	₩ lb
" small "	10c	" "
Queer Creek Axe	20c	" "

OIL STONES—

Pike's:

Lily White Washita	60c	₩ lb
Rosy Red "	60c	" "
Extra "	50c	" "
No. 1 "	40c	" "
No. 2 "	30c	" "
Lily White " round edge slips	90c	" "
No. 1 Washita, round edge slips	70c	" "
Washita Pen Knife pieces	70c	" "
No. 1 Hard Arkansas stone 3 to 5½ in. long	$2.50	" "
No. 1 Hard Arkansas stone 5½ to 8 in. long	$6.50	" "
No. 1 Soft Arkansas stone 3 to 5½ in. long	$1.50	" "
No. 1 Soft Arkansas stone 5½ to 8 in. long	$1.70	" "
Soft Arkansas, round edge slips	$2.50	" "
Hard Arkansas, round edge slips	$4.00	" "
Hard Arkansas Pocket Knife pieces	$4.00	" "

33⅓

Pike's:
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes 40%
India Oilstones, all grades and sizes 33⅓%

Queer Creek Oilstones ..... 20c ₩ lb
Chocolate Oilstones ..... 50c " " } 40%
Regular Hindostan ..... 8c " " } 40%
Small Hindostan ..... 10c " " } 40%

Pike's Selling Assortments:
- Assortment No. 1 ..... $20.00 net
- " " 2 ..... 12.00 "
- " " 3 ..... 15.00 "

Packing, Steam

RUBBER—

Boston Belting Co.:
- Phoenix, net ₩ lb 50c
- Plumbago 50%

Pure Packing, "Excelsior" 50%
Extra 60%

MISCELLANEOUS—

	₩ Lb
American Packing	8@10c
Cotton Packing	16@25c
Italian Packing	9½@12c
Jute	4½@5c
Russian Packing	8½@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₩ doz	$ 4.00
Baldwin	"	4.00
Bonanza Improved	each	6.50
Daisy	₩ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₩ doz	15.00
Improved Bay State	" "	88.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 73	" "	8.25
Reading, 78	" "	6.25
Rocking Table	" "	6.50
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO—

	₩ Doz
Saratoga	$7.00
White Mountain	6.00

Pencils

	₩ Gro
Dixon's:	
Carpenter's	$3.17@3.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.87
Colored lumber	9.00
Black artists	9.37
Colored	4.25@7.50
Assortment boxes	1.81@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899 ..... 70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire 50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.) ..... 35&2½%
Bench, first quality ..... 35@35&10%
Bench, second quality ..... 45@45&40%
C. E. Jennings & Co ..... 30&10%
Molding ..... 30@30&10%

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....35%
Miscellaneous....30&5%

PLANE IRONS—
Buck Bros....30%
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@25%

Pliers and Nippers
Acme Nippers....50&5%
Button....75&10%
Cronk & Carrier Mfg. Co.:
American Button....75&10%
Cronk's....60%
Stub's Pattern....50%
Combination and others....33⅓%
Heller's Farriers' Nippers, Pincers and Tools....40&10@40&10&10%
The Nettleton Mfg. Co. Reversible Cutting Nippers....40%
P., S. & W. Tinners Cutting Nippers....40%
Utica Drop Forge & Tool Co.:
Pliers and Nippers, all kinds....40%

Plow Bolts
See Bolts.

Plumb Bobs
Keuffel & Esser Co....33⅓%

Plumbs and Levels
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's Plumbs and Levels....60&10%
Disston's Pocket Levels....60&10%
C. E. Jennings & Co.'s Iron....33⅓%
C. E. Jennings & Co.'s Iron, Adjustable....40&7½%
Stanley R. & L. Co....40%
Stanley's Duplex....35%
Woods' Extension....33⅓%

Poachers
See Egg Poachers.

Police Goods
Tower & Lyon....25%

Polish Metal
Prestoline Liquid, new list....40%
Prestoline Paste....40%
George William Hoffman
U. S. Metal Polish Paste, 3 oz boxes,
₱ doz....$ .50
₱ gross....4.50
½ pound boxes, ₱ dozen....1.25
1 pound boxes, ₱ dozen....2.25
U. S. Liquid, 3 oz cans, ₱ dozen....1.25
₱ gross....12.00
Barkeeper's Friend Metal Polish
₱ dozen....1.75
₱ gross....18.00

Polish, Stove
Black Eagle benzine paste, 5 lb cans, ₱ lb....10c
Black Eagle, liquid, 10 oz. cans, ₱ doz....75c
Black Jack paste, ¼ lb cans, ₱ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₱ gross, $10.00....50%
Joseph Dixon's, ₱ gross, $5.75....10%
Dixon's Plumbago, ₱ lb....8c
Fireside, ₱ gross....2.50
Gem, ₱ gross, $4.50....10%
Japanese, ₱ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₱ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ¼ lb. box, ₱ doz....1.00
Black silk, 5 oz box, ₱ doz....75c
Black silk, ½ pint liquid, ₱ doz....1.00

Poppers, Corn
Square.	₱ Doz	₱ Gro
1 qt.		$ 8.00
1½ qt.		10.00
2 qt.		12.00

Post Hole Diggers
Avery's' Neverbreak" ₱ doz. $24.00....60%
Disston's Samson Digger, ₱ doz. $24....25%
Kohler's:
Little Giant....₱ doz., net $12.00
Hercules...." " 10.00
Invincible...." " 9.00
Pioneer...." " 7.20
Universal...." " 14.00
New Champion...." " 5.00
Rival...." " 8.00
Ryan's....₱ doz., $20.00 25%
Iwan's:
Split handle....net $7 25 ₱ Doz
Perfection...." 8.25
Rockford Tack & Nail Co.:
Rockford brand....₱ doz., " 6.50
Atlas pattern...." " " 7.50

Post Hole Augers
Iwan's Patent improved....40&5%
Vaughan's, 4 to 9 in....." " 6.00

Potato Hooks, Etc
Hoe Down Hooks....75&10&5%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder
See Ammunition.

Presses
See Fruit and Jelly Presses.

Primers
See Ammunition.

Pruning Hooks and Shears
Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....25%
Disston's Pruning Hook, ₱ doz., $12.00..25%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....33⅓%
Waters' Tree Pruners....75&10%

Pulleys
Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60
Common Sense....60%
Dumb Waiter....60@60&10%
FompreSash Pulley....60%
Axe sies 1, No. 3, 7, 2 in. ₱1 doz....50%
Graud Rapids," all steel....50%
Hay Fork, swivel eve., ₱ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₱ doz., $6.00 50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps
Cistern, best grades....60%
Pitcher Spout, best grades....75&5@75&10%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz....$ 7.50
Mechanical, net ₱ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump....18.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump....15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 32, Fig. 528, 3 in. Deep Well Pump....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 333, 3½ in. Shallow Well Pump....17.00
No. 70, Fig. 333, 3½ in. Deep Well Pump....15.00
No. 73, Fig. 333, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3½ in. Lift Pump..11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3½ in. Lift Pump..8.50
No. 225, Fig. 389, Windmill Pump....12.50
No. 235, Fig. 403, Windmill Pump....16.00
No. 240, Fig. 405, Regulator Pump....28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches
Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....40%
Niagara Solid....55&10%
Saddlers' or Drive, good....60@65&10%
Snells' Tinners'....40&5%

Rail
Barn Door, Light, Inches... ¼ ⅜ ½
₱ 100 feet....$1.40 1.95 2.50
Barn Door, "None Better" No. 1, ₱ ft....3½c
Barn Door, "None Better" No. 2, ₱ ft....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's:
₱ Ft
O. N. T. style, No. 13....2¼c
Double braced, No. 10....2¾c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ₱ 100 ft....3.50
" " 1¼ " " " "....3.96
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₱ ft....6½c
Sliding Door, Steel, Brass Plated, ₱ ft..5½c
Sliding Door, Wrought brass, 1¼ in ₱ lb. 35c....25@30%
Victor Track Rail, 7c ₱ ft....60&10&2½%

Rakes, Etc
Cronk's:
Malleable....70&10%
New Champion....$3.75, 4.00, 4.25 net
Victor....$3.00, 3.25, 3.50 net
Anti-Clog Lawn....$4.00 net
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:
Net
Lawn Queen, 20....$3.15
" 24....3.25
Jumbo Lawn, 26....5.40
Paragon (wood head)....2.50
Steel Garden, 10th....2.00
" " 12th....2.10
" " 14th....2.25
" " 16th....2.40

Rasps, Horse
Disston's....75%
New Nicholson Horse Rasp....70&10@75%
See also Files.

Razors
Electric....List Net
Boracic....60%
Fox....40%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones
Pike Mfg. Co.:
Belgian German and Swaty, all sizes...50%
Pike's Selling Assortments:
Assortment No. 1....$18.00 net
" No. 2....10.00 net

Registers and Ventilators
HOT AIR—
New list, July 1, 1906:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....66⅔@70%
White Porcelain....60%
Solid Brass and Bronze Metal....40&10%

Revolving Chimney Tops
Iwans' Volcano....55%

Rifle Cleaners
Bishops':
Small Bore Rifle Cleaner, ₱ doz....$3.00

Rings
See Bull and Hog Rings.

Rivets and Burrs
COPPER—
Belt with Burrs....33⅓@30&10%
Hose with Burrs....33⅓@30&10%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....70&10%
Miscellaneous....70@10%

Rivet Sets
Regular list....70%

Rollers, Stay
Cronk's:
Nos	50	55	56	60	65
₱ Dozen	.90c	.80c	.75c	.75c	.75c

Rope
Cotton Rope: ₱ Lb
Best ¼ in. and larger....16½@18c
Medium....15½@16½c
⅛ in. and larger....—
Common....10½c
Jute Rope:
No. 1 grade....8½@9c
No 2. grade....8@8½c
Manilla Pure:
7-16 in. and larger....13½c
⅜ in....14c
¼ and 5-16....14½c
Sisal, Pure:
7-16 in. and larger....9½c
⅜ in....9¾c
¼ and 5-16 in....10½c

Root Cutters
Lane's....25%

Rules
Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons
DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Garnet....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs....3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs....3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa. New List. 12½&7½%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel....70&10&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's. list:
Emery cloth....50&10%
Garnet paper....25%
Flint and emery paper....50&10@80%

Sash Balances
Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain
Competition....50&10%
Giant....40%
Pullman bronze....60%
Pullman cop steel....60&10%
Royal metal....60%

Sash Cord & Weight Fastener
Ives....40%

Sash Cord
Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia, ₱ lb....15c
Common India, ₱ lb....10@10½c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12 1-2@18c
Silver Lake:
A Quality, drab, ₱ lb....45c
A Quality, white, ₱ lb....40c
B Quality, drab, ₱ lb....40c
B Quality, white, ₱ lb....35c

Sash Fasteners
Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....33%

Sash Locks
Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....60%
Crescent....40&20%
Iron....62½
Window ventilating....55%
Robinson pat. ventilating sash lock..33⅓%
Wrought bronze and brass....55%
Wrought steel....55%
Paysons Signal....80%
Pullman patent ventilating....25%

Sash Weights
Ton lots at factory (Eastern)....$30.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws
Atkins:
Band to 14 in. wide....60%
Band ½ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....30&10&10%
Disston's:
Circular, solid and inserted tooth....50%
Band 8 in. to 16 in. wide....60%
Band ¼ in. to 1¼ in....60%
Cross cuts....45%
Narrow cross cuts....50%
Mulay, mill and drag....50%
Framed wood saws....25%
Wood saw blades....25%
Wood saw rods....20%
Hand saws, Nos. 12, 99, 9, 16, D100, D85, 120, 76, 77, 8....25%
Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 00, combination....30%
Compass, keyhole, pruning, dovetail, &c....25%
Butcher saws and blades....30%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..30&2½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines..10%
Sterling Saw Machines....10%
Sterling hack and saw blades....25%
Sterling hack saw frames....25%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades..25%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....15&10%

Saw Filer
Disston's D8 Clamp and Guide, $30.00 ₱ doz....30%

Saw Frames
C. E. Jennings & Co....20%
Richardson's Wood....net
Sterling....25%

Saw Sets
Atkins,
Criterion saw sets, ₱ doz....$6.00
Excelsior saw tools No. 1, ₱ doz....4.20
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$7.50
"Royal," ₱ doz. net....4.50
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $30.63; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz....1.00
Taintor's Positive, $18.00 ₱ doz....60%

Scales
Chatillon's:
Eureka....25%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....50@50&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.20@$2.00
Striped....$2.00@$3.20
Pelouze....50%

Scale Beams
Chatillon's No. 1....25%
Chatillon's No. 2....25%

Scrapers, &c
Adj. Box scrapers (S. R. & L. Co.) $6.00...45%
Box, 1 handle, ₱ doz....$2.00@$3.25
Box, 2 handle, ₱ doz....$3.50@$5.50
Foot....55&5@60&5%
Ship, Common, ₱ doz., net....$6.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz....$6.00

Screw Drivers
Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....45@50%
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₱ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Deflancio....70%
Snell's No. 5....75&5%
No. 10....75&10&10%
Nos. 20 and 30....60&10&10%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....45%
Belsley's patent....33⅓%

Screws
WOOD SCREWS—
List July 23, 1906.
Drive screws, diamond point....87½&5%
Iron, bright flat head....87½&5%
Iron, bright round and oval head....85&5%
Brass, flat head....85&5%
Brass, round head....80&5%
Bronze, flat head....77½&5%
Bronze, round head....75&5%
Nickel Plated, iron flat head....77½&5%
Nickel Plated, iron round head....77½&5%

MACHINE—
List, January 1, 1896.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...80&10&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '86....75&5%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1880....75&10%
Cone Point....75&10%

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BENCH, HAND, ETC—
Bench, iron, ₩ doz.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1¾, $3.50@$3.75
Bench, wood, beech.....25@25&5%
Hand, wood.....25@25&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

₩ Doz
Cronk's.....$8.00
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush.....40%

Scythe Rifles

2-Coat, ₩ gro., $10.00 } 40%
4-Coat, ₩ gro., $12.00 }

Scythe Stones

₩ Gro
Pike's Selling Assortments:
Assortment "A".....$4.75 net
" "B".....$3.75 net
No. 1, Indian Pond.....$ 7.00
No. 2, " " 4.50
White Mountain.....9.00
Black Diamond.....12.00
Lamoille.....11.00
Green Mountains.....6.00 } 40%
Leader Red End.....4.50
Willoughby Lake.....9.00
Extra Quinnebog.....7.00
Pike's Corundum.....18.00
" Quick Cut Emery.....10.00

Seeders

Raisin, Enterprise.....25@30%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....63⅓%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....10%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....10%

Shears, Hedge

Wm. Wilkinson & Sons.....50%

Sheep Shears

Wilkinson's:
1900 List.....30&10&5%

Sheaves

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10&80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15, 1902.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Snow Shovels

Long Handles.....$2.75@$3.00
Black D Handles.....$3.25@$3.50

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Skate Sharpeners

Eureka.....₩ doz.. $1.75; ₩ gro., $18.00

Slaters' Tools

Plumbs.....80%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....35%
Kraut cutters, 24x17, 32x8, 30x9.....35%
Kraut cutters, 26x12, 40x13.....35%
Tucker & Dorsey:
1 knife, ₩ gro.....$18.@$20.00
2 knives, ₩ gro.....$23.50@$30.00
Kraut cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers

Vegetable, Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps...80&3%
Breast strap protector.....45%
Double for bits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....80&3%
Rope snaps.....40%
Yankee snaps.....80& 5

Scythe Snaths

National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₩ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓%

Spoons and Forks

SILVER PLATED FLAT WARE—
International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10%
German silver, unplated.....60@60&5%
KNIVES AND FORKS, NO. 12—
₩ Doz. Net
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....2.75

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels, new list 67½%
Try square and T bevel.....60&10&5@70%
Winterbottom's Try and Mitre:
Iron Handle.....35%
Wood Handle.....40%
Nickel-pl'ted, new list, Jan. 5, '00.70&7½%@75%
Steel and iron.....70&7½%@75%

Staples

Barbed blind, ¾, ⅞, & 1 in., ₩ lb...6@6½c
Poultry Netting.....3½@3¾c

FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₩ doz.....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels

Chatillon's "Dicks".....80%
Foster Bros.....80%

Stocks and Dies

BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50@50&10%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%
PIPE MAKERS—
Holroyd & Co.....80@80&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Tackle Blocks

See Blocks.

Tacks, Finishing Nails, &c

New List, May 1, 1905.
American Carpet Tacks.....90&87½%
American Cut Tacks.....90&87½%
Swedes Cut Tacks.....90&87½%
Swedes Upholsterers'.....90&45%
Gimp Tacks.....90&45%
Lace Tacks.....90&45%
Trimmers' Tacks.....90&87½%
Looking Glass Tacks.....65%
Bill Posters' & Railroad Tacks.....90&45%
Hungarian Nails.....80&20%
Finishing Nails.....70%
Trunk and Clout Nails.....80%

NOTE.—The above prices are for Standard Weights. An extra 5% is given on Medium Weights, and an extra 10&5% is given on light weights.

MISCELLANEOUS—
Double Point, in dozens.....80&8tens

Tack Pullers

Columbia, No. 1, ₩ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₩ doz., net.....1.00

Tapes, Measuring

Eddy's:
American Assee' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chesterman's.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....30&20%
Pipe, 2 to 3 in.....30&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Timber Scribes

Bemis & Call's.....30%

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trace Holders

Fernald's, ₩ doz. pairs.....net $1.25

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....60&10%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₩ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—
Balloon.....₩ doz. $1.25, ₩ gro., $12.00
Globe....." " 1.25, " " 12.00
Harper....." " 1.40, " " 13.50
GAME—
Enterprise Mole.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₩ doz., $1.00.....10%
Mouse, wood, choker, ₩ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₩ doz.....$13.25
No. 3, Rat, ₩ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₩ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₩ doz., $3.85; " " 150 3.00
No. 5, " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₩ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers

Pullman No. 1, ₩ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick.....30%
Disston's:
Brick and Pointing.....25%
Plastering.....30%
"Standard Brand" and Garden.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plast'ring & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₩ gross, net.....$4.80
" Tinned, ₩ gross, net..... 6.00
Wood Hdl., ₩ gross, net..... 4.80
Disston's.....30%
Avery's, net ₩ gro.....$6.00

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....50&10%
Solid box.....50&10%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40%
Coachmakers'.....40%
Armstrong's:
Combination.....30%
Plain and Hinge.....60%
Bonney's Champion.....40&10

Holland's.....60%
Howard's.....40%
Little Giant Bench.....35&5%
Lowell Hand.....33⅓%
Massey:
Perfect.....15%
Clincher.....35%
Wood-working.....15%
Planer.....15%
Comb. Pipe.....15%
Millers' Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS
Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&3%
Mfg. Co's, steel.....40%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Water Motors

Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching

Covert Mfg. Co.....40&3%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₩ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Beeley's Peerless.....60%
Beeley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....Net List
Bright Wire Goods:
New list June 24, 1903.....30&25%
Cast steel wire.....50%
Copper wire.....10%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60@60&10%
Market Wire, Bright or Annealed:
Nos. 0 to 9.....80%
Nos. 10 to 18.....80&2½%
Nos. 19 to 26.....80&7½%
Nos. 27 to 36.....80&2½%
Galvanized:
Nos. 15 to 26.....75%
Coppered:
Nos. 6 to 14.....75&5%
Nos. 15 to 18.....72½&10%
Tinned:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&7½%
Cast steel.....50%
Picture wire, list of Oct. 2, 1900.....
85&10@85&10&10%
Stub's steel wire.....$6.00 to$ 33⅓%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....80@80&5%
Painted screen cloth, good quality, ₩ 100 sq. ft.....$1.50

Wire Rope

Bright.....45&2½%
Iron, galvanized.....37½&2½%

Wire Rope Clips

Crosby.....25%

Wire Stretchers

W. C. Heller's grip, ₩ doz.....$1.50

Wrenches

Agricultural.....75@75&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....30%
Solid handle.....50&5%
Bemis & Call's:
Briggs pattern monkey.....40%
Merrick " " 50%
Steel Handle " 50%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Improved Adjustable, S nut.....40%
" " S pipe.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer.....70%
Eagle pipe.....50&10%
Stillson pipe.....60&5%
Acme.....60@60&10%
Hercules.....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Abrasives
Pike Mfg. Co., Pike, N. H.
Tanite Co., Stroudsburg, Pa.

Adzes
National Cutlery Co., Detroit, Mich.
Peck Edge Tool Co., Cohoes, N. Y.

Agricultural Implements
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O

"Always Sharp" Calks
Always Sharp Calk Mfg. Co., Jersey City, N. J.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

"Atlantic" Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Automatic Door Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Automatic Sash Holder
Automatic Sash Holder Co., New York.

Automatic Shears and Scissors
Davies Automatic Shear Co., New York.

Automobiles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Axes
National Cutlery Co., Detroit, Mich.
Peck Edge Tool Co., Cohoes, N. Y.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Bank Locks
The Yale & Towne Mfg. Co., New York.

Barb Wire
Fuller Bros. & Co., New York

Barn Paints
E. E. Nice, Philadelphia, Pa.
Geo. W Pitkin Co., Chicago, Ill.

Bath Room Accessories
Forsyth Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Blind Hinges
Parker Wire Goods Co., Worcester, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Bolt and Screw Cases
American Bolt and Screw Case Co., Dayton, Ohio.

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York

Box Hooks
Patterson, Gottfried & Hunter, Ltd., New York.

Box Straps
Cary Mfg. Co., New York

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Brackets, Shelf
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"
Atlantic Stamping Co., Rochester, N. Y

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.
The Yale & Towne Mfg. Co., New York

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Butchers' Machinery
Cleveland Butchers' Supply Co., Cleveland, O.

Butchers' Scales
John Chatillon & Sons, New York

Butts, Door
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinet Hardware
The Yale & Towne Mfg. Co., New York.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Calks
Always Sharp Calk Mfg. Co., Jersey City, N. J.

Can Openers
Ellis Mfg. Co., Millidale, Conn.
John H. Graham & Co., New York
A. F. Meisselbach & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Stretcher and Tack Hammer Combined
Richard W. Montross, Galien, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Myers & Bro., Ashland, O.

Casters
Faultless Caster Co., Nebraska City, Neb

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chain Blocks
The Yale & Towne Mfg. Co., New York.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers
Coates Clipper Mfg. Co., Worcester Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coaster Wagons
Wabash Mfg. Co., Wabash, Ind.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York
Parker Wire Goods Co., Worcester, Mass.

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Combination Squares
A. W. Hight, Toledo, O.

Conductor Pipe
American Steel Roofing Co., Middletown, Ohio.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Knives
Wilkinson Shear & Cutlery Co., Reading, Pa.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Countersinks
C. E. Jennings & Co., New York

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Creamery Tin Ware
Atlantic Stamping Co., Rochester, N. Y

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cutlery
Davies Automatic Shear Co., New York

Cutlery Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamsen & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
Belden Machine Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers
Taylor & Boggis Foundry Co., Cleve., O.

Diamond Tools
The Tanite Co., Stroudsburg, Pa.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Check and Spring (Blount)
The Yale & Towne Mfg. Co., New York.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.

Door Pulls
Parker Wire Goods Co., Worcester, Mass.

Draught Springs
Beecher Draught Spring Co., New Haven, Conn.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Keuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.

Drawing Knives
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Drills, Brick and Stone
Star Expansion Bolt Co., New York.

Drop Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

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Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
Peck Edge Tool Co., Cohoes, N. Y.
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Electric Cooking and Heating Apparatus
Prometheus Electric Co., New York.

Elevators
Eaton & Prince Co., Chigcao, Ill.
Kimball Bros. Co., Council Bluffs, Iowa.

Emery
Oriental Emery Co., New Haven, Conn.
The Tanite Co., Stroudsburg, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Glue
The Tanite Co., Stroudsburg, Pa.

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.
Patterson, Gottfried & Hunter, Ltd., New York.

Enameled Wiring Rings
Star Expansion Bolt Co., New York.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Expansion Bolts
Star Expansion Bolt Co., New York.

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co. Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.

Faucets, Metal
John H. Graham & Co., New York

Fences, Wire and Iron
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Ohio Structural Iron Co., Sandusky, O.
Van Dorn Iron Works Co., Cleveland, O.

Files
G & H. Barnett Co., Philadelphia
Carver File Co., Philadelphia, Pa.
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Escapes
Ohio Structural Iron Co., Sandusky, O.

Fishing Reels
A. F. Meiselbach & Bro., Newark, N. J.

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Phila., Pa.

Foot Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forging Drops
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
Alaska Freezer Co., Winchendod, Mass.
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.
Richmond Cedar Works, Richmond, Va.
White Mountain Freezer Co., Nashua, N. H.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Frv-Pan Lids and Pot Covers
Kitchen Specialty Mfg. Co., Reading, Pa.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y.

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Schooley Novelty Co., Homestead, Pa.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
C. E. Jennings & Co., New York.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Government Contracts
U. S. Government Advertiser, Washington, D. C.

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Catchers
Specialty Mfg. Co., St. Anthony Park, Minn.

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grass Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grinding Machines
The Tanite Co., Stroudsburg, Pa.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saw Frames
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Cheney Hammer Co., Little Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand and Foot Power Grinders
Royal Mfg. Co., Lancaster, Pa.

Handles, Tool
Berger Bros. Co., Philadelphia

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Forsyth Mfg. Co., Buffalo, N. Y.
Franklin Specialty Co., Reading, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Parker Wire Goods Co., Worcester, Mass.
Taylor & Boggis Foundry Co., Cleveland, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.
Peck Edge Tool Co., Cohoes, N. Y.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.

Hay Racks
Ohio Structural Iron Co., Sandusky, O.

Hedge Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co. Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hitching Posts
Ohio Structural Iron Co., Sandusky, O.

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn
Standard Horse Nail Co, New Brighton, Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Horse Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City N. J.

Hot Pan Lifters
E. L. Watrous Mfg. Co., Des Moines, Ia.

Household Specialties
Forsyth Mfg. Co., Buffalo, N. Y.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
Alaska Freezer Co., Winchendon, Mass.
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia
Richmond Cedar Works, Richmond, Va.
White Mountain Freezer Co., Nashua, N. H.

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.

Importers
S. Guiterman & Co., Ltd., London and New York.

Inclinometers
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Kerosene Furnaces
Barnes Tool Co., New Haven, Conn.
Barthel Blow Lamp Co., Boston, Mass.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Knife Sharpeners
Luther Bros. Co., North Milwaukee, Wis.
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.

Ladders (Rolling)
Bicycle Step Ladder Co., Chicago,

Lamps, Bicycle
John H. Graham & Co., New York

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Landing Nets, Ring, Staff
A. F. Meiselbach & Bro., Newark, N. J

Lawn Fences
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O
Ward Fence Co., Marion, Ind.

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Reading Hardware Co., Reading, Pa.
Worcester Lawn Mower Co., Worcester, Mass.

Lawn Mower Grinders
Root Bros. Co., Plymouth, Ohio.

Lawn Seats
Ohio Structural Iron Co., Sandusky, O.

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.
John H. Graham & Co., New York

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Russell-Kimball Mfg. Co., Dunkirk. N. Y.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels, Semi-Circular
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks
Yale & Towne Mfg. Co., New York.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Rochester, N. Y.

Machinists' Supplies
Diamond Saw & Stamping Works, Buffalo, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa
Patterson, Gottfried & Hunter, Ltd. New York.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mallets
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metallic Adjustable Screens
Metallic Screen Co., Collins, Wis.

Metal Shingles
Montross Metal Shingle Co., Camden, N. J.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ware
Pritchard-Strong Co., Rochester, N. Y.

Mills, Coffee and Spice
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Mitre Boxes, Steel
Goodell Mfg. Co., Greenfield, Mass.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mops
Bay State Mop Co., Woburn, Mass.

Mop Press
Goddard Mop Press Co., Akron, Ohio.

Mop Wringers
Lee Chair Co., Oneida, N. Y.

Moulding Hooks
Forsyth Mfg. Co., Buffalo, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nail Pullers
Belden Machine Co., New Haven, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
Nettleton Mfg. Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.
Wilkinson Mfg. Co., New York.

Oil Cans
Atlantic Stamping Co. Rochester, N. Y.
A. F. Meisselbach & Bro., Newark, N. J.

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
The Yale & Towne Mfg. Co., New York.

Painted Porch Curtains
R. H. Comry Co., Camden, N. J.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.

Paint Specialties
Eugene E. Nice, Philadelphia, Pa.

Paper Clips
Cushman & Denison, New York

Paper Fasteners
Schooley Novelty Co., Homestead, Pa.

Patents
Davis & Davis, New York
O. J. Haegler, Philadelphia, Pa.

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Wrenches
Belden Machine Co., New Haven, Conn.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Plated Ware
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Plate Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishing Pastes
The Tanite Co., Stroudsburg, Pa.

Postal Scales
Pelouze Scale & Mfg. Co., Chicago. Ill

Post Hole Diggers
John H. Graham & Co., New York

Post Office Lock Boxes
The Yale & Towne Mfg. Co., New York.

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Poultry Specialties
Keyes-Davis Co, Ltd., Battle Creek, Mich.

Power Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pulleys (Norris)
Frank B. Sloan & Co., Baltimore, Md.

Pulleys (Sash)
Frank B. Sloan & Co., Baltimore, Md.

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
American Fork & Hoe Co., Cleveland, O.
John H. Graham & Co., New York

Ratchet Wrenches
Patterson, Gottfried & Hunter, Ltd., New York.

Razors
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razors, Safety
Gillette Sales Co., New York, N. Y.

Real Estate
David P. Taff, Topeka, Kans.

Reamers
C. E. Jennings & Co., New York

Reels, Rope
Udell Works, Indianapolis, Ind.

Refrigerators
Alaska Refrigerator Co., Muskegon, Mich.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Removable Calks
Always Sharp Calk Mfg. Co., Jersey City, N. J.

Reversible Nippers
The Nettleton Mfg. Co., Middletown, Conn.

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Rifles
Hamilton Rifle Co., Plymouth, Mich.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivet Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Rivets
Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates
M. C. Henley, Richmond, Ind.

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
American Sheet & Tin Plate Co., Pittsburgh, Pa.
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co. Jersey City, N. J.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.

Safety Razors
Gillette Sales Co., New York.

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sanitary Stoneware
Fulper Pottery Co, Flemington, N. J.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Hangers
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Lifts
Champion Safety Lock Co., Geneva, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Pulleys (Norris)
Frank B. Sloan & Co., Baltimore, Md.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Diamond Saw & Stamping Works, Buffalo, N. Y.
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co. New York

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago.

Scissors, Automatic
Davies Automatic Shear Co., New York.

Screen Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screwless Shears and Scissors
Davies Automatic Shear Co., New York

Screws
Robert Murray, New York

Screw Drivers
John H. Graham & Co., New York
C. E. Jennings & Co., New York
North Bros., Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Eyes, Screw Hooks
Parker Wire Goods Co., Worcester, Mass.

Screw Thread Rolling Machines
Waterbury Farrel Foundry & Machine Co, Waterbury, Conn.

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.

Screw Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Screw Wrenches
Hemis & Call Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
American Fork & Hoe Co., Cleveland O

Scythe Stones
Pike Mfg. Co., Pike, N. H.

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Seed Sowers
Cyclone Seeder Co., Urbana, Ind.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H

Sheep Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington-Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Chisels
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

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Sink Brushes
Parker Wire Goods Co., Worcester, Mass.

Skewers
John Chatillon & Sons, New York

Slater' Tools
Belden Machine Co., New Haven, Conn.

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York

Snow Shovels ("Alaska")
Avery Stamping Co., Cleveland, Ohio.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Special Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Springs, Draught
Beecher Draught Spring Co., New Haven, Conn.

Springset Shears and Scissors
Davies Automatic Shear Co., New York.

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
Henry Disston & Sons, Inc., Phila., Pa.
L. S. Starrett Co., Athol, Mass.

Squares (Universal)
The Duby & Shinn Mfg. Co., Long Branch, N. J.

Stable Fixtures
Ohio Structural Iron Co., Sandusky, O.

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Steam Cookers and Bakers
Toledo Cooker Co., Toledo, O.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

Steel Belt Lacing
Bristol Co., Waterbury, Conn.

Steel Dies
E. L. Watrous Mfg. Co., Des Moines, Ia.

Steel Door Buttons
E. L. Watrous Mfg. Co., Des Moines, Ia.

Steel Fishing Rods
Horton Mfg. Co., Bristol, Conn.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel, Hoop and Band
Harold McCalla, Philadelphia, Pa.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Step Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill.

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York

Strapping Belts
Ames Sword Co., Chicopee, Mass.

Strawberry Hullers
Windsor Stephens & Co., Waltham, Mass.

Stretchers, Carpet
Richard W. Montross, Galien, Mich.

Strops, Razor
Alfred Field & Co., New York

Tables, Folding
Udell Works, Indianapolis, Ind.

Tack Pullers
Ellis Mfg. Co., Millidale, Conn.
John H. Graham & Co., New York

Tackle Blocks
Boston & Lockport Block Co., Boston, Mass.

Tailors' Shears
R. Heinisch's Sons Co., Newark, N. J.

Ten Cent Specialties
Franklin Specialty Co., Reading, Pa.

Terne Plates
American Sheet & Tin Plate Co., Pittsburgh, Pa.

Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Tinners' and Roofers' Supplies
Berger Bros. Co., Philadelphia

Tinners' Snips
R. Heinisch's Sons Co., Newark, N. J.

Toggle Bolts
Star Expansion Bolt Co., New York.

Toilet Ware
Atlantic Stamping Co., Rochester, N. Y.

Tool Chests and Cabinets
Am. Tool Chest Co., New York, N. Y.
C. E. Jennings & Co., New York

Tool Kits
Patterson, Gottfried & Hunter, Ltd., New York.

Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia, Pa.
Patterson, Gottfried & Hunter, Ltd., New York.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.
L. & I. J. White Co., Buffalo, N. Y.

Torches
Turner Brass Works, Chicago, Ill.

Toys, Iron
Arcade Mfg. Co., Freeport, Ills.

Tool Sharpeners
Royal Mfg. Co., Lancaster, Pa.

Transom Chains
Smith & Egge Mfg. Co., Bridgeport, Conn

Traps, Rat and Mouse
Smith & Egge Mfg. Co., Bridgeport, Conn

Trouser and Skirt Hanger
Caldwell Mfg. Co., Rochester, N. Y.

Trowels
Henry Disston & Sons, Philadelphia
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Trucks, Store
John Chatillon & Sons, New York
John H. Graham & Co., New York

Trunk and Suit Case Locks
The Yale & Towne Mfg. Co., New York.

Tube Expanders
Ajax Mfg. Co., Pittsburgh, Pa

Tubes, Seamless Drawn
American Tube & Stamping Co., Bridgeport, Conn.

Tubing
American Tube & Stamping Co., Bridgeport, Conn.

Turnbuckles
Columbus Bolt Works, Columbus, O.

Twist Drills
C. E. Jennings & Co., New York

Valves, Pump
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio

Varnishes
Adams & Elting Co., Chicago, Ills.
E. E. Nice, Philadelphia, Pa.

Ventilating Sash Locks
Champion Safety Lock Co., Geneva, O.

Ventilators
Berger Bros. Co., Philadelphia

Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
John H. Graham & Co., New York
Walworth Mfg. Co., Boston, Mass.

Wagon Jacks
Covert Mfg. Co., Troy, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.

Warm Air Generators
Kelsey Heating Co., Syracuse, N. Y.

Washers, Iron and Steel
Columbus Bolt Works, Columbus, O.

Washing Machines
Blackstone Mfg. Co., Jamestown, N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
White Lily Washer Co., Davenport, Ia.

Wash Boilers
Atlantic Stamping Co., Rochester, N. Y.

Wash Tubs
Atlantic Stamping Co., Rochester, N. Y.

Water Filters
Fulper Pottery Co., Flemington, N. J.
Lynn Water Filter Mfg. Co., Cincinnati, O.

Water Motors
The A. Rosenberg Co., Baltimore, Md.

Well Augers
Iwan Bros., Streator, Ill.

Wheelbarrows
American Fork & Hoe Co., Cleveland. O
Bryan Mfg. Co., Bryan, Ohio

Whetstones
The Tanite Co., Stroudsburg, Pa.

Window Guards
Ohio Structural Iron Co., Sandusky, O.

Window Screens and Doors
John H. Graham & Co., New York

Window Stop Adjusters
H. B. Ives Co., New Haven, Conn.

Wire, Coiled Spring
John Chatillon & Sons, New York

Wire Cloth
Buffalo Wire Works Co., Buffalo, N. Y.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire Gates, Fences and Fencing
Enterprise Foundry & Fence Co., Indianapolis, Ind.

Wire Goods
Buffalo Wire Works Co., Buffalo, N. Y.
New Jersey Wire Cloth Co., New York
Trenton, Chicago, San Francisco
Parker Wire Goods Co., Worcester, Mass.

Wire Lathing
New Jersey Wire Cloth Co., Trenton and New York

Wire, Market
Berger Bros. Co., Philadelphia
Fuller Bros., New York
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire, Music
Alfred Field & Co., New York

Wire Nails
Fuller Bros. & Co., New York

Wire Springs
John Chatillon & Sons, New York

Wire Straighteners
Chandler & Farquhar, Boston

Wire Stretcher Gates
C. F. Smith Co., DeKalb, Ill.

Wood Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.

Wood Fillers
E. E. Nice, Philadelphia, Pa.

Wood Hardware Specialties.
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New Britain Conn.

Woven Wire Stretchers
C. F. Smith Co., DeKalb, Ill.

Wrenches
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
John H. Graham & Co., New York
Patterson, Gottfried & Hunter, Ltd., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn
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ALPHABETICAL INDEX TO ADVERTISERS

A

Adams & Elting Co., The 17
Ajax Mfg. Co 62
Alaska Freezer Co 60
Alaska Refrigerator Co. The 60
American Bolt & Screw Case Co 12
American Fork & Hoe Co 7
American Shearer Mfg. Co 76
American Sheet and Tin Plate Co 63
American Tool Chest Co 14
American Tube & Stamping Co 18
Ames Sword Co 75
Arcade Mfg. Co 17
Armstrong Mfg. Co 11
Atlantic Stamping Co 59
Automatic Sash Holder Co ..... *
Avery Stamping Co 6

B

Baeder, Adamson & Co 10
Barnes Tool Co 58
Barnett (G. & H.) Co 76
Barrett, W. L 51
Barthel Blow Lamp Co., The 58
Bay State Mop Co 4
Beecher Draught Spring Co ..... *
Belden Machine Co ..... *
Bemis & Call Hardware & Tool Co. 75
Berger Bros. Co 75
Bicycle Step Ladder Co 49
Blackstone Mfg. Co 4
Bommer Bros 76
Bonnet-Nance Stove Co 57
Boston & Lockport Block Co 4
Brammer (H. F.) Mfg. Co 47
Bristol Co., (The) 1
Bryan Mfg. Co 16
Buffalo Wire Works Co 58

C

Caldwell Mfg. Co 57
Capewell Horse Nail Co 76
Cary Mfg. Co 64
Champion Safety Lock Co 6
Chandler & Farquhar Co 4
Carver File Co 76
Chatillon (John) & Sons 5
Cheney Hammer Co., Henry ..... *
Clark, Horrocks Co ..... *
Cleveland Butcher Supply Co 51
Coates Clipper Co ..... *
Coes Wrench Co 13
Coldwell Lawn Mower Co 11
Cole (George W.) Co 43
Columbus Bolt Works 76
Comey (R. H.) Co ..... *
Covert Mfg. Co 1
Cronk & Carrier Mfg. Co 15
Cushman & Denison Mfg. Co 51
Cyclone Seeder Co 57

D

Davies Automatic Shear Co 15
Davis & Davis 14
Diamond Saw & Stamping W'ks 76
Disston (Henry) & Sons, Inc 17
Dixon (Jos.) Crucible Co 10
Duby & Shinn Mfg. Co 11

E

Eaton & Prince Co 64
Ellis (F. E.) & Son 75
Ely (Theo. J.) Mfg. Co 37
Enterprise Fdy. & Fence Co 73
Enterprise Mfg. Co., of Ohio 4
Enterprise Mfg. Co. of Pa 7
Erie Specialty Co 2
Eureka Chair Seat Co 3

F

Faultless Caster Co 6
Field (Alfred) & Co 4, 10
Forsyth Mfg. Co 59
Foster Bros 5
Franklin Specialty Co., The 51
Fuller Bros. & Co 2
Fulper Pottery Co 3

G

Galusha Stove Co 54
Gem Cutlery Co ..... *
Gillette Sales Co 45
Goddard Mop Press Co 57
Goodell Mfg. Co 42
Guiterman S. & Co., Ltd ..... *

H

Haegler, O. J 49
Hamilton Rifle Co 44
Hapgoods 58
Hardwaremen's Exchange 58
Harrington & Richardson Arms Co. 51
Heinisch's (R.) Sons Co 57
Henley, M. C 11
Hight Mfg. Co., (The) 15
Hoffmann, Geo. W 76
Holt-Lyon Co ..... *
Horton Mfg. Co. The 63

I

Iowa Farming Tool Co 7
Ives (H. B.) Co 1

J

Jennings (C. E.) & Co 1
Josef Mfg. Co. (E. E.) 4

K

Kampfe Bros ..... *
Kelsey Heating Co 55
Kenvin & Cummings Co 60
Keuffel & Esser Co 3
Keyes-Davis Co., Ltd. (The) 49
Kimball Bros. Co 4
Kitchen Specialty Mfg. Co 2

L

Lane Brothers Co 2
Luther Bros. Co 64
Lynn Filter Co 16

M

Magnolia Metal Co 1
Manhattan Screw & Stamping Works 53
Marlin Firearms Co., (The) 2
McCalla, Harold 4
McKinney Mfg. Co 75
Meisselbach (A. F.) & Bro 75
Metallic Screen Co., (The) 6
Miller (Frank) Co 10
Montross Metal Shingle Co., ... 49
Montross, Richard W 62
Murray, Robert 4
Myers & Bro., F. E 2, 14

N

National Cutlery Co 64
Nettleton Mfg. Co 18
New Jersey Wire Cloth Co 12
Nicholson File Co 39
Nickel Plate Stove Polish Co 75
Niles Mfg Co 2
North Bros. Mfg. Co 10

O

Ohio Structural Iron Co 14
Oneida Community 1
Oriental Emery Co 2

P

Parker Wire Goods Co 1
Patterson, Gottfried & Hunter, Ltd. 51
Pelouze Scale & Mfg. Co 47
Philadelphia Lawn Mower Co., The 2
Pike Mfg. Co, ... 1
Piqua Bracket Co 3
Pitkin George W. Co ..... *
Prentiss Clock Improvement Co 57
Pritchard-Strong Co. (The) 1
Prometheus Electric Co. The 53

R

Reading Hardware Co 14
Richmond Cedar Works 61
Rochester Lunch Box Mfg. Co 16
Rockwell Mfg. Co 47
Rodgers (Joseph) & Sons 4
Root Bros. Co ..... *
Rosenberg Motor & Mfg. Co. (The A.) 1
Royal Mfg. Co 2
Ruge (Herman), & Sons 58
Russell-Kimball Mfg. Co., ... *

S

Schooley Novelty Co 57
Schwerdtle Stamp Co 2, 51, 57
Smith (C. F.) Co 57
Smith & Egge Mfg. Co 18
Snowflake Axle Grease Co 62
Specialty Mfg. Co., (The) 14
Sprague Correspondence School of Law, The 10
Standard Horse Nail Co 76
Standard Mfg. Co 9
Stanley Rule & Level Co 39
Star Expansion Bolt Co 1
Starrett (L. S.) Co 18
Stevens (J) Arms & Tool Co 1
Stowell Mfg. Co 11, 51

T

Taff (David P.) 51
Tanite Co. (The) 62
Taylor & Boggis Foundry Co 12
Toledo Cooker Co 53
Townsend, C. C. & E. P 1
Trout Hardware Co 44
Turner Brass Works, The 58

U

Udell Works 12
U. S. Clothes Pin Co 76
U. S. Government Advertiser 62
Utica Heater Co 55

V

Van Dorn Iron Works 75
Voorhees Rubber Mfg. Co 8

W

Wabash Mfg Co 8
Walworth Mfg. Co 1
Ward Fence Co. The 62
Waterbury Farrell Foundry Machine Co 76
Watrous (E. L.) Mfg. Co 57, 62
West Haven Mfg. Co 1
White (L. & I. J.) Co 8
White Lily Washer Co 11
White Mountain Freezer Co. The 61
Wilkinson Shear & Cutlery Co. The 62
Wilkinson (A. J.) & Co 1
Wilkinson Mfg. Co ..... *
Windsor Stephens & Co ..... *
Withington & Cooley Mfg. Co 7
Worcester Lawn Mower Co 75

Y

Yale & Towne Mfg. Co. The ..... *

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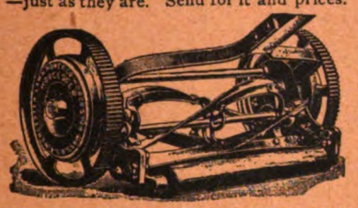
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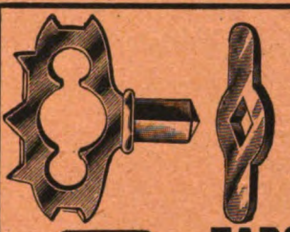
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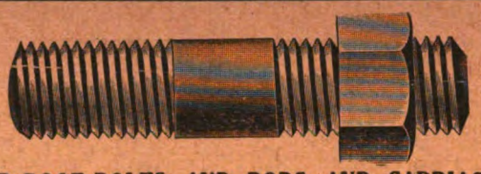
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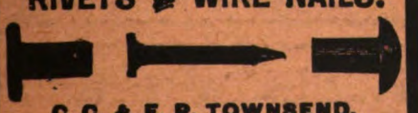
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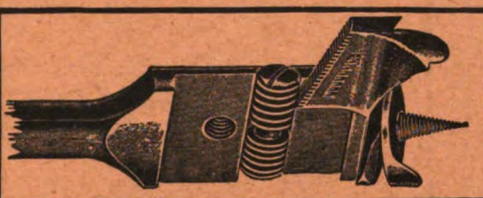
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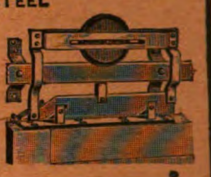
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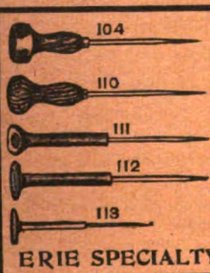
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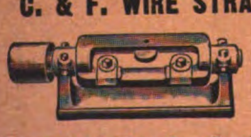
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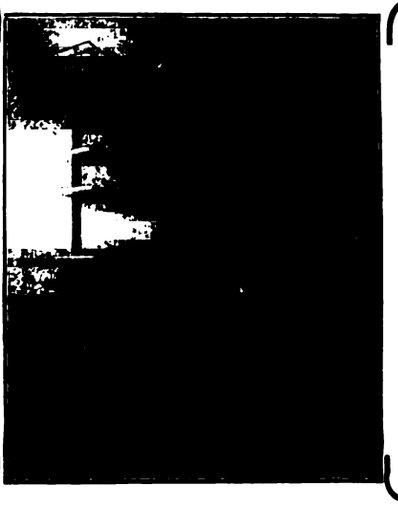


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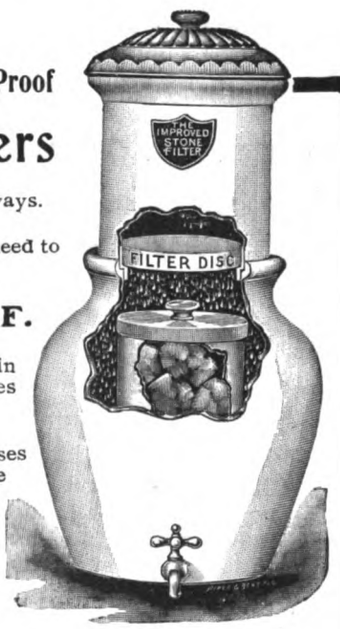
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EUREKA CHAIR SEAT CO.
135 E. Washington St.,
Syracuse, N. Y.

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THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH PLATES-CHECKS
BRIDGEPORT, CONN.

Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
39 Vincent St., Cleveland, O.

The AJAX SELF WITHDRAWING WOOD BORING MACHINE
does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.
AJAX MFG. CO.,
Pittsburgh, Pa.
Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

HAROLD McCALLA
IRON AND STEEL
Plain and Galvanized Bars, Hoops, Bands, Angles, Channels, Tees, Plates, Sheets, Wire, etc.
444-446-448 FAIRMOUNT AVE.
PHILA., PA.

EASY EMPTYING GRASS CATCHERS
FRONT FLANGE ON STEEL BOTTOMS
are now made with
Galvanized Steel Bottoms
having adjustable Front Flange, as well as with regular duck bottoms. Made in two sizes, which fit any size or make of lawn mower and are guaranteed to give entire satisfaction.
Sold through Hardware Jobbers.
Manufactured by
The Specialty Mfg. Co.
St. Anthony Park, Minn

Take off your Hat to The Myers!"
BEST PUMP ON EARTH.
GLASS VALVE SEAT PUMPS
HAY UNLOADING TOOLS
and BARN DOOR HANGERS
HAY RACK CLAMPS
Myers Hay Unloader.
O. K. Stay-on Door Hanger.
Steel Track. Aluminum Finish.
Flexible.
Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.
F. E. MYERS AND BRO., ASHLAND, OHIO.

Proof Positive
Of the excellent grinding qualities and durability of our complete line of
Hand and Foot Power
Grinders and Tool Sharpeners
is the fact that we sell so many.
Then, too, we guarantee every grinder.
Four sizes--for all kinds and conditions of men: The mechanic--the farmer--the butcher--and the housewife, they are indispensable.
Don't Stock Up for 1907 till you have seen our prices!
ROYAL MFG. CO.
282 E. Walnut St.
Lancaster, Pa.

Quality Tells
When Henry Disston was asked the question:
"What do you put in your saws?"
He replied:
"Good steel and honest work."
UPON THIS FOUNDATION IS BUILT
DISSTON QUALITY
"If you want a saw it is best to get one with a name on it that has a reputation. A man who has made a reputation for his goods knows its value as well as its cost and will maintain it."
HENRY DISSTON & SONS., Inc.
Established 1840.
PHILADELPHIA, PA.

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The best Tools
You have Ever Bought
At the Same Prices
You have Always Paid.

FREE SALES AIDS
To Help You Increase Sales

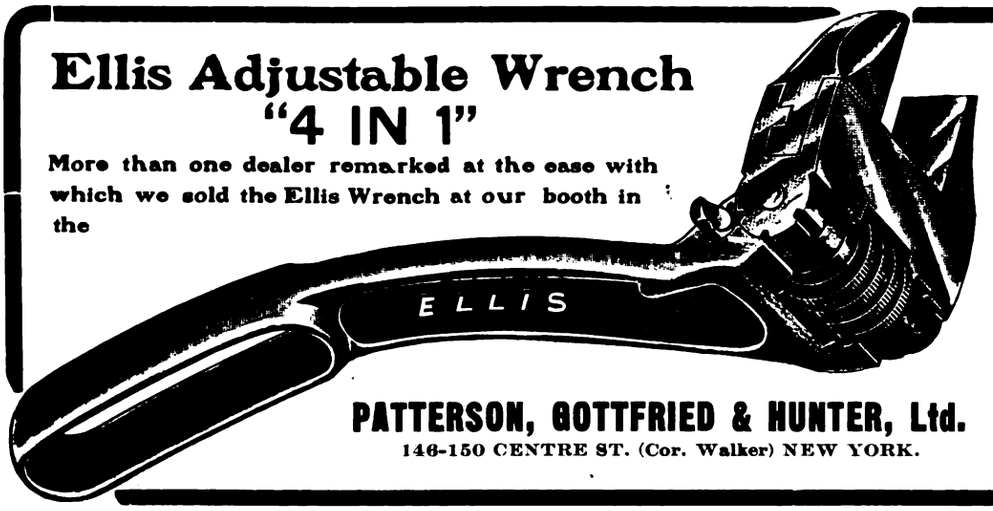
Instruction book for your clerks.
Valuable books for your customers.
Ready written advertisements and cuts.
Large attractive colored posters.

Find out all about this—write us today.

AMERICAN FORK & HOE CO., CLEVELAND, O.

Ellis Adjustable Wrench "4 IN 1"

More than one dealer remarked at the ease with which we sold the Ellis Wrench at our booth in the Madison Square Garden Automobile Show last week.



One of the best paying specialties a dealer can carry.

Write for circular.

Machinery
Metals
Hardware
Tools and
Supplies

PATTERSON, GOTTFRIED & HUNTER, Ltd.
146-150 CENTRE ST. (Cor. Walker) NEW YORK.

NO AIR

Sausages made with the **ENTERPRISE SAUSAGE STUFFER** have no air inside the casing. For this reason they keep better.

The corrugated spout allows the air to escape as the casing is stuffed. Buyers appreciate this, and other good points—like the accurate boring of the cylinder—in the

ENTERPRISE
Sausage Stuffer, Lard and Fruit Press

NOW is the time to push these goods for the fall trade.

Ask for electros for advertising, and advertising printed matter.





The Enterprise Mfg. Co. of Pa.

Philadelphia, U. S. A.

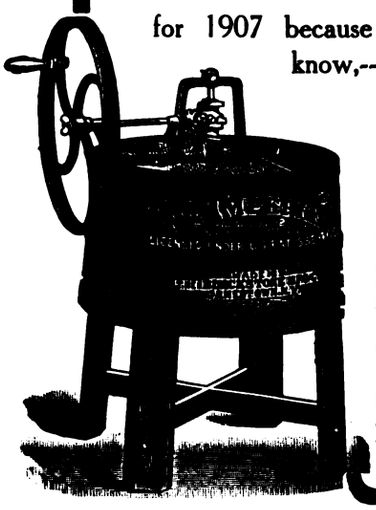
New York Branch,
10 WARREN STREET.

San Francisco Branch,
438 MARKET STREET.

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We are After  Your Order

for 1907 because we know---and thousands of users know,---that



The Imperial Rotary Washer

is well made--of the right kind of material to last and--outlast other washers. It has all steel roller bearings; is noiseless and most easily operated. Has gold and aluminum bronze castings.

We've made Washers for 32 years and know how.

Get our most recent Catalog with 190- prices and discounts.

BLACKSTONE MFG. CO.
JAMESTOWN, N. Y.

I CAN SELL
Your Real Estate or Business
NO MATTER WHERE LOCATED.
Proper ies and Business of all kinds sold quickly for cash in all parts of the United States. Don't wait. Write to-day describing what you have to sell and give cash price on same.

If You Want to Buy
any kind of Business or Real Estate anywhere, at any price, write me your requirements. I can save you time and money.

DAVID P. TAFF,
The Land Man,
415 Kansas Avenue,
TOPEKA, - KANSAS.



10 lb. Screw Top Tins in 100 lb. Cases.

THE TANITE CO.
STROUDSBURG, PA.

AGENCY **JOSEPH RODGERS & SONS, LTD.**
FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND
Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors.

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

EAGLE BRAND ROOFING

SECURE
PROTECTION AND LONG SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRS---
SAVES RECOATING
SAVES RENEWING
Send for Samples or Pamphlet
STOWELL MFG. CO.
JERSEY CITY, N. J.

FRANKLIN WOVEN WIRE STRETCHER
ALSO THE
CHARLES WIRE STRETCHER GATE
Send for information about the most practical Woven Wire Stretcher and the CHARLES Wire Stretcher Gate. Insist upon your jobber and fence manufacturer furnishing this make.

C. F. SMITH CO. Manufacturers, DE KALB ILLINOIS

Absolute Accuracy

Rapidity of registration, making mathematical calcuations unnecessary – are the features that make our Level sell so well to discriminating mechanics. Search anywhere—you will not find its equal in the tool marke.



Semi-Circular Level, Plumb and Inclinometer

Gets around the question of determining grades, foundations and excavations with greatest ease. Simple multiplication only is necessary. Easily adjusted.

Perfect satisfaction guaranteed. You would not want a quicker seller in your store. Try it.

The Russell-Kimball Mfg. Co.
Dunkirk, - - - New York.



FRYING-PAN CLOCKS

are made of real Frying-pans, the bottom of the pan being used as the face They come in two sizes—**10 inch with raised brass figures and 6 inch with painted figures,** and with one and eight day movements.

Also Program, 60 Day, Calendar, Electric, Synchronized and Watchman's Clocks.

Send for Catalogue No. 587.

The PRENTISS CLOCK IMPROVEMENT CO.
Dept. 58, 49 Dey Street, N. Y. City.

GEM PAPER CLIP
WILL HOLD
Your letters, documents or memoranda until you wish to release them. It can be used over and over. A single movement fastens. **Sample Package Free.**
Box of 100, 15 cents.
CUSHMAN & DENISON MFG. CO.
40-2 West 23rd Street, N. Y.

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A REMINDER

That our big advertising campaign on Pitkin's Barn Paint in the foremost Farm journals of this country is creating the greatest demand our dealers have ever known.

That it is very *profitable* for *you* to have a stock on hand and supply this demand.

That we will help you advertise locally in just as effective ways as our big general campaign.

That your orders and inquiries should be sent direct to our office as we discontinued distributing our goods through Hibbard, Spencer, Bartlett & Co. last year, finding that we could give our dealers very much better service and prices when dealing direct.

Write for our best prices and discounts on Barn Paint.

GEO. W. PITKIN CO.

Established 1868.

Originators of Barn Paint. **CHICAGO, U. S. A.**

S.&S. KNIVES

WARRANTED



THEY HOLD AN EDGE — NO HARD OR SOFT SPOTS

National Cutlery Co. DETROIT, MICH.

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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Solling More Axle Grease

The axle grease that you will find most profitable to handle, is the kind that will give your customers the best service and most satisfaction.

Dixen's Graphite Axle Grease

has proved to be from 3 to 5 times as lasting as the ordinary grease. Will not gum in cold weather, nor run in hot. Try a sample order. Get free Price List 54-K.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.

STUDY LAW AT HOME

Prepare for success at the bar, in business or public life, by mail, in the ORIGINAL SCHOOL. Founded in 1890. Successful graduates everywhere. Approved by bar and law colleges. Regular College Law Course and Business Law Course. Liberal Terms. Special Offer Now. Catalogue Free.

Sprague Correspondence School of Law,
738 Majestic Bldg., Detroit, Mich.

"YANKEE" TOOLS

ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobber About Them.

Send for "Yankee" Tool Book



NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 15—RATCHET, WITH FINGER TURN ON BLADE



NO 30 AND 31—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 40-41-44—AUTOMATIC DRILL



NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

NORTH BROS. MFG. CO.

New York Agents, John H. Graham & Co., 113 Chambers Street. PHILADELPHIA, PA.

You have no risk on the quality. We make only the best.



Sand Papers IN **Reams and Rolls**

- Flint Paper
- Garnet Paper
- Emery Paper
- Emery Cloth

HAIRFELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.

730 Market Street, Philadelphia
67 Beekman Street, New York
143 Milk Steet, Boston
182 Lake Street, Chicago

ESTABLISHED 1836.

ALFRED FIELD & CO.

93 Chambers and 75 Reade Street, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

JOSEPH RODGERS & SONS, LIMITED,
JOSEPH GILLOTT & SONS,
L. HUGONIOT TISSOT,
T. U. S. SHEAR CO. OPERATIVE SOCIETY LTD.,
THE IMPERIAL ENAMEL CO.,
WEBSTER & HORSFALL,
W. K. & C. PEACE,
EDWARD GEM & CO.,

Best Cutlery in the World.
Best Steel Pens in the World.
Best Pliers, Nippers, &c., in the World.
Best Sheep Shears in the World.
Best Enamelled Signs in the World.
Best Steel Wire in the World.
Best Lawn Scythes and Grass Hooks.
Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTER MAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

FRANK MILLER'S

Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

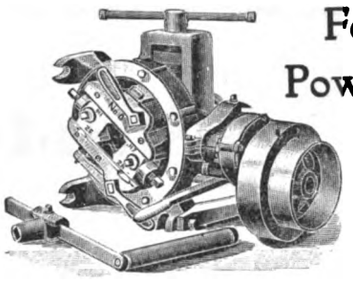
Manufactured by

THE FRANK MILLER CO.,

349 & 351 WEST 26TH STREET, NEW YORK.

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Fitted With Genuine Armstrong Adjustable Dies



For Hand or Power, Portable, Compact, Easily Operated.

Armstrong's Pipe Cutting and Threading Machines

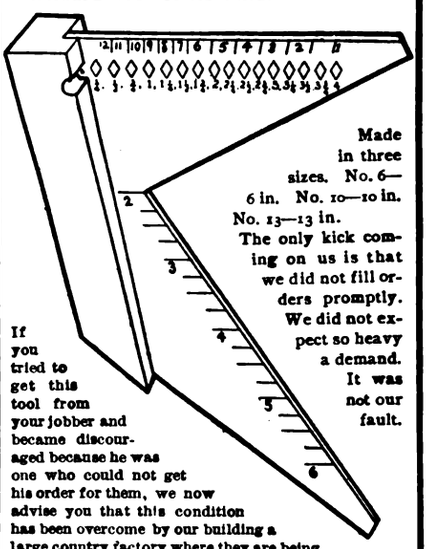
Are equipped for either hand or power and even the largest size for 6 inch pipe can be turned by one man. All sizes up to 4 inches are portable and can betaken to the work wherever it may be. Catalogues Free—Write for one.

THE ARMSTRONG MANUFACTURING CO.

290 Knowlton Street. BRIDGEPORT, CONN.

The NEW Universal Square

Is proving itself sure to become the standard tool of its kind.



Made in three sizes. No. 6—6 in. No. 10—10 in. No. 13—13 in. The only kick coming on us is that we did not fill orders promptly. We did not expect so heavy a demand. It was not our fault.

If you tried to get this tool from your jobber and became discouraged because he was one who could not get his order for them, we now advise you that this condition has been overcome by our building a large country factory where they are being made by the thousands, and every order whether sample or stock, is shipped promptly. So, Try, Try, again.

DUBY & SHINN MFG. CO., Inc.

Home Office and Works, LONG BRANCH, N. J. Branchport Station.



... THE ...

WHITE LILY

SELLS AND STAYS SOLD

There are more WHITE LILY WASHERS SOLD than of any other make of WASHING MACHINE.

DO YOU WANT A GOOD SELLER

Write Today

WHITE LILY WASHER CO.

Toledo, O. Davenport, Ia.

"A PERMANENT ROOF"

CONCRETE STOWELL'S ROOFING

SECURE PROTECTION AND LONG SERVICE BY USING OUR ASPHALT ROOFING

SAVES REPAIRS
SAVES RECOATING
SAVES RENEWING

Send for Samples and Pamphlet

STOWELL MFG. CO.
JERSEY CITY, N.J.



"A Look Behind The Scenes"

will prove to any dealer that

Genuine Philadelphia Lawn Mowers

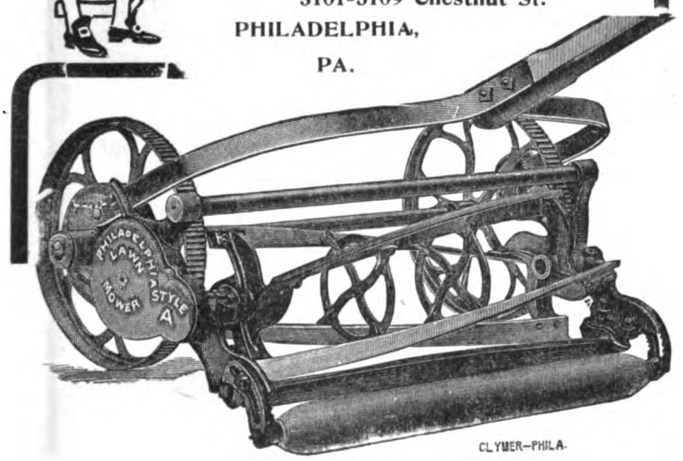
have a knack of winning customers which is easily explained by their up-to-date excellence.

Philadelphia Mowers have led for 37 years They are still at the head of the procession.

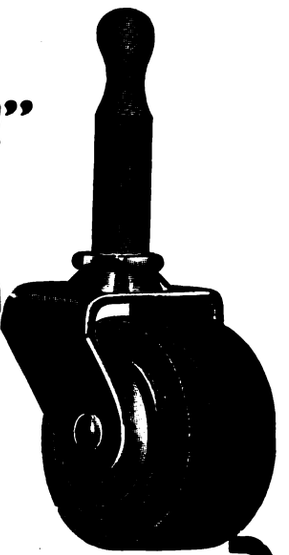
Our 1907 Catalog

tells a convincing tale. It shows our complete line. Shall we send you a copy? Answer at once

Philadelphia Lawn Mower Co.
3101-3109 Chestnut St.
PHILADELPHIA,
PA.



The "Faultless!" Why?



Because it is "the CASTER that never refuses to turn."

That's pretty near perfection, isn't it? Especially when we remember what we get with the ordinary kind.

It's all owing to our little patent pivot bearing socket. By the way, that same little socket won us the **Highest Award** at the World's Fair in St. Louis, in 1904.

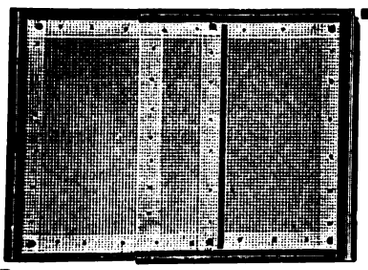
Then notice the **Leather Wheels**, they give ease and steadiness in rolling and turning.

We make them with interchangeable sockets so they can be used on any kind of furniture.

If you want a seller, a money maker, carry the **"FAULTLESS"** line. Our illustrated catalogue will show you what we make.

THE FAULTLESS CASTER MFG. CO.
Nebraska City, Neb.

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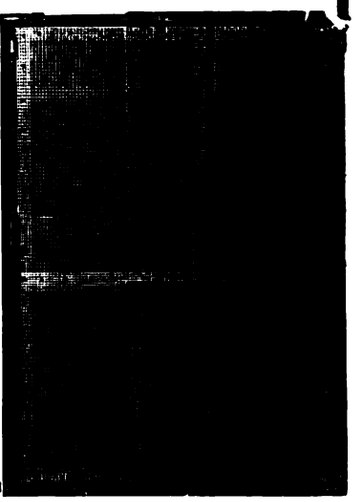
Our

Metallic Adjustable Screens

made a big hit last season

In Great Demand for the Coming Season.

They are entirely rust-proof.
They are also fly-proof.
They cannot warp or shrink.
They are strong and lasting.
They can be adapted to any shape.

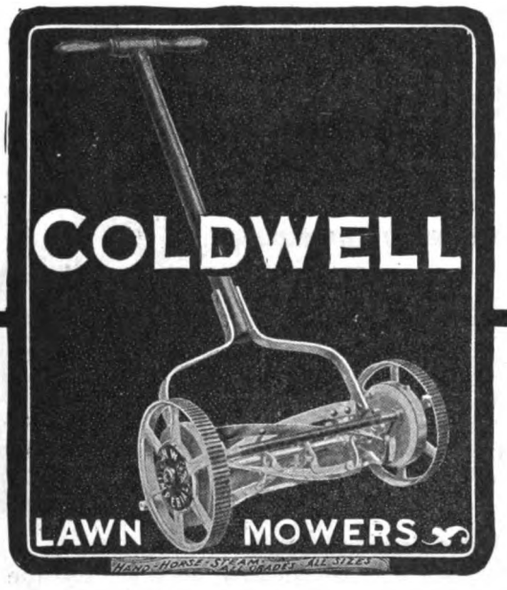


Lists and Prices from

The METALLIC SCREEN CO.

Sole Manufacturers

COLLINS, - - - - WISCONSIN



90 Per Cent.

of the lawns in the United States are mowed by Coldwell Lawn Mowers, because they are adaptable to the greatest variety of grass.

We make Hand, Horse and Motor Power Mowers.

Their reputation makes them quick sellers. Try 'em.

COLDWELL LAWN MOWER CO.

NEWBURGH, N. Y.

WE ARE

HEADQUARTERS FOR EVERYTHING IN HARDWARE

Including Cutlery, Sporting Goods, Guns, Etc.

PAINT

We are sole distributers for one of the best lines of paint made, and will sell you for less money than you can buy comparative goods for: This we guarantee.

Write us for information regarding our special 75 gal. Assortment of Barn Paint. A Paint that is Red and Stays Red and is without question at the price we sell you, the best value on the market to-day.

TROUT HARDWARE CO.

174-176-178 E. LAKE ST.

CHICAGO, ILLS.

Please mention HARDWARE when writing to advertisers.

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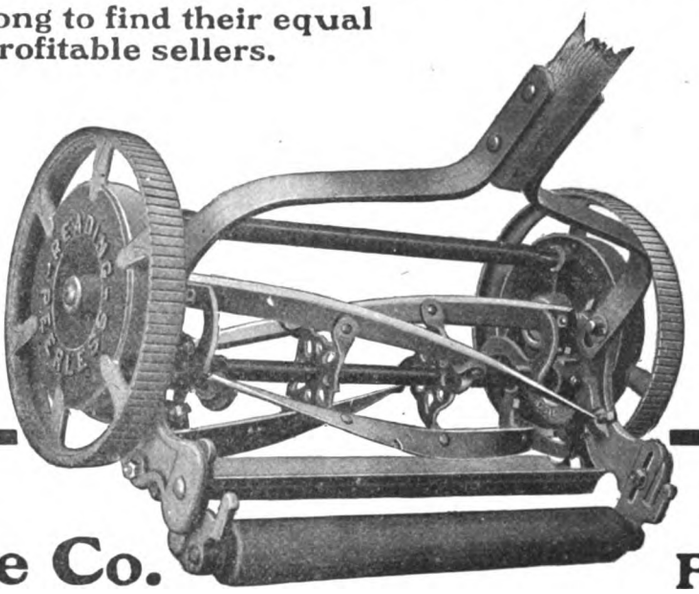
"PEERLESS"

In every respect is the New Line of "Reading Mowers." They are made in a new plant---by new machinery---from new patterns. We make

Fourteen Styles---All Guaranteed

You'll search long to find their equal anywhere as profitable sellers.

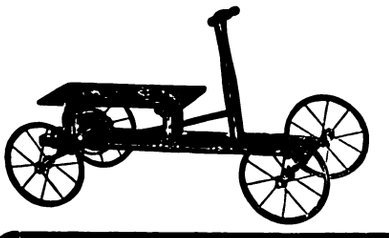
Each style and size has ball bearings and parallel bearings.



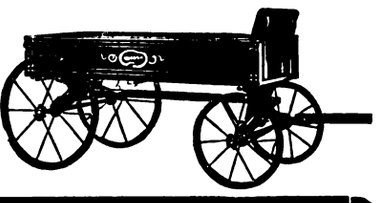
You ought not to be without our catalogue and prices. Send for them to-day.

Reading Hardware Co. **Reading, Pa., U. S. A.**

New York 96-98 Reade St. **Philadelphia** 617 Market St. **Chicago** 105 Lake St.







Three Of A Kind---All Winners

of Holiday trade. Are you ready for the demand we have created for them through advertising? To avoid delay in shipping, we have established

Nine Shipping Stations:

PHILADELPHIA, PA. PITTSBURG, PA. LOUISVILLE, KY. MILWAUKEE, WIS.
ST. PAUL, MINN. KANSAS CITY, MO. SEATTLE, WASH. PORTLAND, ORE. WABASH, IND.

Get Busy, Mr. Dealer. Order of your jobber or direct from us. No more profitable line of children's vehicles was ever placed on the market. Our guarantee with each: The Wabash Limited—Wabash Coaster—Wabash Farm Wagon. Strongly made for "rough-and-tumble" use. They are easy running, all of them and—easy selling

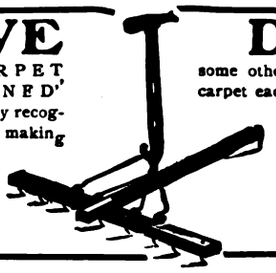
Send for our catalogue illustrating Wabash Farm Wagons, Hand Cars and Steel Sleds.

Direct all mail to Wabash office.

Wabash Manufacturing Co., - Wabash, Ind.

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PROGRESSIVE DEALERS



Always handle the best — The "EXCELSIOR CARPET STRETCHER and TACK HAMMER COMBINED" satisfies the most exacting customer. Housekeepers instantly recognize its merits as a time, labor and temper saving device, making sales easy. Light, Strong, Easily Operated, folds compactly, each in a neat box with instructions and fully WARRANTED. Teeth will not tear carpet. Stretcher locks in any position and can be instantly released for new setting without bother of backing up Tooth Bar, as with some others, or re-adjusting in any way. Stretches 16 inches of carpet each time set, more than any other. A Tack Hammer is part of the machine and therefore always at hand. NOT SOLD TO CATALOG HOUSES, hence a PROFITABLE specialty for the Dealer. Ask your Jobber for the "EXCELSIOR" and accept no other "just as good".

Made only by

RICHARD W. MONTROSS
GALIEN, MICH.



Shall We Confine Our Sales To You?

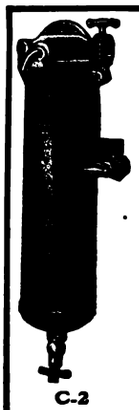
If you wish to have the exclusive sale for the Royal Blue Washer in your town, write us at once.

We sell this first class washer to only one dealer in a town. Do you want the *sole* agency or shall your competitor reap the benefit of it?

We are going to help every local agency sell machines.

Write us today about the agency for your town. A postal will do. Address

H. F. BRAMMER MFG. CO.,
1466 W. 2nd ST., DAVENPORT, IOWA.



C-2

Spring Is Coming

and with it muddy water making a demand for good drinking water filters. The "LYNN" quality is sure to please. They are never dead stock after once handled. A dozen styles and forty sizes to select from.

Write to-day for prices.



Style C

The Lynn Filter Mfg. Co.
Cincinnati, Ohio.

No Better Time
No Better Place Even

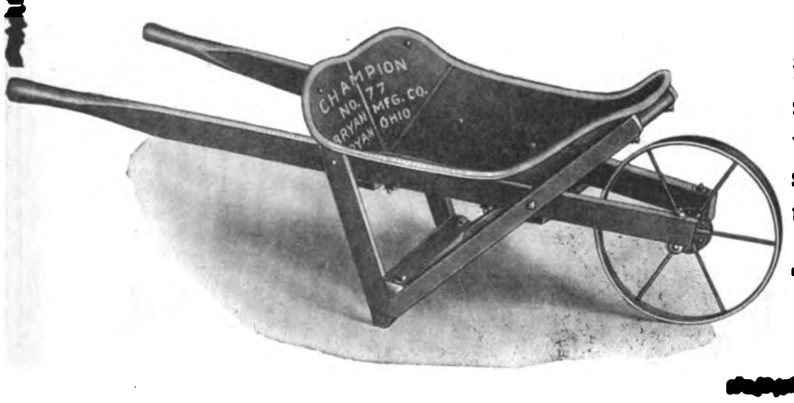
TO BUY

FISHING TACKLE

Send for Free Catalogue

CLARK-HORROCKS CO.,
Utica, N. Y.

You Have Heard of the Man Behind the Hoe



But the Man Behind the Barrow is pleased when it's malleable shod, or a steel frame as light as wood. Runs easy and more service for the money. That's the kind to sell.

THE BRYAN MFG. CO.
BRYAN, OHIO, U. S. A.

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GET BUSY

That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 800 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

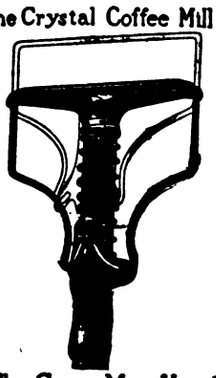
THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

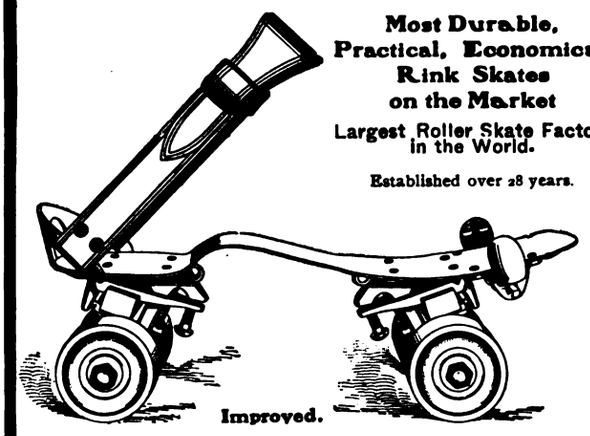
Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

M. C. Henley's Roller Skates



Most Durable, Practical, Economical Rink Skates on the Market

Largest Roller Skate Factory in the World.

Established over 28 years.

Improved.

"The Easiest and Lightest Running Skate on Earth." Used in All Principal Rinks.

Spring Steel Foot Plates. Rubber Cushions between trucks and foot plate. Trucks instantly removed or replaced. Finest construction—one of the most desirable features being the light weight of these Ball Bearing Skates. Full nickeled or bronze finish.

Ball Bearing Noiseless Club Skate.

STEEL OR BOXWOOD WHEELS.

POLO—Complete Polo Outfits, including Polo Goal Cages, Arena Guard Nets, Polo Skates (professional and amateur), Polo Shoes, Leg Guards, Polo Balls, Finest Grade Hickory Polo Sticks, Polo Suits. Over two million Henley Skates sold in the U. S.

Send for Catalogue and Official Polo Guide.

M. C. HENLEY, Richmond, Ind.

VOORHEES RUBBER M'F'G. CO. JERSEY CITY, N.J.

TIME TELLS

The truth about Stitched Cotton Belting, for in poor Belting the Belt and its stitching are soon parted. There's no parting in

VOORHEES STITCHED COTTON BELTING

Because we use the best material, labor the most skilled, and the most economic ways of manufacture. And then—our Trade Mark protects you. Try and see.

Voorhees Rubber Mfg. Co.

Jersey City, N. J.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . . .



Sash Chains

"Giant," "Red Metal"

Cable and Jack

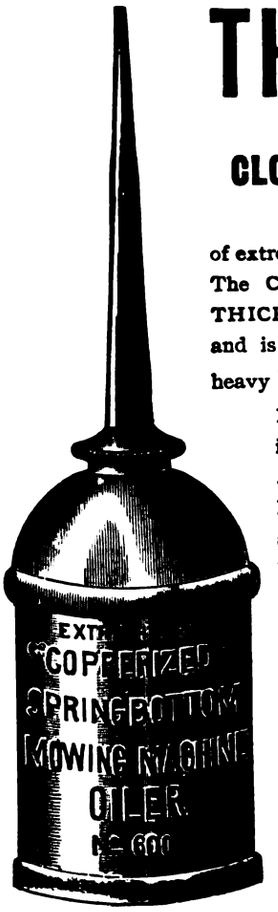
Chains . .

Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*. :-: :-: :-:



No. 40.

New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

CENTER PUNCH

No. 18-A



AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.

Athol, Mass., U. S. A.



ONE-HALF THE COST

and more—is saved by any mechanic buying the Nettleton Reversible Nipper.

Each "Nettleton" is equal to two nippers of any other make, for

THE NETTLETON REVERSIBLE NIPPER

has *two* fine cutting edges on *each* blade. Better still: The Nettleton is adjustable—reversible—interchangeable.

Costs you half the effort to sell it.

Talk Nettleton to the Nipper user in your town and watch them sell!

THE NETTLETON MFG. CO.

Office and Salesroom: 157 CHAMBERS ST., NEW YORK.
Factory: MIDDLETOWN, CONN.
Address all correspondence pertaining to sales to N. Y. Office.

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HARDWARE

I HAVE NOTICED

By B. A. CHAMBEAU.

That the fellow who is always late in coming is usually the first one to go.

That the clock watcher gets let out first when trade gets a little slow.

That the clerk who passes things to his patrons makes friends for the store, while those that throw or tumble them out drive trade away.

That the clerk that always has the cash register in balance has a good friend in the head of the house.

That the well-kept want-book is found only in successful stores. The "just-out" fellow does not know its value. His customers do, however.

That the boss is proud of every clerk who helps him, and soon gets rid of those who don't.

That the clerk who talks with his customer, and not at him, always has a customer to talk with.

That the fellow who thinks he controls the trade soon finds out he can't even control himself.

That a polite "thank you" should complete every transaction. It satisfies the patron, and costs nothing.

That the man who never argues with a customer is the most successful.

That the clerk who always remembers that he represents the store to the customer is the one who always has a job.

That cheerfulness is catching, and that there is always room in the store for a smiling countenance.

That in successful stores the floor is not used as a waste-basket, nor the counter for a catch-all.

That it's a mighty good time to look pleasant when the patron comes in.

That the salesman who gets the customer's attention gives his.

That there is no substitute or anything else just as good as the truth.

That clean hands and clean linen make a favorable impression, while the other kind doesn't.

ACTUAL LOSS TO MICHIGAN STOVE COMPANY IS ABOUT $300,000.

There has been much speculation as to the actual loss of the Michigan Stove Co., Detroit, Mich., from the fire, and as to whether, in view of the conflagration, the company would not pass the dividends.

"The actual loss to the company as near as can be ascertained, over and above insurance, is between $250,000 and $300,000. It is likely to be nearer $300,000," said George H. Barbour last night when asked about the matter.

"No, sir!" he continued emphatically, "the company will not pass the dividends. They will be paid as usual."

These dividends are seven per cent. cumulative on $1,500,000 preferred and three per cent on $1,500,000 common, making annual disbursement to stockholders of $300,000.

MAN'S LIFE

is a "game" of cards. First it is "Cribbage," next he tries to "go it alone," at a sort of "cut," "shuffle" and "deal" pace. Then he "raises" the "deuce" when his mother "takes a hand" and contrary to "Hoyle" "beats" the "little joker" with her "five." Then with his "diamonds" he "wins" the "queen of hearts." Tired of playing a "lone" hand, he expresses a desire to "assist" his fair "partner," "throws out" his cards, and the clergyman takes a "ten" dollar bill out of his "on a pair." She "orders him up" to build the fires. Like a "knave," he joins the "clubs," where he often gets the "high," which is "low," too. If he keeps "straight," he is often "flush." He grows old and "sees" a "deal" of trouble, when at last he "shuffles" off his mortal coil and "passes in his checks," and is "raked in" by a "spade."—Life's fitful "game" is ended, and he waits the summons of Gabriel's "trump," which shall "order him up" or turn him down.—*Ex.*

LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

RIGHT TO CHANGE GRADE OF LAWN.

QUESTION.—A owns a house and lawn in a village. His neighbor also has a lawn immediately adjoining. The neighbor decides to fill in and grade his lawn so as to raise it several feet. This will of course cause the surface water to drain upon A's lawn and injure the value of A's property. Has the neighbor any right to do this?

REPLY: According to the law of New York, Massachusetts, New Jersey, New Hampshire and most of our American States, a man has the right to change the grade of his premises and fill in his lawn, although the effect may be to cause surface water to drain upon the land of his neighbor. The rule is that surface water is a common enemy which every land owner may fight and get rid of as best he may. Of course he has no right to dig drains or ditches which empty upon his neighbor's land, but he has the right to change the grade of his own land, even though this may incidentally cause damage to his neighbor's property. In a few of the States, such as Illinois, California and Louisiana a contrary doctrine has been established. But the law of most of our States is as above stated.

BOND AND MORTGAGE IN NEW JERSEY.

QUESTION.—I owned a house and lot in the State of New Jersey. In 1897 I borrowed $2,000 on bond and mortgage giving the house as security. I afterwards sold the house for $3,000, subject to the mortgage. Afterwards the house was again sold, subject to the mortgage, for a price which I do not know. The interest on the mortgage has not been paid for nearly a year. The mortgagee is now threatening to sue me. Can he collect anything from me when I have sold the house and lot?

REPLY: Although you sold the mortgaged premises, you remained liable on the bond. But the New Jersey statute provides that the remedy against the land must first be exhausted before an action can be brought upon the bond. The mortgage must first be foreclosed. But if the land does not yield enough on foreclosure to satisfy the debt and interest, you can be held personally liable for the deficiency.

DUTY OF LAND OWNER TO LICENSEE.

QUESTION.—A man was building a house upon his land. A carpenter went there to see if he could get a job. One of the floors was only partly boarded over, and the carpenter accidentally fell through to the cellar, injuring himself severely. Can he make the owner of the house pay damages?

REPLY: We think not. The carpenter who went on the premises to look for work was not there by the invitation, express or implied, of the owner. At most he was there by the owner's mere sufferance or license. The owner of land in general may use it as he pleases and leave it in whatever condition he wishes. A licensee must take the premises as he finds them. So far as he is concerned, the owner's duties are simply to refrain from willful wrong, and perhaps from active negligence as well. The owner being under no duty to the person seeking for work to board up the openings in the floor, it follows that he is not liable for the injuries sustained.

✦

ATLAS SHEAR CO., Bridgeport, Conn., with Export Department at 7-9 Warren Street, New York, in charge of U. J. Ulery, have published their Catalogue No. 17 of "Atlas Brand" Shears and Scissors. Cast Shears and Scissors of every description for domestic and export trade will be found illustrated and described, such as Straight and Bent Trimmers, German, Red Star, Royal Blue, Clyde and Magic Pattern Shears; Barbers', Bankers' and Paper-Hangers' Shears; Ladies' Embroidery and Button-Hole Scissors; Pocket, School and Kindergarten Scissors; Tinners' Snips, etc. Assortments mounted on cards are also shown, as well as some examples of their new plate etchings. The catalogue will be sent upon application.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY
HARDWARE PUBLISHING CO.
309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

T. A. MACINTYRE, - - - - - - President.
J. H. EDWARDS, - - - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - - Editor.
J. W. PENTZ, - - - - - - General Manager.

FEBRUARY 25, 1907

Editorial Trade Review

Various reasons combine to prevent February sales of Hardware from being so far in advance of conditions prevailing a year ago as those of January were, and yet they hold their own pretty well. Last year almost everything in the way of Builders' Hardware swelled the sales, more particularly on account of the Winter being so open, and the opportunities for pressing forward the construction of buildings were susceptible of the greatest development. This year the changes in the weather were more radical, and compulsory inactivity was more noticeable. Then again, prices are more uniformly firm, and the jobbers who had large stocks have already given the retailer the benefit of the sagacious purchases, their fortunate contracts, and are beginning to look for the reward, and gradually advancing their prices; with the view as much as anything, of forcing the retailer to do something of the kind himself. The jobbers have no price understanding beyond the display of business acumen and common-sense conditions, and cannot continue this philanthropic procedure when many goods command a premium because of their actual scarcity.

Spring trade is opening up well and safely; so far developing no pessimism to succeed the sanguine, optimistic views regarding trade, with which the year opened. Manufacturers are holding prices firmly, even where they are not sold largely ahead. There are no doubts of the unexampled prosperity of the future; contentment reigns supreme, and the future is full of promise. There are no radical changes affecting general lines, and the recession in price noted in the pig-iron market cannot be repeated in the prices of goods, unless long continued; but it may have a tendency to make some lines of specialties not already moved along the lines of activity, pause on the threshold, realizing that an advance would be difficult to retain in the face of a selling market. Cut Nails are in strong demand, and the feeling that they can hold the price and even command a premium for prompt delivery at times, will sustain the entire market, and brace up effectually any doubting Thomas who is looking for trouble.

The advances that have already occurred on so many lines of goods seem only to stimulate orders for the future, both for immediate and for stipulated deliveries. The Southern houses have actually initiated night-work already, to keep the dealers supplied with the goods they need. In the country, stocks are not abundantly large, and the active movement noticeable among retail houses arises as much from that fact as anything else. Many goods are as scarce as one could realize, and cannot be had even at a premium; and under the circumstances, taking this state of affairs into consideration, the jobbers take advantage of this situation and hold firm at the latest prices. If any favors are extended to the progressive trade that are most urgent in their demands, it is to those houses who are the most responsive to the consideration that money talks. The manufacturers depend upon prompt payments from jobbing customers, who are in the habit of having large bills fall due almost daily; so that it behooves the retailer to pay promptly at terms given, and establish a record for prompt payment which in times of stress can be relied on, meeting demands which it would be unwise to neglect, even taking goods at a slight advance over the mill price, if the stock is uncomfortably short.

Our pages are full of the proceedings of the State Associations that are holding their stated conventions, where the business methods are extolled by the members, who are proud of the records they daily make, seeking by every legitimate means to grease the wheels of general traffic, and make possible a greater harmony in the business transacted "between ourselves and the other man" in the field. This does a good deal toward knocking the selfishness out of daily transactions, and enables all the dealers to make a fair profit. These Associations are increasing in their number of delegates, although in each State there are enough dealers who fail to take advantage of their opportunities, thinking they are masters of the home situation and need no assistance. They can learn from convention proceedings how the elements of a continued success have been coralled by a broad-gauged policy of a "live and let live" course of proceedings do most of the work; and one's worst competitor be found his best friend, a course in which cut prices without any profit need not prevail, but each man shall reap the emolument he deserves from his personal efforts to accomplish results.

A JEST.

Numerous stories are always in demand but there may come a time when they are dangerous to toy with. Jest or humorous situation told against some customer may, in the beginning, be mirth-provoking enough without offense; by the time it goes the rounds of a neighborhood back to its victim it is so altered in its import as to arouse the liveliest anger against the dealer who set it going.

Even though the victim's name is suppressed the sting has not been removed; indeed, in many instances, the danger is actually increased. Some one to whom the story goes may set his wits to work and supply the name of some one he believes the story refers to and then hand it along with the addition as "told him by the Hardware dealer." However innocent the joke, the man whose name is wrongly coupled with it is at once indignant at the falsehood, which he brands as such without hesitation.

Old newspapermen, who are supposed to be out for the express purpose of finding out and publishing things about people, agree that the things they suppress always exceed in quantity and sometimes in lively interest the things that they give out for publication. If every Hardware dealer would adopt a similar rule and keep upon himself the jest or accident, however laughable, that might, in an altered form appear offensive to some customer, it might in the course of a year save quite a number of his otherwise lost sales.

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NEBRASKA RETAIL HARDWARE ASSOCIATION

The Sixth Annual Convention of the Nebraska Retail Hardware Association was held at the Auditorium, Omaha, on Tuesday to Thursday, February 5, 6 and 7.

TUESDAY AFTERNOON SESSION.

The meeting was called to order by Nathan Roberts, of Omaha, president of the Association.

Mayor J. C. Dahlman delivered an Address of Welcome, which was ably responded to by Max Uhlig of Holdrege.

President Roberts then delivered his annual address.

ANNUAL ADDRESS OF PRESIDENT ROBERTS.

Brother Hardwaremen of Nebraska:

I greet you and extend to you the right hand of fellowship bidding you welcome to this our sixth annual conference.

Another year has been relegated to the past. A year of business experience, rich in all that goes to make a successful life and business career. We have all enjoyed many blessings, foremost of which are health, happiness and prosperity, and so far as I know none of our members have passed to "that bourne from whence no traveler returns." We would not forget at this time to render thanks with grateful hearts to the Giver of all good.



FRANK HACKER, PRESIDENT.

The past year has left its lessons for us to learn and profit by. We have all made mistakes in our business affairs; mistakes which might have proven disastrous have been tempered by the conditions surrounding us on every hand. The man of true business ability will profit by these experiences and when the times of adversity in the cycle of things shall arrive, as they surely will, he will be prepared through these very experiences to guide his ship into less turbulent waters.

We meet this year under favorable circumstances. Our membership, although conditions were unfavorable, shows a wholesome increase, something over fifty per cent., and before this session is closed we will have reached an enrollment of double that a year ago, for which we are largely indebted to the rustling ability of Secretary J. Frank Barr.

You will remember that Mr. Barr resigned from the office of secretary at the beginning of this last year. His resignation compelled us to break in a new man. Mr. Smith proved a worthy successor in so far as the routine of the office work was concerned, but it being an entirely new field of operation for him he had all of Mr. Barr's experience in the work to gain. Seven months had passed and results were not apparent. In August we learned that Mr. Barr could be induced to again take hold of the work. We lost no time in availing ourselves of his services. We may safely say, without any disparagement to Mr. Smith's efforts, that the gain in our membership is largely due to Secretary Barr's work in the past five months. What the results would have been in twelve months' work goes without saying.

We are proud to present to you in this building an exhibition of many lines handled by us, which we think is second to no other exhibition in the United States, considering it is our first experience in this line and that we had it all to learn and unlearn. Permit me at this time to urge upon everyone that we give it the place in our convention which will result in the greatest good to the members and exhibitors. To accomplish this much-sought-for object there is a rule we must adopt which will safely carry with it that result; namely, let every member be in his seat ready for business at the hour scheduled; then avoid all dilatory measures, pushing our business through in the best manner and the shortest possible time, giving the exhibitors our attention in the interim of our sessions. One thing at a time, done well, will net us the largest possible returns.

I am sure you will all agree with me that Secretary Barr presents us with the best programme we have yet accomplished. In point of merit, composition and arrangement it cannot be excelled by any association.

The patrons of the advertising features are our friends. Shall we do our duty, so far as in us lies, and patronize them for this fact (that they are friends), which we can and return them profit on their investment, proving that Nebraskans are no ingrates.

Peace again reigns within our borders. The two great chiefs have buried the hatchet. Let us sing a requiem to the lost cause. Perhaps I ought to modify this a little and state that while peace does reign within our camp, the Saracens are upon us and are even now attacking our outer works. However, this is not yet our fight. As a body of associated Hardwaremen we are safely ensconced behind the impregnable fortress of conservative thought and action.



J. FRANK BARR, SECRETARY.

Brethren, let us in the future, as in the past, guard well our tongues and keep careful and inviolate all our sayings and doings, thereby defeating any ulterior motive of our common enemy. However, should they in their bombastic make-up think they have reason to believe that much free advertising can be had at our expense we are amply prepared with the handsome balance in our treasury to ward off any impending danger.

We may be seared with the hot shot of fake advertising, yea, bucked clear over the fence into another field of operation, but we will stay with them. The keen blade of honest and legitimate trade has entered their vitals; they squirm and squeal and in the words of Shakespeare we say "Lay on Macduff, and damned be he that first cries, hold, enough." Moral fear never won a battle.

The catalogue house question in the view of transpiring events naturally holds an uppermost place in our minds. However, I scarcely think it will pay us to give much of our valuable time to so mooted a subject. "Whom the gods would destroy they first make mad."

The leaven is working. I hope to very soon see the consummation of my desires, namely, the federation of all lines of retail business. To illustrate: An admission was made by the head of one of the largest mail-order houses in Chicago. In an interview a short time ago he said that if all lines made as aggressive a fight as the Hardwaremen they might well look to their laurels. In this connection I would have you carefully read an article under the caption of "Traitors to Retailers," on page 54, January Bulletin, showing what can be accomplished by a complete federation of all retail lines.

Our association, so far as I have knowledge, is enjoying the most pleasant relations with our friends and co-workers, the

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jobbers. During the past year a few unpleasant occurrences arose, but we found when the jobbers were given the opportunity to explain, their sins were found to be of the head rather than the heart.

There are many good subjects to be handled at this convention. However, there are a few very important ones that seem to have been crowded out for lack of time. I would recommend for your consideration, if time will permit, the question of delayed freight deliveries. This subject was ably handled at the Atlantic City Convention but without any decided action looking toward relief.

I have a copy of the proceedings if any of the members desire to take up the subject at this session.

Federation of all lines of retail merchandising, while yet in its infancy, is a step in the right direction, and I am glad to say that our own State is among the first to take the initiative. I hope you will also find time to express some thoughts along this line.

Postal legislation is at the present time being considered by Congress. Our hope is in Chairman Overstreet and his colleagues of the House Committee, that the interests of the retailers of the country will not be jeopardized for the sole benefit of the very few. Certain postal reformers are arduously at work along the lines of a so-called "Postal Check Currency System," and as retailers we must be prepared for any moves in this direction.

The National Retail Hardware Association, through its officers, is alive to all these issues and is watching zealously the interests of every retail Hardware merchant in the country.

Our growth has been phenomenal. Upwards of ten thousand of retail merchants are connected with the State Association and through them with the National Association.

I had the honor, together with Mr. Hall, to represent you at the last meeting of the National Association, and I assure you that your interests were paramount in all their deliberations. Your representatives upheld the honor of our State to the best of their ability and as you are already aware did not come home empty-handed. Nebraska is represented in the councils of the National body by no less a person than our worthy treasurer.

There are many themes of interest to our welfare which I would like to touch upon, but I have already encroached upon your valuable time.

In closing I will say that I hope the efforts of your officers were not in vain in their endeavor to make this gathering useful and beneficial.

That the membership of the Association will find that the coming together gives them practical help in the conduct of their business, justifving the time and money thus expended and that the efforts put forth for the best interest of our friends, the exhibitors, will be regarded with general approval.

And now permit me to use the thoughts of the President of the National Jobbers' Association in his closing address at the last convention. Their fitness at this time is apparent beyond anything I am capable of framing. He says: "What we all need is to cultivate more back-bone, more square-toed fairness, more disposition to help our legitimate competitors, which is indirectly a greater help to us than aggressive selfishness. When we all uphold and practice the Association platform of a high standard of business methods, we shall prosper as an Association and as individuals to a greater extent than we have in the past, and our influence will grow broader and stronger with the passing years."

This was followed by the annual report of the secretary, J. Frank Barr, of Lincoln, which was as follows:

SECRETARY'S ANNUAL REPORT.

Most of you are probably aware that with the close of our last convention a year ago, that I severed my connection with the association as secretary on account of having received and accepted the offer of a more lucrative position in another line of business. My successor, for some reason or other, resigned, and I was prevailed upon to accept my old position again, September 1st, and I am sure it is again a pleasure to look into the faces of so many old friends.

Holding the office jointly as Secretary of the Retail Hardware Association and the Hardware Mutual Insurance Company, I am thrown into contact with many new Hardware merchants that are not members of the Association and in calling upon them in the interests of the insurance company, I have prevailed upon many to see the advantage of a membership in the Association. At the close of the year 1905 we had 298 members. During the past year we have gained 120 new members, making a total of 418. We have lost by death or gone out of business, 17, leaving a membership of 401. Of this number 381 have paid their dues, and twenty have not paid dues.

Since the first of October my time has been largely taken up in preparing the programme for this convention, and it has taken an enormous amount of correspondence to prepare the same, especially the advertisements, which if you have ever gone up against an experience like this, you will realize the difficulties in an effort of this. You will note, however, by my financial report, that we have been fairly successful in this feature, and you will probably note that the souvenir programme this year is more attractive in appearance than ever before.

Another undertaking this year, being a new one, is the Hardware Exhibition, which we undertook at considerable risk, on account of the expense of rental of the Auditorium for the week, but we did not seem to have so much difficulty here, as the jobbers and manufacturers seem to think it is a good place to meet you here to interest you in their respective lines, and you will note the large and attractive number of exhibits, to which I trust you will give us as much of your time as you can spare out of the hours of the convention.

We have on our programme for the three days some very valuable subjects, that will be discussed, and I hope each of you will make a note of what is said and lend your help to make this the most profitable and enjoyable convention we have ever had.

TREASURER'S REPORT.

The report of the treasurer, H. J. Hall, of Lincoln, which was especially gratifying to all the members, shows that the balance on hand at the date of the last convention, including receipts for the year was $2,864.54; expenditures, $1 535.25, leaving a balance of $1,329.29. The report which included an itemized list of the receipts and expenditures was, on motion, referred to the Finance Committee for the purpose of auditing.

At the conclusion of his report, Mr. Hall said, that in view of the splendid financial showing of the Association, every Hardware merchant of this State, who is now a member, will doubtless want to associate himself with a body of men, that is composed of wide-awake business men who have made a success of this undertaking; and as we usually gauge a business man by his success, our Association therefore is all that a successful business implies, because it is the united effort of every man who has been, and is now, a member of our Association.

Mr. F. C. Harrington of Pawnee then moved that during this convention all persons who are the principal speakers on a subject be limited to fifteen minutes, and all that speak on that subject five minutes each, a longer time being left to the discretion of the chair, which was seconded and unanimously declared.

The next number on the programme was a report of the delegates of the National Convention, which was responded to by H. J. Hall, of Lincoln, a member of said committee. He spoke as follows:

REPORT OF COMMITTEE TO NATIONAL CONVENTION.

The Seventh Annual Convention of the National Retail Hardware Association held in Chicago, March 20, 1906, was the largest and most enthusiastic ever held by that body. There were eighty-two accredited delegates representing twenty-six different States with twenty associations. The total number of members at this time will reach over ten thousand. More gratifying than the rapid growth in numbers is the influence which the association is bringing to bear in advancing the interests of the retail Hardware merchants. The letter of greeting and words of congratulation from the Manufacturers' Association was a manifestation of the interest taken by the manufacturers in the work accomplished by the Retail Association.

The address of President Bogardus, in addition to being a resume of past work, impressed upon the delegates the importance of continued effort on the part of every association to educate the people in relation to the Parcels Post and other bills that are being presented to change the present postal laws. He also urged the holding of exhibitions such as we have at this meeting. While we are not a political body he urged us to take a stand as separate associations on some things that are coming before Congress on which we can all make a united effort. Unfair discrimination between shipments, rate legislation and other subjects are matters on which we should express our views in no uncertain way. It was at this last National meeting that the Bulletin was changed from a quarterly to a monthly publication. This meant more of an undertaking than the average member would realize, but it has certainly proven a wise move. One of the resolutions adopted was in favor of the National Pure Food Law which has, since our meeting, become one of our national laws. Another matter that was brought before the National Association was the effort that the Nebraska Association was making against the unjust advertising that was being carried in the various journals published by the fraternal organizations, that was detrimental to our business. In view of the work that is accomplished along this line it is my pleasure to read to you a personal letter recently received from Honorable A. R. Talbot, head consul of the Modern Woodmen of America. The Modern Woodmen of America journal has a circulation of almost 800,000 each month. This shows that the Modern Woodmen of America are our friends and is certainly a step in the right direction.

The next National meeting will be held in Boston and it has been suggested that the expenses of the delegates to this convention be limited. This matter will, of course, be decided by your executive committee and reported on at this meeting.

It was an unexpected honor to me to be elected a member of the National Executive Committee and in this connection I wish to state that the work of your worthy president, Nathan Roberts, was responsible for placing Nebraska among the States which were thus honored.

The National Convention is characterized by the hard work done by every member in attendance.

The president then appointed the following committees:

NOMINATING COMMITTEE: J. S. Cornell, Ord; C. A. Newbury, Alliance; C. P. Schneider, Syracuse.

PRESS COMMITTEE: C. F. Schram, Omaha; E. S. Hayhurst, Loup City; A. Hansen, Upland.

RESOLUTION COMMITTEE: S. A. Sanderson, Lincoln; C. F. Montgomery, Creighton; P. G. Satt, Wausa; P. F. Conant, Benedict; F. E. Lahr, Lincoln.

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SERGEANTS-AT-ARMS: A. E. Small, Crete; F. Pettengill, Omaha.

GRIEVANCE COMMITTEE: Max Uhlig, Holdrege, R. W. Weaverling, Peru.

After the president made several announcements, the convention adjourned till Wednesday morning at 9 o'clock.

WEDNESDAY MORNING SESSION.

The first article on the programme was on

PENNY POSTAGE VS. PARCELS POST

which was handled in a very able and exhaustive manner by R. W. Weaverling, of Peru.

This was followed on the programme by a paper on the subject of

KEEPING A RECORD ON BUSINESS

which was to have been delivered by H. C. Leggett, of Ord, who was detained by illness in his family, so that Harry Fischer, secretary of the Nebraska Retail Grocers' and Merchants' Association, was called upon to give a synopsis of the present bill known as "House Roll No. 261," which is an enlargement of the exemption law, very much needed in that State at this time. This address was quite lengthy, and was listened to with a great deal of attention and the members were requested individually to see their representatives and senators and urge them to use their influence favoring the passage of this bill.

The convention was then favored with an address by F. W. Arndt, of Blair, on

MERCHANTS NOT DEALERS.

As we note the names or terms as commonly known by several of the other lines of business, we wonder why such an everyday name (you might call it) as Hardware Dealers was ever given to our profession. Is it not up in this world to other lines and deserving of the best? A business that takes more brains and more years of experience to carry on successfully than the average trades. We speak of Dry Goods Merchants, not Dry Goods Dealers, Grocers, not Grocery Dealers. In the larger cities we find the term used in business closely related as Iron Merchants, not Iron Dealers. Let us rise to a little more dignity in our calling. Hardwareman is good, but Hardware Merchant is better. We find that Lumber Dealers are changing to Lumbermen and Implement Dealers to Implement Men, while we in our chosen business called Hardware Dealers, seem to be classed in name similar to Junk Dealers, Rag Dealers, etc. I think you will all agree with me that the name merchant is more applicable and carries with it more dignity and meaning than the term dealer. We find among the class of men engaged in the Hardware trade, some of our very best business men. Men who have ability, good judgment and sound business principles that average up fully to the best in other lines of business.

I fully believe that you will find among the Hardware merchants more upright and honest men, as it is very seldom we hear of one in our trade selling out in some way to beat his creditors. Of course we have some of them also, as every organization has its black sheep. We often have mysterious fires occurring in different business houses, and happening quite often, but such is rare in our line compared with others.

There are men in the Hardware business who, we may say, have missed their calling, judging from the looks of their stores, and noticing their business ways, they are about twenty-five years behind the times. They are not up-to-date in business methods, but going along in the same old rut as their forefathers did. There are others who see that they are losing ground, they are fully aware of it, but they are too stubborn to change from their old accustomed way of doing business, while their competitors in the next block or so, full of vim and tact, and alert whenever opportunity presents itself, are getting the business and drawing the people. Such a back number man as first mentioned, may be designated as a "dealer," while his competitor whose store and its workers improve their time and show it by the looks of the place all working in perfect harmony and precision of modern business methods. One would say that the man at the helm shows his skillful ability and enterprise and is entitled to the more elevating name of Hardware merchant. I am glad to say that to-day we find very few of these "moss back" Hardware dealers in this State of Nebraska.

Perhaps some of you can recall some years ago, in the new-settled portions of the State, of seeing stoves sampled on the floor unblacked, and Hardware to correspond. An effort should be made along the line to get this change of name fixed upon the minds of the people, through the trade papers, and on our stationery, that the reform may be more quickly brought about. Of course the old habits and customs will have to be dropped. Hardware merchants can very much assist by eliminating from their advertisements the word "Dealer" or "Dealers," which is superfluous. We find the different State Hardware Associations are one after another dropping the word "Dealer" as they seem to agree that the term Hardware Merchant is more proper.

Permit me to add my personal experience on business names: After a good number of years partnership I assumed four years ago by purchase the entire business. For change of name, I adopted from then on, "The Arndt Hardware." My object at that time in making this choice was to connect the name with the business. Among our people nowadays, instead of hearing them speak of "Arndt's Store," we hear the common saying, "The Arndt's Hardware," which states the kind of business when spoken, and is that much advertising. Since then, two of my competitors began to advertise their business in the same way.

The difference between keeping store and being a merchant, is the difference between merely existing and truly living.

The next order of business was the opening of the Question Box. "Does it pay to dress windows in small towns?" M. A. Hargelroad of Holstein suggested that the merchants dress their windows every week and place in them one or two leaders that would attract the public, such as hammers and hatchets, and if necessary, sewing machines. F. W. Arndt of Blair said that he is a crank on window display and said that he changed his windows at least once a week with some attractive specialty at the best price that could be made, which was always attractive to people who came in and inquired about it.

The next question, "Should the merchant sell at the same price to everybody alike or make different prices to customers?" G. C. Veich of Bancroft created much excitement in leading the discussion of two prices to customers, which he said was one price to credit customers and another price of 10 or 15 per cent. less for cash customers, with the result that his business is practically all cash and he has few bad accounts. He said he had an attractive sign in his window as follows: "Remember my two prices," which served to call the attention of his customers. He said by means of this sign, he had educated his customers to pay cash. At twelve o'clock the convention adjourned till 2 o'clock P. M.

Frank Hacker, of Friend, handled the next question in an admirable manner.

HOW IS THE BEST WAY TO ADVERTISE.

and spoke as follows:

In advertising I take something different from the ordinary and I pick up ideas in passing along the streets of cities. The best way to advertise: I write letters to my customers and other prospective customers. In January I ran an ad in our paper headed "A Stimulator," stating that on January 31st I would give to the person holding the lucky number on a $1.00 purchase, a $20.00 tailor-made suit of clothes, and if the holder of the lucky number was a lady, I would give a silk skirt. During the month I made 1600 one dollar purchases, and it is needless to say, I was pleased with the result. Then, about a week before Feb. 1st, I placed a Stevens rifle in the window with a card, stating that "Will be given free to some bright boy," and for them to call on Saturday at 4 o'clock, and I would tell them about it. This brought pretty nearly every boy in town to the store. When they came I told them I had printed a card with my name and business on it, also a blank space for purchaser's name, and for them to distribute the cards among their friends and parents. The result was very gratifying. I also arranged a similar contest for the girls whereby they took the blank cards, and the girl who got the greatest number of ladies' signatures, secured a doll, and I got all the ladies of the town in my store, wondering what Hacker had up his sleeve, and in the meantime I made numerous sales from ladies who otherwise would never have come to my store. My object in this was to secure a revised and complete mailing list.

The president then announced that we had to-day with us, W. C. Wright of Omaha, president of the National Hardware Jobbers Association, the best friend of the retailer and that he would tell us something of the work of the National Association. Mr. Wright paid a high compliment to the Hardware merchant, saying that they were the most upright and able class of merchants in the United States, which was illustrated by the fight they were making against the Parcels Post. He stated as far as Omaha was concerned, not another city in the United States had taken the stand Omaha had to protect the retailer, and that the Omaha jobbers had always used their influence to drive out the mail order houses, and are further trying to protect the merchants by driving out the catalogue houses and preventing them from increasing their business. He also thought the Association had taken the right stand in reference to its members purchasing good Hardware from jobbers and manufacturers. He also urged the Association and its officers to give their undivided support in regard to the unfair competition. He stated that the National Association was unalterably opposed to the parcels post as it would injure the great body of merchants in the United States.

The president then introduced Mr. Miles of Mason City, Iowa, vice-president of the National Retail Hardware Association, and stated that Mr. Miles, having appeared before us on a previous occasion, being himself a prominent retailer in Iowa, was not altogether a stranger, and spoke for Mr. Miles words of cheer for their own association. Mr. Miles said it gave him great pleasure to bring to us the greeting of the National Hardware Association. He stated that all the suits that have been brought before the association had been amicably settled. He also spoke encouragingly of the National Bulletin and hoped that every Hardware merchant in Nebraska would read it and send it any news items they had from time to time, as through it our work can be circulated. He said we must be aggressive and never stand still. Mr. Miles having been assigned the subject of "Hardware Mutual Fire Insurance," made an extremely interesting address on the subject.

Albert Denger, of Norfolk, delivered an address on

"LOYALTY TO OUR ASSOCIATION AND HARDWARE MUTUAL INSURANCE COMPANY"

which was as follows:

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When a man joins an organization or society, he does so with the idea and purpose of thereby benefiting himself. It may be an honorary organization, or it may be one through and in which the new member will gain material benefits. But, whatever kind of an organization it may be, some benefits should be derived from the membership, or the purpose of the organization is lost. If then, this organization confers benefits upon the member, from the fact that he is such, what is the duty of the member of the organization? There is but one answer. "Loyalty to the Association." This is the very foundation of the structure of voluntary organizations, and without it the structure will crumble and fall into deep ruins of failure. It is required from every member and officer of the Nebraska Retail Hardware Association. I am glad to say that they have all shown loyalty by helping to strengthen our organization in membership. But, we can still more show our loyalty in aiding our officers to get more of the Hardware merchants to join, so that before another convention time rolls around, at least fifty per cent. of the Hardware merchants of our State will be members of our Association.

Let us show our loyalty to our officers, especially the President and the Secretary, who so loyally work for all of our interests. When our Secretary writes to us, or sends us any communication of any kind, let us answer him by return mail and show him we appreciate hearing from him and let us comply with his request, whatever it may be.

Let us be loyal to our National Association, as it is doing such a world of good for us in combating with our enemies, the mail order houses.

Let us show our loyalty to our friends, the Jobbers. I mean by them, the Hardware Jobbers, who so loyally stand by us and say: "We do not sell to catalogue houses and every grocery house there is in the country, but only to the legitimate Hardware trade."

Last, but not least, let us be loyal to the traveling men, as they are the "traveling missionaries" of our Association and do lots of good for it. They are not "knockers" but "pushers" and our "friends."

As to the benefits derived by being a member of the Association, it is hardly necessary for me to say much on this subject as the members are well aware of the benefits. I for myself, can say that I feel amply re-paid for the time and money spent to come to these conventions and personally meet and get acquainted with my brother Hardware merchants, who are almost neighbors of ours, but have never had the pleasure to meet them personally, and have a hearty hand-shake and can sincerely say, "I am glad to meet you." And, we know by past experience, that little local differences that existed between members, have been adjusted at our conventions and before they went home they have been the best of friends, slept in the same bed and have been friends ever since, so we all derive benefits in one way and in another.

Now, allow me to say a few words in regard to our Nebraska Hardware Mutual Insurance Company. It must certainly be gratifying to the officers of our Mutual Insurance Company that the members have shown their loyalty to it. A year ago, so the secretary informs me, we had 117 policies in force and this year we have over 300, which shows a very nice gain. Last year, we received a rebate of 20% and it may perhaps reach 25% this year, and if all members will come into the "band-wagon" and take out policies, this can be brought up to 30% or 35%. It is certainly a nice saving on the expense of insurance. But I know that some of the brothers don't agree with me on Mutual Insurance. The one objection that some of the dealers have to our Mutual Insurance Company is the fact that they are getting some business from the local agents, and they feel obliged to give them their insurance business. However, though this may be true, I doubt, if their customer could buy goods from their competitor at 26% less, whether they would endeavor very hard to get their insurance business on a saving of this kind to themselves.

Another objection that some of the dealers have is that they have already been so thoroughly solicited by the old-line companies, on the theory that they do not know what it is going to cost them in the mutual company on account of some of the disastrous failures that we have had within the past ten years. But, upon investigation, I find that the cause of their failures is due to the fact that three officers individually, in each of these companies, voted themselves high compensation and took such hazardous risks, being desirous of obtaining those that had the highest premiums on account of the money that it would produce for them, and when the fires occurred, as they usually do in a risk of that kind, on account of the high expense that they were under and the character of the risks, they were unable to meet their obligations, with the result that they went into a receiver's hands.

It is directly opposite in our company—we take no risks except on property owned by Hardware dealers, and as you know, the liability for a loss in Hardware stock is much below that of the indiscriminate risk on everything from a livery barn to a saloon or millinery shop, which are considered the worst class of risks in existence. Then the expense of our company is small on account of the total expense being borne jointly by the State Association and the Insurance Company.

As to the responsibility, there cannot be any question as to its management, as it is managed by our own members and policy holders, and the money that we pay out goes to our own company and not to some Eastern stockholders, and we keep it in our own State.

THURSDAY MORNING SESSION, FEBRUARY 7TH.

The president stated that before he took up the regular program of the morning we would call E. B. Hirschman of Hartington on the subject of

KEEPING A RECORD OF BUSINESS.

This was one of the regular numbers on yesterday's program, but on account of H. D. Leggett's inability to be with us, Mr. Hirschman was called to speak in his place. Mr. Hirschman spoke as follows:—

The question of the keeping of records is an important one. I would rather talk off-hand on this subject than to read, but anyone talking on this subject may dwell long on the matter in deed. Therefore, I have jotted down a brief outline of the way we keep our records. One member made the remark that he was a crank on certain lines. This may mean that he is determined to do his work in a certain way. There is no natural-born book-keeper. I admit that one party may handle numbers more clearly and quickly than others, but there is no need to post $2.80 for $4.50. Keeping a record of business is one of the most important subjects in my mind. If merchants would keep a good account of their business they would not have so much trouble in the settlement of accounts with their customers and their jobbers. If the merchant would have a system and try to imitate the large concerns, for example, the wholesaler or jobber, they would find it would save them much time and trouble and at the same time the amount of business would be the same that they are now doing.

Some of you may say that you do not have any trouble in the settlement of accounts with your customers and jobbers. This may be true, but I know many who do have trouble and have had for the past eighteen or twenty years in balancing up accounts with the different firms in different places, and have opened up for them a new and practical set of books. Our business is on an extensive credit business, but I am safe to say that we have very few doubtful accounts. One way that we try to follow in making the change is to give the number of items or pounds with full description of articles and prices of each item in original charge. In questions of dispute, original entry is only to be considered. Before making a change you should know that the party is O. K., and refer to the credit man at once.

Never accept an order for goods from anyone unless the order is signed by the party who does the paying.

We have a few rules to go by in doing business with jobbers. We do not mean to insinuate for one moment that the jobber would wrong us in any way, for we consider him our friend, but anyone of us is liable to make an error and if the error is made it is well to know who makes it, therefore we insist on getting a duplicate of each and every purchase, as we ought to know at all times for our own satisfaction what we have bought, terms of discount and when goods are to be shipped. We keep a copy of all orders sent by mail and all correspondence, as it would be an impossibility to remember the contents of 15 or 20 letters per day.

When merchants do not keep a copy of their correspondence and there is any trouble, they generally blame the party at the other end.

We try to arrange our business so we can easily find any certain charge, any deal, any correspondence, any receipt, etc. We have seen merchants in other houses hunt for hours for certain receipts turning over all the pages that have accumulated for years. We find it necessary in the Hardware business to have many catalogues. We have tried many ways to arrange same; for instance, in finding what we want readily. Our present plan is this:—An arrangement of shelves or pigeon-holes, which is a very satisfactory arrangement, an idea of our own, as we have never seen anyone else using it. We have the catalogues assorted so as to have all catalogues of Hot Water Furnaces in one pigeon-hole, all catalogues of Hot Water, Steam, etc., in another, the work of Lighting Plants in another, of Hay Tools in another, and Bath Fixtures in another.

They are all placed; then we have each catalogue number to correspond with number of pigeon-hole We have a record of the catalogues and when we take out 30 or 40 accounts and they are all mixed up, and we can put them back in their respective places on account of their being numbered.

Mr. Lewis Worth of Falls City then read a very attractive paper on

AIMS OF THE HARDWARE MERCHANT, AND WHAT THEY SHOULD BE.

The Association then went into executive session for the balance of the day, at which time the following officers were elected for the ensuing year.

OFFICERS ELECTED.

The following officers were elected for the ensuing year:

PRESIDENT, Frank Hacker, Friend.

FIRST VICE-PRESIDENT, A. F. Meyer.

SECOND VICE-PRESIDENT, W. Wisda.

THIRD VICE-PRESIDENT, Fred Ebinger.

SECRETARY, J. Frank Barr, Lincoln.

EXECUTIVE COMMITTEE: Dan Kavanaugh, Fairbury; E. S Hayhurst, Loup City; J. W. Armstrong, Auburn.

The invitation of Lincoln was accepted and next year's convention will be held in that city.

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ILLINOIS RETAIL HARDWARE ASSOCIATION

The Tenth Annual Convention of the Illinois Retail Hardware Association was held at Chicago on Wednesday, Thursday and Friday, February 13, 14 and 15, 1907.

The plans that had been made by the local committee and the officers of the Association were somewhat disarranged by a fire which broke out in the basement of the Annex of the Chicago Coliseum on Monday evening, February 11th, which totally destroyed the Annex. This was a building joining the Coliseum on the south, and connected with it. The sessions of the convention were to have been held on the second floor of the Annex, and the Chicago dealers had planned also to give a complimentary reception and dance to the visiting Hardwaremen, exhibitors and ladies on Wednesday evening, but this event necessarily had to be abandoned, so Memorial Hall in the Armory of the First Regiment, close to the Coliseum, was secured for the sessions of the convention. The Hardware Show in connection with the convention in the main Coliseum Building was conceded to be the largest exhibition of Hardware ever held or attempted. The entire floor space of the great building was occupied with exhibits of a comprehensive and valuable character, well arranged and displayed, and interested all visitors.

WEDNESDAY AFTERNOON SESSION, FEB. 13.

The convention assembled in the Assembly Room of the Third Regiment Armory at 1.30 P. M.

President, Frank B. McKenney, of Rockford, called the meeting to order.

Rev. J. P. Brushingham was introduced and he invoked the Divine blessing.



FRANK B. M'KEENEY, EX-PRESIDENT.



L. D. NISH, SECRETARY.

President McKenney stated that Mayor Dunne had found it impossible to attend the Convention personally and welcome them to Chicago, but in his stead had sent Col. J. Hamilton Lewis, the Corporation Counsel of the City, to welcome the Delegates.

ADDRESS OF WELCOME BY COLONEL J. LEWIS.

Colonel Lewis introduced his remarks by saying that he had been unexpectedly called upon by W. H. Bennett to address the Convention, and in spite of the fact that he was engaged in the trial of an important lawsuit he felt called upon to meet the request of the Mayor and Mr. Bennett. After telling a humorous story illustrating the incident of Mr. Bennett calling upon him he said:

I had nothing to do with your Hardware men, except, I remember once I was a student of a lawyer and I was told by the lawyer of the experience of a little fellow who went downtown to a neighboring Hardware store. This little fellow asked the Hardware man if they had any files. The Hardware man immediately said: "Yes," they had these files. The boy said he would like to have a great many, and the Hardware man says to the boy, "How many?" He says, "Well, I will go back and find out," and he went back to the lawyer and says, "How many shall I get?" The lawyer says "How many what?" "Files?" "Files, for what, what do you mean, in the Hardware store?" The boy says, "You told me to file away all these papers, didn't you?"

Colonel Lewis said that was the first experience in the Hardware line. Continuing he said:

I think from that time on the only experience I had with Hardware men was that which I have had in my official life, and which I desire at this time to say has been exceedingly pleasant. I am glad to hear from Mr. Bennett a fact which I had not thought of at all before, and that is that the Hardware men more correctly illustrate the general pulse of the public than probably any other line of business there is, for the reason that people when prosperous demand a great deal of iron and steel, and the products of those industries that depend upon iron and steel, and when they are not prosperous the Hardware men, particularly the retailers, are the very first to feel the change in the commercial world.

I had not a knowledge of that fact until your distinguished member brought it to my attention.

I know nothing of the Hardware business as a special business, gentlemen, save as a young fellow struggling with the adversities of the world. It was my intention in a few words to refer to your Hardware business specifically, but since as the Corporation Counsel of the City and acting Mayor I am permitted to come and welcome you here in a Convention which you have chosen to hold here in the city of Chicago, there are a few words I would like to say to men of your kind—to the work of men who represent the kind of business you follow. I would like to speak to the spirit you represent and I would like to say to you that you have never lived in your life in the past nor will you live in the future when there was so much necessity for what you really represent as in the present hour. There never was a time in the history of this, our Government, where men of your kind were so needed to preserve all of the things for which your fathers fought and died and all the things your children hope for the future.

The City of Chicago has been built up to the splendid proportions that it has through the exertions of such men as yourselves. You can understand that she owes much to you business men. The men of your class gave their time to Chicago. They gave their swear and toil to Chicago and gave the sacrifice of business to Chicago. Gentlemen, I know you will not do me the injustice to think that I am a man who will indulge in flattery. The men you represent are the class of men who started with small capital; whose greatest capital was not their money, but the honor they had in their business; the credit they obtained from other men vested and rested not upon material property they had, but upon the soul of honor they possessed; a class of men who are credited by the manufacturers not upon the property he possessed, but upon the name he possessed; the men who were credited by the communities in which they lived not for the house they lived in but for the atmosphere they lived in; a class of men who are credited by their whole community not for their bank account but for the count of respectability they possessed in the community in which they resided.

In conclusion, he said: I am glad to bid you welcome to the City of Chicago, and all she represents, because she has been built up more out of such a class of men that you represent than any others. We trust you will find the city agreeable, and our boulevards and parks entertaining. I extend to you the welcome of the city of Chicago—to you retail Hardware men of the great State of Illinois.

RESPONSE BY H. G. CORMICK.

H. G. Cormick of Centralia responded to the welcome of Colonel Lewis. He said:

Colonel Lewis, Mr. President and Gentlemen of the Convention: When the Committee selected me to appar before you on this occasion I was somewhat annoyed, as I did not deem it fit that I should follow such a distinguished speaker as we have just listened to. The beautiful sentiments of patriotism that have been voiced from this platform are the peer of any of the kind that I have ever listened to.

On thinking over this occasion I was reminded of the German who missed his boy. He says: "I lost my boy, when I tell you he must have run away: I dont know where to find him. As I looked all around for that boy everywhere and I could not find him at all. Well, I found him, and where do you think I found him? I found him sitting on a curbstone and I looked at him and he looked at me. Then I said to him, 'Stood up,' and he stood up. I put my arms around his neck and he put his arms around my neck, and I cried and he cried. Then I looked at the boy and it was not him." That illustrates my position exactly.

Colonel Lewis, I would desire that you convey to the Mayor that we have appreciated the heartiness of the welcome. While we are not all of one political faith, yet we believe in the honest purpose of his honor in spite of any difference in political faith.

We rejoice that we have with us to-day representatives from the various cities dotting the fertile prairies of our corn belt, richer than which there is none on the face of the earth. We have with us now

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representatives of that beautiful city, the chemical laboratories of which produce more revenue to Uncle Sam than any other. We have men here from the home of the Elgin Watch and the Creamery Butter, which is everywhere sold to the department stores. Last, but not least, we come to you from "Egypt" the home of the luscious strawberry and the bright red apple and the excellent coal that makes the city of Chicago inhabitable.

The tendency of the times has been towards consolidation. This Association, therefore, became a necessity, and to those of us who have been in close touch with this organization since it began it is apparent that our organization has made its members more liberal in their dealings with each other and bettered their own condition by our Association; But let us remember that our business in only an incident in our lives. Don't forget that the strength and greatness of a nation does not lie in the sinews of its people or in the money-bags of its traders, but that it is in the devotion of its citizens to all that is true, good and beautiful, to the hatred of all that is evil, false and ignoble. Thanking you again, sir, for your hearty welcome.

PRESIDENT'S ANNUAL ADDRESS.

Pres. McKenney: I see the Secretary has fixed the program so that the next thing is an address by the President. I hardly know what to say to you, boys. Last year I was in the Hardware business when I appeared before you for the first time in public. This year I am out of it, and I hardly know what to tell you. I have been asked a great many times what I intended to do. I have been in the Hardware business twenty-six or twenty-seven years, and thirty-seven years behind the counter. If I had the ability that Mr. Lewis has to talk, and I imagine to write, I would like to write a book or publish a book on the experience of thirty-seven years behind the counter. I don't know whether it would sell or not.

I want to tell you that thirty-seven years behind the counter is a long time, and you that have been there that many, more or less of you, all know that there are a great many tribulations and a great many kicks, hard to overcome, and a great many dollars that go into the till, and if your business has been like mine you would always have more to go out than to come in. Now, I can probably talk to you fellows a little different now that I am not in the business.

There are only a few "don'ts" that I would like to mention to you, boys, and one of them is this: that all of our troubles with our competitors are a blessing in a way, because they teach us a great many things we do not know: and there is quite a number of us that think we have not enough business to attend to ourselves and once in a while we will butt in and try to help that fellow out—try to tell him what he ought to do with his business; that his prices are not right and all this and that: they are too low, or too high. Now, don't do that. I have always found it

BETTER TO BE PRETTY BUSY AND MIND MY OWN BUSINESS.

I don't say that I always do—I have always tried to, and I made up my mind in the past few years in my business that when I don't have enough of my own to attend to and I wanted more, I will go to my competitor and I will say, "Fellows, I have not got enough to do and I want something more to do. I don't want to tell you what to do; I want to buy you out—you are not running your business just right." If you can ot do anything with him, go at your business and work a little harder. Don't mind your competitor, but mind your own business. You will like yourself better and like your competitor better.

Now, there are a few other things that I have experienced in closing out my business. I have what you all, I think, have, or I hope you have not, severa' book accounts. Now, I have tried for the last year to keep my book accounts down and I have been unsuccessful, and I find that in settling up my business that if I ever go into the retail business again that I will keep just as few book accounts as I possibly can.

Now, boys,

DON'T EXTEND CREDITS TO EVERYBODY BECAUSE YOUR COMPETITOR DOES.

or because other folks do, or because they can get the goods at the other follow's. Let them get them. Use your own judgment and get your money. Do your business on a cash basis. Your customer will like you better. You have all got customers that after you get settled up with them who will want additional credit. You have a good customer again until he gets some more goods. Now, just cut that fellow out. Those people have cost me lots of money. Don't have anything to do with them. Just tell them you are doing a cash business; and there are a great many other things that I might tell you what to do and I presume there are a great many things you could tell me what to do and what not to do. But there is one thing that I would like to instruct the Secretary is to have the President make his address first, because when you get men up here like Mr. Lewis to make an address, when the President comes on he isn't anything.

I don't expect boys, to meet with you again in this State, but I want to thank you all for the courtesies that you have shown me, and I want to thank you all for the increase that has come to this Association both in finances and in members. A year ago at this time in this same room, I think when our meeting wound up, we had something like 375 members. To-day, we have over 1,000 in good standing. (Applause.) We had, I think, a very few dollars in the treasury, not over a hundred dollars—I don't know just how much there is—the Secretary will tell you, but I know after all debts are paid up-to-date, that we must have something in the neighborhood of fifteen hundred dollars in the treasury. Now,

THIS ASSOCIATION IS ON A GOOD FINANCIAL BASIS.

This State has in it eligible members to the number of 1800, and I hope by a year from this time wherever you meet that you will be able to count those eighteen hundred members with dues all paid and with $10,000 in your treasury. Where there is union there is strength, boys, and when there is a little money in the treasury there is a better feeling.

You have a great many things to contend with in your trade and I have here a piece out of the newspaper that I read of a certain concern in a certain city that did during the year last past seventy-five million dollars' worth of business through this country, and that business was distributed between ten million customers, and if my information is correct, over four millions of dollars of this seventy-five millions was in your line. Now, what are you going to do about it? I cannot tell you what to do. I am not going to tell you what to do; that is up to you.

NEVER BOYCOTT ANYBODY.

Don't tell any man in any line of business that he can't do business; that he has no right to do business. He has that right, and has the right to do business according to his ideas the same as you have. Now, it is up to you in your own individual way to curtail that four million dollars in your line; but don't boycott anybody, or tell them they must not do this or must not do that, because the minute you do that you antagonize not only one but several people, and antagonism is not a good thing in business. It is not a good thing anywhere. It is not good in the family, not even the daughter, but use your own judgment, boys, and use it well.

I want to thank you all again for the attention and attendance under the circumstances. We have a larger attendance than I expected to see.

The Chicago Show, as you have all seen, is a grand success in spite of the difficulties they have had to contend with in the way of an unfortunate fire there, which has forced us to meet here; and Mr. Lott and his assistants have done the best they could possibly, and I want you all to appreciate that fact by being at every meeting and being here on time, because we are going to be called on time. I think that the people that are exhibiting their wares to you in the Coliseum are entitled to all the courtesies that you can extend to them, because it is a benefit to them and it is beneficial to you, and most of you will see things there in all lines that you probably did not know were made. President McKenney then appointed the following Committee:

Press Committee: H. C. Peppler, Chicago; M. Fahay, Decatur; Frank F. Porter, Chicago.

Location of next place of meeting—Committee: William Bittel, Peoria; Tony Engelhardt, Chicago; C. N. Howell, Dixon; Fred Winner, Carmi; O. F. Tuxhorn, Edwardsville.

Committee on Resolutions: Grant Porter, Chicago; Charles Williams, Streator: H. G. Cormick, Centralia.

Nominating Committee: C. M. Hurst, Decatur; W. F. Gormley, Chicago; O. H. Howe, Streator; J. H. Vawter, Salem; Mr. Gilbert, Oregon.

Auditing Committee: Leo Krueger, Chicago; E. C. Kerth, Anna: R. G. Scheurer, Vandalia.

Secretary Nish read an invitation from the Mayor of Peoria to the Association for them to make Peoria their next meeting place.

The Secretary also read a message of congratulation from the Merchants' Association then in session at Peoria.

Mr. Williams, of Streator, moved that a telegram be sent by the Secretary of congratulation and thanks to the Illinois Retail Merchants' Association then in session at Peoria.

Motion seconded and carried.

Mr. Cormick of Centralia addressed the Convention and said that he was a member of the Board of Directors of the Illinois Retail Merchants' Association, and that the Association appreciated the Hardware Association of Illinois more than any other one thing in the State of Illinois. Mr. Cormick said they had requested him to extend to the Hardware Association the best wishes of their organization.

President McKenney extended an invitation to anyone present to address the Convention.

Mr. McLaughlin, of Chicago called the attention of the Convention to the fact that Secretary Peck of the Wisconsin Association was in the room and moved that a Committee be appointed to escort him to the platform. President McKenney invited Mr. Peck to address the Convention.

C. A. PECK'S ADDRESS.

Mr. Peck said:

Gentlemen, I fell highly honored not only in occupying a place upon this platform and also in having such an escort to the platform. I came down to bring you the greetings of the Wisconsin Association to your Association assembled, notwithstanding you have knocked us out of the first place. We do not hold it against you. A year ago we numbered 618, which I think was the largest Association, except Minnesota. We stood second, but I think to-day Wisconsin stands away behind, fourth or fifth, possibly sixth, because unfortunately we have not got so many dealers. We have only about 950 dealers in Wisconsin. We have 640 of them in the Association—perhaps 65 per cent. So I guess there is only one State—that is North Dakota—that excels us in the percentage of membership.

There are many ways we can win out in this Association. If we only had the back-bone, grit and pluck. Mr. Peck then described the advertising means adopted by a member of the Wisconsin Association to secure business, which was related by a delegate to the Wisconsin meeting. Mr. Peck said that one of the most successful grocerymen he knew of was a man that never disagreed with his customers, no matter what they said to him. He said the best way to win was to keep on the right side, have grit and spit on your hand and go ahead?

Mr Peck told a humorous story to illustrate this point:

I suppose I might say something about insurance. Mr. Mathews is sitting over there and I suppose he would like to say something upon that. Mathews is a royal good fellow. I don't know why every last one of you have not got your full lines of fire insurance with the Hardware company. Minnesota paid back this year forty-five per cent—just like finding it. Iowa is paying thirty-five per cent. The National is paying back a good liberal dividend and I am too modest to say in anything but a whisper that Wisconsin is paying back forty. While we may not solicit you at your store you know where these different Secretaries live. They have allowed me to rustle around in the Secretary's chair for ten years and I feel at home now. If there is anyone of you that has any objections I am here to answer them.

I wish that I might say something that would cement every one of you members so that you would go home and get your competitor into the association if he is not already in. It makes a better competitor out of him; it makes a better merchant and a better dealer in every respect—these associations do. Let us stand shoulder to shoulder and victory is ours just as sure as fate.

President McKenney invited "Uncle" Charles Smith to address the Convention, which he did briefly.

Mr. Williams of Streator called the attention of the convention to the question-box and urged every delegate to prepare a question on some subject for discussion.

The Convention then adjourned until the next morning, at 9.30 o'clock, Thursday.

THURSDAY MORNING, FEBRUARY 14.

President McKenney called the meeting to order in executive session at 10 A. M. The convention hall was well filled with delegates at the opening.

President McKenney: The first thing on the program, gentlemen, is the report of the secretary.

Secretary L. D. Nish, made the following report:

SECRETARY'S REPORT.

Mr. Nish: Gentlemen and members of the Illinois Retail Hardware Association, in coming before you this year I do so with considerable pride from the fact that we are the largest retail Hardware association in the United States. (Applause) and I believe from the letters that I have received during the past year, that our membership is growing more enthusiastic than ever. We now number a membership in good standing of 943, and a membership enrolled of approximately 1050. We have taken in during the past year 343 new members. Yesterday I noticed that we added between 20 and 25 new members.

Of course with increased membership the business of the office of secretary has also increased. I was looking over my filing cases before I came to the convention this year, and I find that you can multiply the cases by five over that of any previous year. So you will understand, gentlemen, the correspondence the secretary has had to take care of. I have issued from my office between 16,000 and 20,000 letters. This does not include the issuing of the program.

For the secretary to make a report it would be a sort of a re-hash

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of what he has tried to give you during the year in the confidential letters, and also as the National Bulletin is issued each month and contains the news items and information that I might have given if this was not in the field.

Secretary Nish then gave a detailed report of the amount collected in dues from the membership, from the program and other minor items, making a total of receipts of $3,561.73. He also gave a list of the expenditures on account of his office.

Continuing, he said: I spoke of the correspondence. The membership have been very good in keeping the secretary informed on matters that were of vital interest to the association, but I assure you, gentlemen, that each of you should make it a personal matter to send all the information that you are able to pick up. You may think "Well, the other fellow will do that." Don't stop for them, just mail it in. Also there is no harm done for the secretary to receive a dozen or more items on the same subject. It will show your interest, and I have arranged for a classification of these subjects. I am in constant touch with the national organization, and it proposes to systematize the work that it may be more effective. These plans are in embryo at the present time, but I am convinced that they will result in much good.

Of the complaints that have come to the secretary I will say that most of them have not conformed to the regulations of the by-laws. Complaints sent in should be the facts and substantiated as far as possible by affidavits—something that is substantial evidence. Notwithstanding this, I have gone into a great many subjects and have some very pleasant correspondence with manufacturers and jobbers which I believe has resulted in great good to the retail Hardware interests, and I will assure you that these letters from manufacturers and jobbers are of a different tone and character from what they were four years ago. They are more anxious, I should say, to get into the bandwagon and be with us and work along the lines that we are endeavoring to work out for the interests of the Hardware dealers.

Such complaints as have been properly submitted I have turned over to the investigating committee, and I presume the investigating committee will report later on in the convention.

Gentlemen, I can think of nothing more that will cover the year's work, and I thank you for the compliments and kindness and courtesy that I have received at your hands during the past year.

On motion the report of the secretary was received and placed on file.

President McKenney called for the report of H. E. Gnadt, Treasurer.

Treasurer Gnadt made a detailed report of the receipts and expenditures during the year. He reported total receipts of $3,147.53, and total disbursements of $2,245.28, with a balance in the treasury of $902.25.

On motion the report was received and referred to the auditing committee.

President McKenney invited all visiting delegates from other State associations to take seats on the platform.

D. B. Carter, of Indianapolis, a member of the Indiana association came forward and addressed the meeting briefly saying it gave him pleasure to meet so many delegates of the Illinois association.

Reports of committees were called for.

O. A. Howe, of Streator, chairman of the Investigating Committee, made the report of that committee. He said a great many complaints had come in, but very few were in proper shape for investigation—properly prepared with affidavits, etc. He said that Secretary Nish had gone into the matters and his report on the subject would be more in detail.

Mr. Howe said he had a few suggestions to make to the meeting. Among the suggestions made were that additional arrangements should be made so that the secretary could handle the correspondence coming to him more expeditiously. He assured the delegates that it was quite heavy. He also suggested various subjects for discussion in executive session. He suggested a legislative committee for the amendment of the pure food law—some way to force honest advertising of the article advertised.

It was moved that the discussion of the report of the investigating committee be taken up at the afternoon session.

Thereupon the convention took a recess until 1 o'clock P. M.

EXECUTIVE SESSION.

THURSDAY AFTERNOON, FEBRUARY 14.

President McKenney called the meeting to order at 1:30. He introduced William M. Pratt, the vice-president of the American Hardware Manufacturers' Association.

ADDRESS OF WILLIAM M. PRATT.

Mr. President and Gentlemen of the Illinois Retail Hardware Association: Two Jews in New York once engaged in a law suit—Mr. Moses and Mr. Hoggenheimer. Moses was a rather bright fellow, and thought he would employ Mr. Choate—he thought his chances might be better, so he went to Mr. Choate's office and arranged with him to take the case, and after some conversation, he addressed him as follows: "Mr. Choate, Mr. Choate, what you think about my case?" "Well, Mr. Moses, I have not given it much consideration, but I think you have a strong case." He says, "I think you will win it." "Mr. Choate, what you think of sending the Judge a box of cigars?" "Oh, Mr. Moses, that will not do at all, the Judge is not that kind of a man, that would queer your case at once." "All right, Mr. Choate, I do as you say, but I don't know about that box of cigars, Mr. Choate." The case came off and Moses won. He betook himself to Choate's office in order to make settlement, and he said to him: "Mr. Choate, me win that case, what you think about that box of cigars, Mr. Choate?" "You know what I told you, if you had sent the box of cigars you would not have won that case." "But, Mr. Choate, I did send that box of cigars." He says, "What?" "I sent the box of cigars, Mr. Choate, but I put in Mr. Hoggenheimer's card." (Applause.)

Now, gentlemen, I feel as if I had some other fellow's card upon this occasion. The gentleman who was delegated to represent the American Hardware Manufacturers' Association was so bashful about appearing before an audience when he did not enjoy the acquaintance of any of the members present that he saddled it off o to me. No one knows Mr. Bennett, and therefore, you are relieved from any embarrassment under the circumstances.

However, seriously, it gives me great pleasure to appear here as vice-president of the American Hardware Manufacturers' Association, and to extend the right hand of fellowship and to say to you that we are interested in your welfare, that we rejoice in your prosperity, and to express the hope that as you know us better, you will love us more. Gentlemen, we are both the servants of a common cause, and that cause is the consuming public. We make and you sell, but we are both at the beck and call of the man behind the gun who uses the goods.

Gentlemen, when you render the consumer most excellent service we are undoubtedly benefited and we appreciate it, and when we make excellent goods for you to sell we have indirectly added to your prestige. The theory that is sometimes advanced that the manufacturer is not interested in your welfare is absolutely false.

THE MANUFACTURER SHOULD BE THE RETAILER'S FIRM ALLY,

and the connection should be both offensive and defensive.

I am a great believer, also, gentlemen, in organization. It would not be possible to accomplish much without organization. In this way, it is possible to accomplish much that it would not be possible to accomplish in any other way. There are some matters which we cannot legislate upon as organizations any more than Congress can legislate upon matters that are purely State or municipal, but the discussion of those matters, gentlemen, is of the utmost importance, in order that individual decisions may be reached with a full knowledge of all the facts. A peer of England once said that the most a government could do was to make vice difficult and virtue easy. I say to you that

THE MOST AN ORGANIZATION CAN DO IS TO MAKE SUCCESS EASIER

and failure more difficult.

The greatest room in the world is the room for improvement, and the contents of that room, as applied to us, is regulated by the space required to hold not only our defects, but our undeveloped resources and undiscovered opportunities. The old saying that if we take care of the little things the larger ones will take care of themselves is as true in business life as it is in our social and home life, and if we take care of the little things in our room for improvement we

SHALL UNCOVER THOSE UNDEVELOPED OPPORTUNITIES

which will give the opportunity of our lives. I say to you, gentlemen, that we do not any of us realize half as much as we should the opportunities that are around about us waiting to be developed.

The speaker then referred to an instance of a Hardware dealer in Antwerp, Belgium, who died leaving his son in charge of the business. The business of the father had been slow and somewhat unsatisfactory. The young man conceived the idea of establishing booths in his store in which were displayed various kinds of Hardware. This idea proved so successful that his business was very prosperous and the young man was now one of the most successful Hardware dealers in Antwerp. Mr. Pratt referred to this as a case where an opportunity was taken advantage of. He also mentioned a Hardware dealer in a small town in Germany who adopted similar methods and was successful.

In conclusion Mr. Pratt said: I don't think that I can say very much more to you. I have just returned from a trip away out West where I went to convey greetings to an association in South Dakota. I just returned this afternoon in order to make arrangements to go to the New York State Convention next week. I am very glad to have been here; very glad to have the pleasure of saying these few words to you, and I want to tell you that the success of your organization depends largely upon you. It does not make any difference who you have for officers, and it does not make any difference what they do unless you will come out and take an interest in the proceedings and discuss these questions that come up before you.

Now, gentlemen, I want to thank you for your courteous attention and I want to say that if you are dissatisfied you can charge it up to my friend Bennett and if there is any credit accruing I want it. (Applause.)

President McKenney introduced Mr. Mathews, the Secretary of the Minnesota Mutual Retail Hardware Dealers' Association.

SECRETARY MATHEWS' ADDRESS.

Mr. Mathews said before leaving home he noticed in the Minneapolis paper the account of the disastrous fire at the Coliseum Annex and was fearful that it would seriously interfere with the success of the convention, but he was surprised on reaching Chicago to find that the exhibitors had replaced their damaged stocks and there was very little to show the exhibitors had suffered a severe loss.

Mr. Mathews said further: I have been very much pleased with the work of the convention and the exposition down there—something we have never been able to have in Minnesota yet, not having been able to secure the necessary halls, but we hope to have that after this coming convention which will be held in two weeks.

Mr. Mathews then gave a brief history of the formation and rise of the mutual fire insurance organization of the Hardware dealers of Minnesota. He said it was the first Hardware mutual fire insurance company that was formed. He said the business had steadily grown from year to year and that the business increased last year 65 per cent.; that the dividends had been increased five per cent. a year, so that at the present time all policyholders having policies expiring during 1907 would get a rebate of nearly one-half—the actual figures being forty-five per cent. of the amount of the premium paid in on writing the policy. That the amount of those dividends payable this year was quite a snug sum, amounting to something more than forty-one thousand dollars on the policies expiring this year.

You said that one of the points of strength in a mutual fire insurance company of this kind was in the low expense account, the expense being less than one-third of the average expense of old line companies; that the expense last year averaged about twelve per cent., while the expense of carrying insurance with an old line company is thirty to forty per cent.

Mr. Mathews spoke of the fire insurance companies that had failed on account of the San Francisco disaster, which previous to that time, were considered the strongest in the country. He said such disasters could not befall a mutual company of this kind on account of the manner of the mutuals in scattering their risks.

President McKenney introduced William H. Hahn, president of the Missouri Retail Hardware Dealers' Association.

ADDRESS OF W. H. HAHN.

Mr. President and fellow neighbors: I can assure you it is a pleasure to me to meet with you this afternoon. I came all the way from St. Louis. I come from Missouri, and I came here to be shown. We had a convention there a few weeks ago and I was elected as president. Now, I came here mostly to see how you ran your convention. With one feature, especially that Show feature, I want to congratulate you. It is certainly a success, and you have only had one mishap and that was that fire. Another thing, I think, a Show of this kind should be run for about one week, in order to make it a success for the manufacturers and the jobbers, because they have no doubt gone to a great expense. I have attended a great many Hardware conventions and I have never seen such splendid exhibits as are shown here to-day. I was certainly surprised.

Next year, if the Almighty will save us, we intend to have a new coliseum in St. Louis that will eclipse anything in the country, and that will be completed, I think, in time for our State convention in Missouri, and we want to make it as great a success as yours.

I want to extend to the Illinoisians a hearty welcome at our next convention in St. Louis. Again, I thank you, and I am glad to see this magnificent gathering. We had a meeting in Kansas City two weeks ago and we certainly had a good time and we discussed a great many things.

I have been a crank on fighting department stores. I will show you how we stand in St. Louis: To-day we can say one thing, that there is not a jobber in the city today that retails. We are making a strenuous fight all through the State with the country dealers and we are doing all we can to protect them as far as their catalogue houses are concerned. It is the duty of the jobbers to look after you retailers.

President McKenney called the attention of the meeting to the fact that it was an executive meeting of the Association and he asked all who were not members in good standing of the Association, or who were not visiting delegates from other State Associations, to retire from the room.

The Association then took up the consideration of the subjects of an executive character.

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The Association proceeded to discuss the points suggested in the report of the Investigating Committee at the morning session. One of the questions taken up was that of excluding jobbers who were also retailers from the Association. A delegate from Decatur moved that hereafter they be excluded from membership in the Association. The motion was seconded and considerable time was consumed in discussing the proposition.

A delegate from Chicago offered an amendment to the motion that it should not refer to those retailing jobbers who were already members of the Association.

A delegate from Rock Island moved that the whole matter be laid on the table. A standing vote was taken on the motion to lay on the table and owing to the difficulty in making the count a vote by ballot was taken, which resulted in 101 votes in favor of the motion to lay on the table and 104 votes in the negative, and the motion was declared lost to lay the question on the table.

Thereupon the Chicago delegate offered the substitute for his amendment that the subject be referred to the Executive Committee with a request that that committee report back to the Convention the next morning their approval or disapproval of the proposition.

This motion being seconded and put, resulted in it being unanimously adopted, and the matter went over for consideration until the next morning.

The Auditing Committee reported that they had examined the books of the secretary and treasurer and found the same correct.

Mr. Johnson, of Kewanee, was placed on the Nominating Committee in place of Mr. Howe, who was unable to serve.

Reports of Committees were called for.

The question of sending the entire delegation, which the Illinois Association were entitled to, of eleven delegates, to the National Meeting in Boston in June, was discussed. On motion this question was laid on the table until the next morning.

The convention then adjourned until 9.30 A. M. Friday, February 15, 1907.

EXECUTIVE SESSION.

FRIDAY MORNING, FEBRUARY 15.

The convention was called to order by the president at 10 A. M. The first business was the report of the Executive Committee on the subject of excluding retailing jobbers from the Association. The secretary read the report as follows: The Executive Committee find that the question involved is contrary to Section 1, Article II, of the constitution as follows: "Any person, firm or corporation which is engaged in the retail Hardware business in the State of Illinois, in good standing and carrying a general assortment of Hardware, may become a member of this Association by subscribing to the constitution and paying the annual dues required by the by-laws." President McKenney said: "The only ruling that the chair sees he can make upon the question is that it is entirely out of order, and there will have to be something else done before you can change the constitution in the matter."

On motion, it was decided that the Association send the required number of delegates to which they are entitled to the Boston convention, and pay their expenses.

On motion, the city of Peoria was decided upon in which to hold the next convention.

The report of the Committee on Resolutions was called for, and Grant Porter of that committee presented a number of resolutions which had been prepared for the recommendation of the Association, among which were the following:

WHEREAS, It has pleased an all-wise Providence to remove from this earthly life and from the family of A. H. Abbe a most beloved daughter, thereby bowing down in grief a most worthy member of a neighboring association, and an honored member of the joint committee of wholesale and retail Hardwaremen; therefore, be it

Resolved, That as an Association, we express the sympathy we feel, and the kind regard we have for our brother dealer in this affliction, and it is hereby resolved that a copy of this resolution be placed on our records and a copy prepared for publication.

REPORT OF THE SPECIAL FREIGHT COMMITTEE.

C. M. Hurst, chairman of the Special Freight Committee, presented the report of that committee. He said: "This committee has fallen into innocuous desuetude, for there is nothing more for it to do. On the first of July, 1906, the Railroad Warehouse Commission made a horizontal reduction in the freight rates. An effort was made to secure a forty per cent. reduction in freight rates within the State of Illinois, but it could not be done. I guess you all know when it comes to legislation it is generally a compromise between the two opposing factions. In this case, where one side demanded forty or fifty per cent., we were only able to obtain twenty. With an entire new board, and the rise in the value of labor and everything that goes to operate a railroad, I do not believe it is advisable to go back and try to get what we think is our due. A better plan is to wait a year or two. I believe you noticed yesterday that the railroads were talking of advancing the rates. There is one thing that I want the country members especially to do, and that is, to write to the secretary of the Railroad Warehouse Commission, Springfield, and get a copy of the little book that I have here. It will not cost but a postal card: "State of Illinois Railroad Warehouse Commission, Classification No. 10, Effective July 1, 1906." That is when the new rates went into effect. You have the classification here of every item. You have the mileage table. It will show you what you ought to pay exactly on every article that you handle for a given number of miles; that is, up to 300 miles. On motion, the report of the Special Freight Committee was adopted.

Mr. Williams, chairman of the Question Box Committee, proceeded to read the questions which had been handed him by various members for discussion. There were quite a number of them discussed and argued to the fullest extent, giving an opportunity for all the members to speak upon the subject.

Prof. Glessing read a paper on the subject, "What should be the relation of the retailers toward the jobber and manufacturer who supplies catalogue houses?" Mr. Glessing said in part:

Patronize our friends, namely, those who do not sell catalogue houses. It is a very difficult problem for the average retailer to tell where to draw the line or in which column to place the various wholesalers and manufacturers. We should also not forget the fact that the catalogue house trade is very nice and easy business, usually large sales and prompt payments, and is most naturally a serious proposition for the wholesaler to sacrifice such a large and profitable business, and while many jobbers stamp or print on their stationery the fact that they do not sell catalogue houses, it is a question in my mind whether very many of them adhere strictly to the rule, but when a manufacturer or jobber surrenders this large trade for the interest of the retailer he is surely entitled to loyal support in return.

There are a few widely advertised catalogue houses that carry no stocks whatever. They issue large catalogues and when an order is sent in to them it is taken to the jobbing house and it matters not how small it may be it is filled at the lowest jobbing prices. Thus we find the big jobbers helping along what is technically an illegitimate business—a trade secured by misrepresentation to the public. But it is not these small concerns that are the most odious and the most harmful to the small retailers of the land. It is the great houses—the ones with capital running up into the millions.

The fact that the retailers of this country handle about ninety-five per cent. of the goods manufactured and supplied by the jobbers should entitle them to a very serious consideration by the manufacturer and jobber, and they should do everything in their power to protect the legitimate dealers as against the upbuilding of illegitimate concerns whose ultimate purpose is not only to destroy the retailer but the jobber as well. Let jobbers refuse to sell the catalogue houses and refuse to handle the products of manufacturers who sell to them and let the retailers show their loyalty. That in my opinion would relieve the situation very much, if not effect a complete remedy.

President McKenney called for the report of the Committee on Nominations, who presented the following report, and recommended the selection of the members' names as officers for the ensuing year:

PRESIDENT—T. J. Matthews, Mt. Vernon.

VICE-PRESIDENT—E. L. Sommers.

EXECUTIVE COMMITTEE—C. N. Howell, Dixon; David Refior, Ottawa; E. L. Douling, Danville.

LEGISLATIVE COMMITTEE—C. H. Williams, Streator, H. P. Harris, Monticello; Charles Albright, Newton; J. L. Smith, Chicago; John T. Noftsker, Rock Island.

INVESTIGATION COMMITTEE—O. H. Howe, Streator; E. B. Johnson, Kewanee; C. G. Gilbert, Oregon; C. L. Austin, Georgetown; George Tomlinson, Kinmundy.

DELEGATES TO NATIONAL CONVENTION—T. J. Matthews, E. L. Sommers, L. D. Nish, H. G. Cormick, C. H. Williams, G. R. Lott, E. H. Hauss, Grant Porter, William Bittel, L. D. Ray, Mr. Cole.

The report of the committee was accepted, and on motion the secretary was instructed to cast a ballot for the members of the Association for the officers named. This was done, and they were declared duly elected.

PRESIDENT MCKENNEY: Mr. Matthews, I wish to congratulate you upon your success to succeed me in this office, and I wish to tell you, gentlemen, that I feel it an honor to be succeeded by a gentleman of Mr. Matthews' character, influence and ability. You have got a good president who can always be trusted.

Mr. Matthews came upon the platform and took the chair.

Mr. Matthews addressed the convention and said:

ADDRESS OF PRESIDENT MATTHEWS.

Mr. Chairman and Gentlemen of the Convention: I am not a speaker and I have never made an extemporaneous public speech in my life and I am unable to do so now. This honor has come to me unsolicited, and being a surprise to me, I have not had time to prepare anything for it, but I want to assure you, gentlemen, that I appreciate this honor, because it is a great honor to be president of the great Illinois Retail Hardware Dealers' Association. I thank you for the confidence you show me in electing me to this position. I also desire to thank Brother McKenney for the kind words he has spoken in my behalf, and it shall be my endeavor to live up to them and try to deserve them, although I fear you have set me at a big task. I am proud to be able to succeed such a worthy chairman of this convention. I thank you.

S. Westerfield, of the Illinois Retail Merchants' Association, being called upon by President Matthews, addressed the convention briefly upon the feasibility of having a committee appointed to confer with the central body of the Combined Retail Merchants, asking the manufacturers of all lines to refuse to sell catalogue houses.

The convention then adjourned *sine die*.

NORTH DAKOTA RETAIL HARDWARE ASSOCIATION.

The convention of the North Dakota Retail Hardware Association has been postponed until March 12, 13 and 14, concerning which C. N. Barnes, the hard-working secretary, has this to say:

"We take pleasure in advising you that we have had almost perfect weather in the Northwest for the past ten days and with every indication at this time that the backbone of winter is broken and that this pleasant weather will continue from now on.

At all events feeling such to be the case we have selected March 12, 13 and 14 as dates for our postponed meeting. One of the objects in selecting these dates was to permit those who desired to be with us that have had engagements at the other meetings. As we anticipate quite a number of exhibits, these dates will allow sufficient time for freight shipment. The railroads have granted the same rate for our new dates as heretofore made us.

As several new features of especial interest to the trade have been arranged for in addition to our first program we anticipate a larger attendance at this time than we anticipated we would have at our postponed meeting.

A GREATER AND BETTER LINE.

Announcement is made that the H. F. Brammer Mfg. Co., of Davenport, Iowa, the extensive manufacturers of Family Washing Machines, have recently acquired under a royalty basis, the exclusive right for the manufacture and sale of the entire line of washing machines heretofore placed on the market by the Benbow-Brammer Mfg. Co., of St. Louis and Davenport.

With this well-known and superior line of machines added to the "O. K." line of machines, it places the H. F. Brammer Mfg. Co. in an enviable position, as that company no doubt now possesses the largest and most desirable line of Family Washing Machines placed on the market by any manufacturer of the United States. Their line now comprises fifteen different styles of rotary and lever machines and new types will shortly be added. It is evident from the above that any one interested in washing machines may be quite certain of being able to obtain what is desired in this line from this well-known concern.

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WISCONSIN RETAIL HARDWARE ASSOCIATION

The Eleventh Annual Convention of the Wisconsin Retail Hardware Association was held at Milwaukee February 6, 7 and 8. The members assembled at 10 A. M. Wednesday, February 6, in the large assembly hall of the new Public Service Building. Out of a membership which, with recent accessions, now totals not less than 625, more than one-half were present.

After calling the meeting to order at the opening session on Wednesday morning, President Emil Teitgen, of Manitowoc, introduced Milwaukee's young mayor, S. M. Becker, who welcomed the Association to Milwaukee in a characteristic address of some length. President Teitgen thanked the mayor in behalf of the Association, and said: "We have held our meetings in your city for ten years, and always look forward to these gatherings with pleasant anticipation. It is the hospitality of your people and the enterprise of your business men, headed by just such men as you, that has made Milwaukee famous as a great convention centre. Now we have incorporated in our by-laws that our annual meetings shall be held in the city of Milwaukee on the first Wednesday in February of each year, and I hope that we shall with increased membership gather here from year to year, and that it will be the pleasure of our members to have you greet us as mayor of Milwaukee many more times."

The president then delivered his annual address. He spoke in part as follows:

THE PRESIDENT'S ADDRESS.

Gentlemen of the Wisconsin Retail Hardware Association: I beg to welcome you to this our eleventh annual convention in our magnificent new quarters. It affords me great pleasure to note the progress we have made within the last ten years. I believe exactly ten



EMIL TEITGEN, EX-PRESIDENT.

years ago forty of us met at the Republican House. We had our first convention there in a small room. To-day we occupy the largest hall in the city of Milwaukee with a representation of six hundred or more.

Regarding the past year I wish to say that

WE HAVE MADE GREAT GAINS.

We have increased in membership, importance and influence. Our National Association has the confidence of the jobbers and the manufacturers.

We have, at least for the time being, defeated the Parcels Post Bill, the passage of which threatened the destruction of the present economic conditions of this country; and we have made other gains too numerous to mention. But as the years roll by we are confronted by

NEW CONDITIONS AND PROBLEMS.

which must be met and solved, many of them of such magnitude that the individual cannot cope with them and they can be brought to a successful issue only through associated effort. Here, gentlemen, lies the strength of our Association, but this strength and benefit—the measure of it—depends entirely on the loyalty of our members—perfect concert of effort, unbroken unity, going hand in hand in all our business relations, reaching down to the most unimportant item we purchase. This in time will bring the best results to our members, for this translated into French would mean, "We must together sticken, each by each, and we will get there."

Gentlemen, I would recommend that more stringent efforts should be made that we may be

MORE LARGELY REPRESENTED IN THE LEGISLATIVE AFFAIRS

of this country by men of commercial training instead of legal training. To-day our law-making bodies are too largely composed of men in the legal profession and naturally the laws that appeal to them are the ones by which they profit most. We want more laws that apply to us for the same reason.

I should further recommend that some attention be given the matter of transportation, to the end that we may have some rate reform, and more particularly improvement in service. Delays in transit have become a serious proposition to us all. I have had stoves on the way this past Fall eleven weeks, and when they came they were rusted so that I could not accept them. The company will not take them back and the railroad company will not pay for them. Some remedy should be devised. Gentlemen, this is a matter of importance.

I should further recommend—and I would urge this—that more persistent efforts should be made towards the organization of local associations in cities and towns; the perfection of the idea that we are in business for a living and not to kill off our competitors;

THE BUILDING UP OF A SPIRIT OF FRIENDLINESS

and good will towards our competitors, a willingness to join hands and help one another, instead of destroying, thus broadening our views, broadening our business and broadening our life and affairs at home. Life is but short and we should make the best of it.

Gentlemen, one of the very important and most direct benefits that our Association offers its members is our mutual fire insurance.

OUR INSURANCE IS POSITIVELY SAFE.

Our company is founded upon correct and sound business principles. It is managed by safe and conservative business men—as good as we have got anywhere in the world, and it is furnished to you at cost.

To conclude, gentlemen, I wish to say that, besides seeing the exhibits, I hope you will make good use of your time in visiting one another, and I hope, gentlemen, that by the time this convention closes each of you will become personally acquainted with every member here, including your competitors.

CONVENTION COMMITTEES.

At the conclusion of the president's address, Secretary Peck announced the list of committees prepared by the Executive Committee, as follows:



C. A. PECK, SECRETARY-TREASURER.

COMMITTEE ON TRANSPORTATION—E. H. Ram, New London; R. Puchner, Wittenberg.

AUDITING COMMITTEE—J. C. Lewis, Antigo; William Rothsack, Manitowoc.

PRESS COMMITTEE—J. L. McNamara, Janesville; I. B. Weinschenk, Plymouth.

COMMITTEE ON RESOLUTIONS—O. A. La Budde, Oconto; Mr. Murdock of Murdock & Jones, Union Grove.

QUESTION BOX COMMITTEE—J. Murphy, Racine; Fred Herrenbruck, Milwaukee.

LEGISLATIVE COMMITTEE—L. M. Nash, Grand Rapids; E. A. Dewey, Kenosha; A. Heins, Tigerton; C. Pflugardt, Milwaukee.

COMMITTEE ON GRIEVANCES—O. P. Schlafer, Appleton City; J. Montgomery, Wausau; L. Findesen, Green Bay; J. W. Jones, Racine.

SERGEANT-AT-ARMS—A. Schupinsky, Milwaukee.

SECRETARY'S ANNUAL REPORT.

The annual report of Secretary-Treasurer C. A. Peck, Berlin, was filled with rare facts and figures, which furnished the best evidence of the Association's successful growth and achievement, and was presented with the enthusiastic interest that characterizes this official's untiring efforts for the advancement of the general welfare of the organization. We give the following extracts from the report:

One year ago I reported 531 members, 32 of which have in the meantime either gone out of business, sold out, or dropped their membership. We have taken in 119 new members, so that to-day (January 19) we number 618 members upon our rolls. Complaints have been few and far between, and so far as I know have been satisfactorily adjusted.

On February 26 of last year I mailed 325 petitions to Senator Spooner protesting against the passage of the Parcels Post Bill, then pending, and twice since then I have circularized the State—viz., June 1 and October 16. On January 1 of this year I mailed 998 copies of our present programme.

In regard to dues, there were on March 5th 164 in arrears, which by July 5 was whittled down to 27. I then made drafts on these and 24 of them were paid.

My work for the insurance company has brought me in close con-

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tact with many of our members all the way from Sturgeon Bay to Kenosha, and I have enjoyed meeting them on their own stamping grounds. Our insurance report shows that ten of our members suffered to a greater or lesser extent by fire, and I think one or two losers who were not insured with us should be added to our number. I have made eighteen trips to different parts of the State and have taken in many new members largely because of the benefits offered by our fire insurance company. That we have made a great success of this feature is not so much due to your secretary's efforts as to your own hearty co-operation. When I tell you that I wrote over $120,000 in January and have on file in our office $36,000 more to write at this time, I think you will agree with me that our work has not been entirely in vain. I confidently expect to pass the two million mark the present year, but that will depend very largely upon you.

FINANCIAL EXHIBIT.

The Association's financial exhibit as shown in the Treasurer's Report represents a measure of prosperity that bespeaks good management and substantial co-operation on the part of the membership. With all liabilities liquidated, including salaries, expenses and National Association dues for 1906, there remains in the treasury a surplus of $2,215.92. It is estimated that this sum will be augmented by approximately $1,000 from dues and other sources received from the meeting just held.

Secretary Peck read an invitation from certain jobbers and manufacturers of Milwaukee to the Association to attend the Alhambra Theatre on Thursday evening, February 7. The invitation was signed by the leading Milwaukee business establishments. An invitation was also extended by the Schlitz Brewing Co. for the delegates to visit their plant. On motion, the invitations was accepted.

ADVERTISING.

An address by O. B. James, of Richland Centre, on the subject of "Advertising," proved a very attractive, instructive and original presentation of this much talked-of subject. Mr. James spoke in part as follows:

What is advertising? To the retailer it is that science of publicity which will bring prospective purchasers into his store. This is accomplished by handling a good line of goods at right prices, honest and courteous treatment of your customers, the proper display of goods, and the

JUDICIOUS USE OF PRINTERS' INK.

In most of these elements of success you are adepts or you would not be here to-day. It is in the last mentioned, the judicious use of printers' ink, where many of us fall down. It is the printer and the brain behind the printer that has made the catalogue house what it is to-day. We have both the brain and access to the ink. Why not use them? Let us make a study of newspaper publicity. Emulate what is good in the catalogue house advertisements and eradicate that which is bad. Read the best that we find treating on the subject, but not accepting as gospel all that is written.

I noticed in *Printer's Ink* of November 28 an excellent article in which appeared this statement: "The moment you begin to talk price, you take the reader's mind off what he is going to receive and center his attention on what he is going to give for it." This is a beautiful psychological theory, but does it apply to the retailer? Doesn't the retailer want to appeal to a man's pocketbook? What more direct route will you find to his heart?

What would our big department store advertisements amount to if they did not advertise prices? What is it that the bargain seeker first looks for? Price. A priced ad. is the only ad. that will sell goods. The price quoted and the text of an advertisement are its most important features. In composing the text avoid mentioning too many good points of the article in the same ad., as you would avoid mentioning too many articles. The reader is apt to become confused. Better mention one article at a time—its principal point of superiority—and let your arguments emphasize that one point. This, of course, would not apply to advertisements of special sales, or holiday advertisements, in which you wish to mention several items. In that case have each article ruled off by itself, making the appearance of distinct and separate advertisements. There might, too, be an objection to quoting prices, at least specific prices, on holiday goods. A prospective purchaser might prefer to choose an article the value of which was not generally known, especially to the recipient of the gift.

* * * *

UPPER RIGHT HAND CORNER ON FIRST PAGE.

The first thing of importance after selecting the paper or papers in which you wish to advertise is the proper selection of space. Now, the best space obtainable in a country newspaper is the upper right hand corner. In the large cities, however, that space is not for sale, though it can be had in most of the country papers. The reason that this space is the best is because the paper is folded with that page out. This page is always out, and it is always laid down with the upper right hand corner up. The newsdealer places it with that page up because it is always upon that portion of the page that the name of the paper appears, also its date.

I think it is advisable as a rule to advertise one thing at a time, and to advertise it in several ways; that is, have that

ONE ARTICLE IN YOUR DISPLAY

and then refer to it in the local news. When you make a contract with the publisher for this space it is a good idea to have the privilege of using six to twelve lines local space each week. If you are advertising a Steel Range, for instance, have the local notices read something like this:

> Mr. John Johnson, a prominent citizen of the town of Clyde, was in town last Saturday after one of those famous Ranges sold by Jones & Co.

Farmers like to see their names in print, and a notice like this each week helps wonderfully.

* * * *

WRITE SOMETHING WORTH READING.

In conclusion, there is one thing I wish to emphasize, and that is that people are reading advertisements; you do yourself. You pick up a magazine and you find the advertisements in these magazines almost as interesting as the reading matter. We must meet the readers half way; we must write something worth reading.

MUTUAL FIRE INSURANCE.

O. P. Schlafer, president of the Wisconsin Hardware Dealers' Mutual Fire Insurance Co., in a short address called the attention of the members to the remarkable growth the company had enjoyed and the sound financial basis on which it now rests. Starting three years ago with the smallest amount of business permitted under the State laws, the company now has policies in force of nearly $1,250,000. Despite exceptionally large losses during last year, which aggregated $7,600, the stockholders at their last meeting were able to pass a resolution under which forty per cent. will be returnable on all policies expiring during the year 1907. Over $1,000,000 additional insurance was pledged at this meeting.

STOVE SALESMANSHIP.

A paper on "Stove Salesmanship" was read by Henry Wernecke, of Manitowoc, in which he emphasized the necessity of the salesman having a perfect knowledge of his line, and the ability to demonstrate his goods in an effective way.

M. L. Corey, secretary of the National Association, having just arrived from attendance on the Kentucky Retail Hardware Dealers' Convention, held at Louisville, was introduced and made a brief address.

Mr. Nash, of Grand Rapids, addressed the convention on the subject of the manufacture of Binder Twine by convicts in the State Penitentiary. He expressed himself as favoring legislation providing for such manufacture, and recommended that where such bills are introduced, members of the Retail Hardware Associations should use their influence to secure their passage, and co-operate with the Implement Dealers' Associations to that end. Mr. Fink, speaking on the same subject, took the ground that such employment of Penitentiary convicts was desirable not only for economic reasons, but also from a humanitarian standpoint, as the confinement of prisoners in idleness is the refinement of cruelty and punishment.

NEW OFFICERS.

The election of officers for the ensuing year, resulted in the unanimous choice of the following:

PRESIDENT—J. Kornely, Milwaukee.
VICE-PRESIDENT—James Murphy, Racine.
SECRETARY-TREASURER—C. A. Peck, Berlin.

O. A. La Budde, Oconto, and O. B. James, Richland Centre, were elected members of the Executive Committee to fill the vacancies of the expired terms of James Murphy, of Racine, and H. F. Krueger, Neenah.

RESOLUTIONS.

The following resolution recommended by the Committee on Resolutions was among those which were adopted:

WHEREAS, It is represented that the railroads enforce the rule of charging demurrage after an expiration of forty-eight hours, and that said railroads do not guarantee service of deliveries at a specified time; therefore, be it

Resolved, That it is the sentiment of this Association that a rule or law binding only one of the parties is unjust, and that we believe demurrage charges are just, and also believe that the railroads should pay to, or rebate, us for not delivering goods within a reasonable time. We are in hearty sympathy with the National Association in its efforts to adjust this inequality, and we request our Congressmen to favor any legislation in securing a remedy for said unjust ruling.

A large number of exhibitors took advantage of the opportunities afforded by the Convention to display their products, a fine display of them being a popular part of the whole affair.

HARDWARE DEALERS' FIRE INSURANCE COMPANY OF WISCONSIN.

The annual meeting of the Hardware Dealers' Fire Insurance Company of Wisconsin was held in the assembly room at the Republican House, Milwaukee, on Tuesday, February 5, at 2:30 p. m., and brought out a large number of interested dealers, over one hundred being in attendance.

President O. P. Schlafer called the meeting to order and the reports of the officers showed the company to be in an excellent condition. The amount of business written in 1905 practically doubled that of the previous year, which was the first of the company's existence, and the business was again doubled last year, making an admirable showing.

The officers of the company were all re-elected, as follows: President, O. P. Schlafer; vice-president, R. C. Murdoch; secretary, C. A. Peck; treasurer, H. L. McNamara. Messrs. Schlafer, Peck and McNamara were also re-elected directors for three years

STEVENS ACCURACY.

We are gratified to say that at the third annual tournament of the Indoor .22 Caliber Rifle League of the United States, held at Rochester, N. Y., January 28-February 2, Stevens and Stevens-Pope Rifles and Stevens Rifle Telescopes made an unparalleled showing and practically won everything in sight. This annual tournament is of great importance and crackshots from all sections of the country competed.

1st.—L. P. Ittel, shooting a Stevens-Pope Rifle, fitted with Stevens Telescope—score—2465.

2nd.—A. Hubelek, shooting a Stevens, equipped with Stevens Telescope—score—2464.

3rd.—R. Gute, shooting a Stevens-Pope, fitted with Stevens Telescope—score—2461.

In the Continuous Match, full scores were made by L. P. Ittel, A. Hubelek and R. Gute—*all using Stevens Rifles.*

Telescopes were used in this event as in all other matches of the tournament and were decided factors in raising records and making top notch scores.

First honors on the Bull's Eye Target were won by T. H. Keller, who shot a Stevens Rifle, equipped with Stevens Telescope. The Honorary Target was also a Stevens victory, as was the J. R. White & Co's special prize. This was secured by L. P. Ittel, who shot a Stevens-Pope Rifle. The remarkable series of triumphs on every target, illustrates anew that for best results, the Stevens are absolutely indispensable. Expert marksmen shooting their popular make, and using in addition a Stevens Telescope, cannot be defeated. Stevens Rifles and Pistols hold more records for accuracy than all other makes combined.

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DINNER OF THE NEW YORK WHOLESALE HARDWARE SALESMEN.

The wholesale Hardware salesmen of Greater New York participated in the first banquet of the kind given in this city in the rooms of the Hardware Club, Saturday evening, February 9. There was a reception from 6 o'clock until the announcement of dinner, about 7.30 P. M. This customary function was thoroughly appreciated by the salesmen and guests present, who while long acquainted in many instances, yet availed themselves of this occasion as an enjoyable opportunity for renewing and initiating friendships. It was realized by the Dinner Committee that such a gathering would serve to stimulate and perpetuate the spirit of good fellowship along the same lines as actuated the promoters of the Hardware dinner in 1892, which brought together the leaders in the trade and made possible the Hardware Club.

THE COMPANY.

While the company, nearly 170 in all, was primarily an assemblage of Hardware salesmen, there was a goodly representation of principals of leading Hardware houses. A flashlight photograph was taken of the company as soon as the guests were seated, after which an excellent dinner was enjoyed.

DINNER COMMITTEE.

The Committee of Arrangements was as follows:

Fred L. Stellwagen, Sargent & Co.
E. S. Massey, Sargent & Co.
George W. Eadie, Harmon & Dixon.
Sol. Schoenhof, P. & F. Corbin.
Charles H. Naylor, Yale & Towne Mfg. Company.
E. T. Lanterman, Russell & Erwin Mfg. Company.
George L. Swartwout, Corbin Cabinet Lock Company.
W. W. Crowell, Benjamin S. Alder Company.
W. H. Van Kuren, Reading Hardware Company.
E. A. Tissot, Underhill, Clinch & Co.
Benjamin S. Alder, chairman.

GUESTS.

The guests at the speakers' table included the following gentlemen: Edward C. Van Glahn, Henry R. Towne, George H. Sargent, Webster R. Walkley, R. R. Williams, George W. Corbin, J. Leonard Varick, William A. Graham, Harry W. Harmon, Arthur G. Sherman, Frederic E. Underhill, R. Lamb, W. Ludeke, Edward H. Darville and A. H. Chamberlain.

TOASTS.

After coffee and cigars the toastmaster, Edward C. Van Glahn, a former president of the Hardware Club and head of White, Van Glahn & Co., called the assemblage to order and in an apt and humorous vein paved the way for the stated addresses of the evening. He then introduced Henry R. Towne, to whom was assigned the toast, "Contrasts."

Mr. Towne made comparisons between manufacturing and business, as now conducted, with a period nearly two score years ago, when the speaker entered the Hardware field. He emphasized the greater opportunities of the present, as contrasted with the earlier years, referring to the increase in population, wealth, development and buying power, to the expanded markets, both domestic and foreign, and the higher levels possible in placing products. He dwelt especially on the enhanced spirit of *camaraderie* among Hardwaremen of all stations, as compared with the ultra conservatism of the '60's and '70's. Mr. Towne paid a warm tribute to "the dean of Hardware manufacturers," George H. Sargent, who was present as a guest and whose health was drunk at a later hour by the entire company. Mr. Sargent, it should be said, was greatly interested in the plans for the occasion, and rendered the Dinner Committee much assistance, both of an advisory character and in a more material way.

The next toast was "Salesmanship," which was responded to by Webster R. Walkley, who closed his address by reciting one of his own poems. The last formal address was given by Richard R. Williams, Hardware Editor of *The Iron Age*, who was called upon for "The Editor's Views." In addition to the regular toasts, George W. Corbin, of P. & F. Corbin, was introduced by the toastmaster and responded with characteristic ability and humor. The speeches were interspersed with music, both instrumental and vocal, the latter including quartettes and solos.

An alphabetical list of the entire company, in the form of a table index, and accompanied by a souvenir menu and programme, was presented with the compliments of *The Iron Age*, to which we are indebted for the above report.

✤

Both wise men and fools shake their heads over the danger of some other man handling a cold bottle, and Elbert James, of Enid, Okla., is a living example of the danger, as he suffered a four inch cut in his arm the other day from handling a pop bottle.

DOG TOGGERY FOR THE HARDWARE STORE.

BY FRANK A. GANNON.

The Hardwareman finds a good friend in "man's best friend," the dog. In other words, many Hardware dealers are making money on toggery for dogs, such as collars, leashes, whips, boots and blankets. And let not muzzles be forgotten, for the State of Massachusetts has recently ordered that every dog within its precincts be muzzled, confined or killed, so that the muzzle makers have been enjoying a season of unexampled prosperity.

There are big possibilities in the dog collar business, not of the variety of Col. Sellers' dreams, but strictly legitimate and inviting opportunities. Some men love their dog so much that they would share their last crust with him, and some women are so foolish that they want their pets to look as handsome and stylish as themselves, consequently a sum of money, of size even sufficient to interest Wall Street, is spent on dog collars and toggery every year.

Witness a particular case: A Boston dog lover, rejoicing over the record of his favorite bull terrier, had made for him a collar of finest leather, adorned with gold studs, at a cost of $132. This collar he took to the jeweler's and had set with diamonds, and the collar, worthy of a princess, was displayed on the dog at a New York Show. The dog, by the way, was worth money, and his life was insured for $5,000, straight life policy, no endowments.

Gold and jeweled dog collars are by no means scarce, so there is a chance for the Hardwareman to throw his nails into the dump, and to put in a keg of gold, and a box of diamonds and other jewels, and make money in the dog collar business.

But, seriously speaking, many Hardwaremen in the dog toggery business are turning an honest penny, if not an honest dollar. The Hardwareman finds that the demand increases and styles change in dog furnishings just as the haberdasher finds that the demand increases and styles change in men's attire. "Like man like dog" is true. In days when men went uncollared, so did dogs; but, to-day, the fashionable man puts on an immaculate collar every morning, and the fashionable dog has his collar shined every morning. Man keeps up with the latest fashions in collars; so does the dog.

The styles and varieties of dog collars in the market to-day would surprise many persons. Representative Hardware firms carry thousands of dog collars in their stock. One manufacturing firm catalogues 2,500 different styles in dog collars, and makes some styles in four sizes and others in eight sizes. This firm keeps two men busy designing new styles and novelties.

Sizes range from dainty little collars, small enough for a bracelet for my lady's wrist, to collars that would encircle the waist even of the lady who fearfully admits that she is getting a little bit stout. The popular summer girl, who wishes a sporty dog collar for a belt, can get fitted at the Hardware store, for experienced young men say that she has but a twenty-two inch waist, while dog collars are made even to thirty-inch measurements.

Prices of dog collars range from a quarter of a dollar up to as much as a person wishes to pay. A dog lover paid $58 for three collars a while ago, and, recently, a Hardwareman got an order for a collar of white enamel leather, adorned with silver and gold studs, to be made according to the buyer's original design. The Hardwareman is now getting up his courage to fix a price for the creation.

Dog collars are made of all kinds of leather, of strap leather at sixty cents a pound, of a cream tanned leather at seventy-nine cents a pound, of imported patent and other leathers. Stout leather is used for the strap proper, and a soft sheepskin skiver is used for a lining. Special machinery and specially trained men make the collars. Just now, much brass is used for buckles, locks and studs.

Besides handling collars, the Hardwareman may sell dog whips, quirts, or Mexican whips, braided by Mexicans; chains as high as $35 apiece, dog blankets, moccasins and boots and other toggery, at various prices, and l t it be hoped, at a just profit. The Hardwareman who handles guns, cartridges and sporting goods certainly has an open chance for selling dog toggery, for, in the sports of the field and forest, the dog preceded the gun by centuries.

Dogs are more prized to-day than ever before, despite stingy landlords who class both dogs and babies among things forbidden in their flats. Every dog has his day and there are happy days for dogs, for proud and prosperous owners spend freely of their wealth for their pets, protectors, aids or friends. "Like man like dog." Correct attire for men—correct toggery for dogs is the demand of fashion.

And it's business for the Hardwareman.

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NEW GOODS AND SPECIALTIES

BUFFALO ELECTRIC BLACKSMITH BLOWER NO. 202.

Buffalo Forge Co., Buffalo, N. Y., have recently placed on the market the Electric Hand Blower No. 202, shown in the accompanying cut. It is designed especially for small shops, etc., on country circuits where the current cannot be depended upon with certainty, and where, if an electric blower were installed, it would also be necessary to have a hand-driven one to insure against emergencies. This machine comprises the manufacturers' well-known Buffalo Hand Blower No. 200, with an electric motor



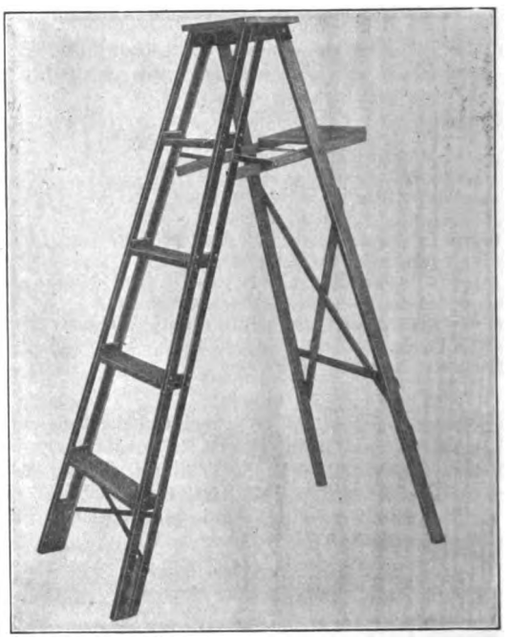
BUFFALO ELECTRIC BLACKSMITH BLOWER NO. 202.

mounted on a small platform within the tripod legs of the machine. This places the motor in an out-of-the-way, yet readily accessible, position. The fan spindle is continued through the dust-proof oil-case containing the gearing for the hand drive, and terminates in a small pulley, which connects with the motor by means of a round belt. The motors usually supplied are either 104-volt, 60-cycle induction type for alternating current or for 110-volt direct current, and are attachable by "lamp cord" to an ordinary 16-c. p. lamp socket as a source of power. If at any time it is desirous to run the blower by hand, the belt is removed and the machine becomes at once an easy-running, powerful blast blower. The power for the hand-drive passes through only two sets of helical and spur-cut gears finished on special machines, and running in an oil bath with the attendant minimum loss by friction. All bearings are bored and reamed in the solid metal, no liners being used. All machine work is done on jigs, and parts are interchangeable. The outlet of the fan casing may be turned at any angle desired, and the gear and fan case are also adjustable as to height. The Blower is furnished with blast piping, air gate and the Buffalo No. H. H. side and center blast tuyere. The application of the electric driven hand blowers is not confined to forge fires, however, as they are suitable for use in systems for driving out smoke or fumes through piping where exhaust fans are not practicable, furnishing air at moderate pressures up to 3 or 4 ounces through short piping systems, etc. A feature of the outfit is the low cost as well as the small weight and consequent saving in freight charges.

THE IMPERIAL STEEL STEP LADDER.

Shoecraft-Smith Mfg. Co., Sturgis, Mich., are the manufacturers of the Imperial Steel Step Ladder, which is constructed in a very strong and safe manner, making it extremely durable.

The front steel risers are made of Cold Rolled Bessemer Steel Bands, formed in angles. The Steel Head is made from same gauge of steel, and one piece forms three sides, which is also formed in angles. The Steel Risers are secured to the steel head by rivets, giving a much stronger construction than is possible to secure in all wood ladder. The Steel Saddles, as shown in cut of Steel Frame, are securely riveted to the Steel Risers, and into these saddles we place the steps. The Steps are held in position by four large screws which enter the steps from the under side. These screws in no manner support any weight that is placed on the step, which is invariably the case in all wood ladder. All steps are made of well seasoned stock three and one half inches wide. All wood parts are secured to the Steel

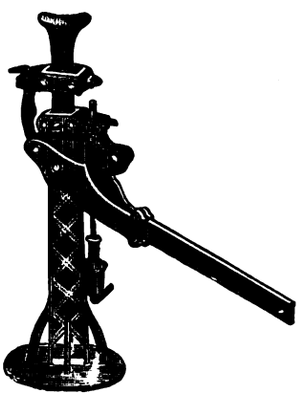


THE IMPERIAL STEEL STEP LADDER.

frame by rivets and machine bolts. The ladder is well braced so as to give greater strength and prevent any chance of lateral motion. All ladders are supplied with shelf and self-adjusting lock. Steel parts are enameled black and the wood parts a lemon yellow. These ladders are made only in lengths of 4, 5, 6, 7 and 8 ft. They are represented to the jobbing trade by W. R. T. Bush of Detroit, and C. M. Avery of Chicago.

EUREKA AUTO JACK NO. 3.

Eureka Mower Co., Utica, N. Y., are the manufacturers of the Eureka Auto Jack No. 3, which we illustrate as an important automobile sundry for the trade to handle. It weighs only four



EUREKA AUTO JACK NO. 3.

pounds, but has a lifting capacity of 2000 pounds. The handle, which is used to either raise or lower when in operation, is readily adjusted. To pump down, it must be under a weight of at least twenty-five pounds. To raise a weight, press down on the little steel lever and lock it out by turning to the right or left. To pump down, release the little spring lever.

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BEMIS & CALL IMPROVED "S" WRENCH.

Bemis & Call Hardware and Tool Co., Springfield, Mass., in their constant endeavor to improve their goods and maintain the high quality in material and workmanship which enters into them, are now placing before the Hardware trade their Adjustable "S" Wrench, which has been greatly improved, and has become the standard among tools of this description, being a very useful device. It possesses all the advantages of the drop-forged



BEMIL & CALL IMPROVED "S' WRENCH.

"S" end wrench with the added advantage of having its jaws adjustable for different sized nuts. It can be used in cramped or awkward places on work when the ordinary monkey wrench would not answer. Among the noted improvements they have made in this wrench has been to make it thinner to adapt it better for use on thin nuts and check nuts. To easily distinguish it from wrenches of other makes, they have cast on the reverse side the raised letters "B. & C." The parts are all strong and durable, and carefully hardened and tempered, and when the old parts become worn out new ones can be supplied.

STEVENS' PISTOL-CLEANING RODS.

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are placing on the market Pistol-cleaning Rods with bristle tops in fancy boxes of one dozen, as in the accompanying illustration.



STEVENS' PISTOL-CLEANING RODS.

They are assorted, 22, 32 and 38 calibre in a box, thus supplying the retailer with a small assortment, arranged in a convenient manner, enabling him to have them in stock, know where they are, and to keep the goods clean and in perfect condition. The Company believe this will be appreciated by every retailer handling this class of goods, as they can be retailed at five cents each, at a very satisfactory profit.

TUFTED CHAIR SEATS AND PORCH CUSHIONS.

W. A. Busse & Co., 36-38 Union Park Court, Chicago, for whom H. Berkele, 43 Leonard Street, is New York representative, have added to their assortment a line of patented upholstered adjustable chair seats in the styles here illustrated, the peculiarity of which is in the fact that they are intended to be nailed permanently to the chair, and sold at a low price. The illustrations show their line. They are made of artificial leather and enamel cloth, stitched to cardboard faced with enamel cloth,



FIG. 1.

making it impervious to dampness. The filling is a cotton and jute felt, soft and pliable. The edge of cushion is bound all around with artificial leather gimp. This article can also be used for other purposes, but Fig. 1, which is a Porch Seat, should not to be nailed to a chair over an open seat frame. Fig. 2 is the Tufted Seat, and is covered with a fine quality of imitation leather, padded with cotton felt, is mounted on a strong 3-ply 3-20 inch veneer, tufted with pronged japanned rivets, which

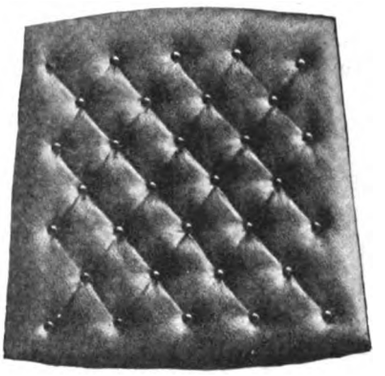
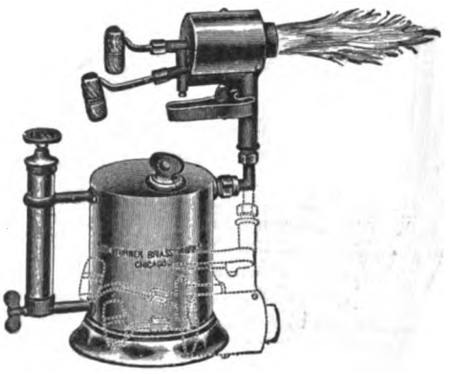


FIG. 2.

cannot pull out. This seat is to be nailed to chair with japanned metaline nails. Nails sufficient for each seat are sent with them.

THE TURNER NO. 96 DOUBLE-JET TORCH.

The Turner Brass Works, Franklin and Michigan Streets, Chicago, Ill., are the makers of the Turner No. 96 Double-Jet Torch, of which we give an illustration. It generates the maximum amount of heat possible to be obtained by mechanical means. The secret of the intense heat-producing power is found

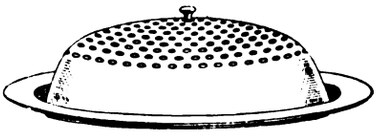


THE TURNER NO. 96 DOUBLE JET-TORCH.

in the capacity of the double-jet burner for doing work which has been deemed hitherto impossible. About 3,000 degrees F. of heat can be obtained from this Torch, which is claimed to be nearly double the capacity of single-jet burners. As illustrated, the burner is fitted with a wind-shield, which makes this Torch an ideal appliance for heavy outdoor work in windy or stormy weather. By the use of this Torch, brazing and other work of that character can be done out of doors, and the strongest wind affects it but slightly, as in this respect the Double-Jet Torch occupies a field entirely its own. The use of 74 degrees gasoline is recommended with this Torch. It is 11¼ inches high, and four inches in diameter; has a capacity of one quart, and a consumption of 1¼ pints per hour.

THE PERFORATED FRYING-PAN COVER.

The Kitchen Specialty Mfg. Co., Reading Pa., among their numerous popular specialties, are manufacturing the Perforated

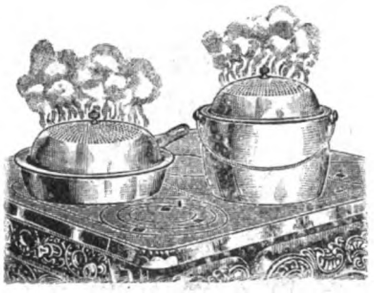


THE PERFORATED FRYING-PAN COVER.

Frying-Pan Cover, shown in the accompanying illustrations. It is constructed from the best material for the purpose, so that it is claimed to be the only lid that will prevent the sputtering of grease on the stove and surrounding surfaces without steaming

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the article in the pan. By the peculiar construction of this cover, the heat, juices and other nourishing properties of the meats, etc., are retained in cooking, making the meat juicy, tender and

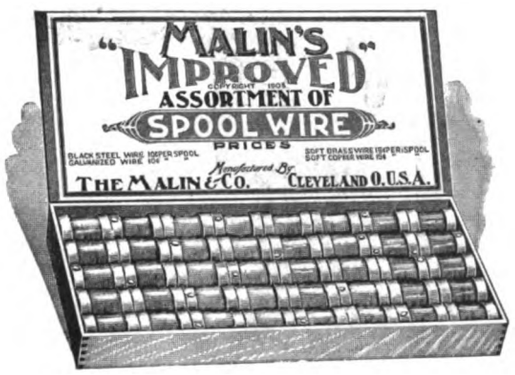


MODE OF USING IT.

digestible. By the free escape of the steam the article in the pan is not smothered and the article fried is neither tough nor watery. The cover being dome-shaped, it serves as an excellent colander, flour sieve, etc. It is made in four sizes. 8¾, 10⅛, 11¼ and 13 inches.

THE MALIN & CO.'S "IMPROVED" ASSORTMENT OF SPOOLED WIRE.

For a number of years The Malin & Co., Cleveland, Ohio, have been relied upon to furnish Wire in small lots nicely spooled, so that the consumer could obtain a small spool of wire covering his requirements upon demand, and at small expense. They have supplemented the old style by placing on the market their "Improved" Assortment of Spooled Wire, which has superseded to a great extent the old assortment. The "Improved" Assort-



THE MALIN & CO.'S "IMPROVED" ASSORTMENT OF SPOOLED WIRE.

ment contains a much larger percentage of brass and copper than the old retail stock. Spools are a new and excellent size. The retailer is insured a profit of not less than 100 per cent. This assortment contains 40 2-ounce spools, as follows: 2 spools each, Nos. 18, 20, 22, 24, 26 of annealed and tinned wire, soft brass and copper wire. Packed one dozen stocks to the case. Shipping weight, 100 pounds per dozen stocks. The trade is supplied through jobbers.

THE DIME SCREEN-DOOR CHECK.

Caldwell Mfg. Co., Rochester, N. Y., are the manufacturers of the Dime Screen-Door Check, shown in the accompanying illus-

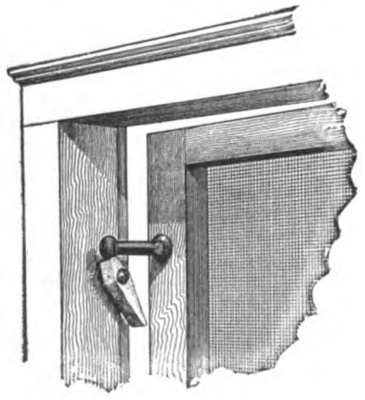


FIG. 1.

trations. Fig. No. 1 illustrates the closing door bringing the plunger on the door in contact with the top of the rubber bumper, throwing it up to position, as in Fig. 2. The door rebounds from the concussion and the rubber drops by gravity to the position as shown in Fig. 2, allowing the door to close. The bumper is molded rubber, tapered to give the greatest amount of

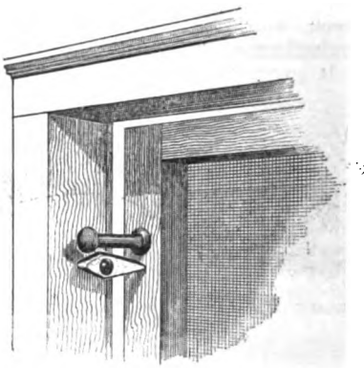


FIG. 2.

spring. It checks the door three inches from the closing point. The operation does not depend on the momentum of the door. It must always work, whether the door is opened wide or partly

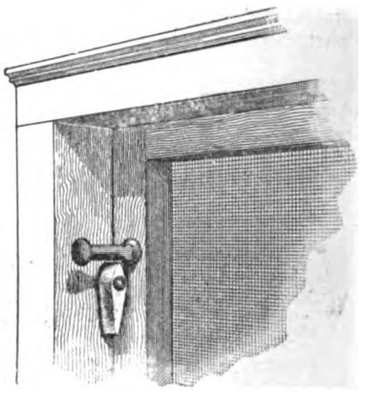
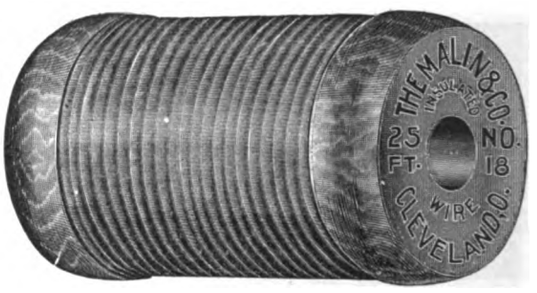


FIG. 3.

open. It is an extremely effective device, and prevents the great annoyance of screen doors slamming. Packed in attractive display boxes, ready for retailing. A card of directions exactly locating both screw-holes is packed with each Check.

SPOOLED INSULATED WIRE.

The Malin & Co, Cleveland, Ohio, among the wire which they put up in convenient quantities, are supplying Insulated Wire in assorted colors in twenty-five, fifty and one hundred feet spools, a convenience greatly desired by the trade. The small consumer of Insulated Wire always wishes to purchase



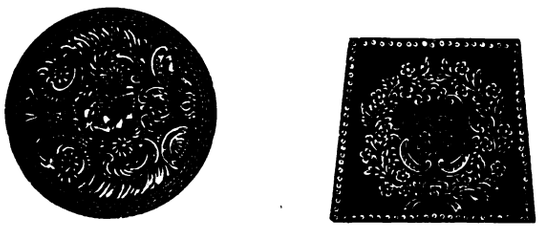
SPOOLED INSULATED WIRE.

it by the foot. He knows that he wants twenty-five, fifty or one hundred feet, but he knows nothing about the weight. Unless Spooled Wire is handled, the dealer must measure off the quantity wanted, roll it into a coil and weigh it before delivering. Insulated Wire on Spools obviates this trouble, pleases the buyer, for in using it he finds it easy to manage (it can be pulled from the spool as if it were thread) and it is more profitable to the dealer because he can get a much higher price for so neat a package than he can for an unsightly coil. Although these goods are manufactured for the convenience of the retailer, the jobber is depended on for their distribution.

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UNIVERSAL CHAIR SEATS.

The Universal Chair Seat Co., Syracuse, N. Y., are the manufacturers of the Universal Chair Seat, which we illustrate herewith. It is made from a composition substitute for leather, which it closely resembles, but it is always of the same color throughout, and is fadeless. Unlike leather, it will not scratch



UNIVERSAL CHAIR SEATS.

easily, and is free from many imperfections found in other seats. They are made of three kinds: The regular flat seats generally for repair work; round seats for stools, and cobblers' seats. A pair of shears is the only tool necessary, as the material easily cuts to fit any size of seat. The flat and round seats are made

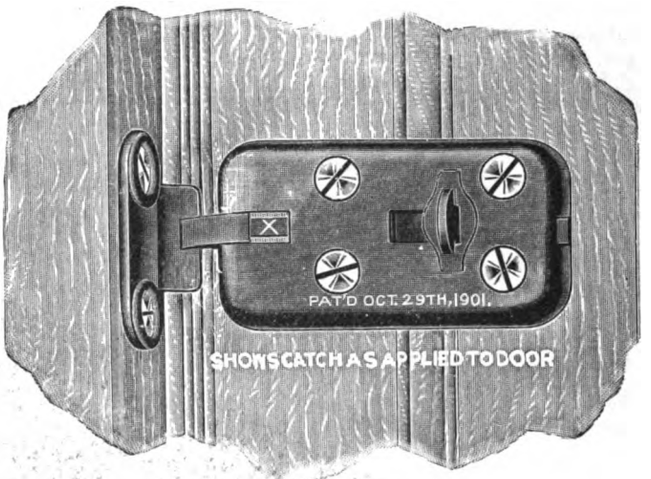


"NEVER TOO LATE TO MEND."

in four colors: Red, black, olive and walnut, with a handsome design embossed in the centre of each seat. Cobbler seats are furnished in twelve and thirteen inch sizes. Three colors are supplied: Green, oak and mahogany finish. In addition, special sizes of the flat seats are made to order, provided the sizes are made up of straight lines, and the corners are either angular or rounded. In fact, a Universal Chair Seat can be put on a chair by anyone who can use a pair of shears and drive a tack. No. 43 gilt nails or leatherine upholstery nails should be used.

"UNIVERSAL" SCREEN-DOOR CATCH.

The Peck, Stow & Wilcox Co., Cleveland, Ohio, and 27 Murray Street, New York, are placing upon the market the "Universal" Screen-Door Catch, which is claimed to be the lowest-priced Locking Screen-Door Catch made. It is shown in the accompanying cut. Being made entirely of stamped wrought steel, it has an automatic friction catch with stop, and locks from the inside. It is automatic in action when closing door, and automatically releases itself by pressure of opening door, either from inside or outside. The latch bolt is so made that when secured by stop on the inside it cannot be unlocked from the outside; is placed upon the inside of the door, requiring no mortising or cutting for either lock or striker; is made in old copper finish and packed in boxes of one dozen each, complete with screws. Neat and attractive models showing the device, pocket size for salesmen's use, and larger size for store display, will be supplied, if wanted, without charge, with all initial or-



"UNIVERSAL" SCREEN-DOOR CATCH.

ders, to the extent of one model for each gross of catches. Electrotypes for newspaper or other advertising furnished on request without charge.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED FEBRUARY 4, 1907.

420,431. ATTACHMENT FOR SCREW DRIVERS. Marcus J. Bartlett, Providence, R. I.
420,459. SOLDERING APPARATUS. George W. Melcotte, Ithaca, N. Y.
420,461. SHUTTER FASTENER. Lyman W. Merriam, Fitchburg, Mass.
420,479. CROSSCUT SAW HANDLE. Moses E. True, Batavia, N. Y.
420,528. COMBINATION LOCK. Frank E. Young, Canton, Ohio.
420,558. LOCK. Thomas F. Keating, New York, N. Y.
420,564. SAD IRON. Joseph Rist, Kansas City, Mo.
420,589. WASHING MACHINE. Harlow W. Cook, Ottawa, Kan.

PATENTS ISSUED FEBRUARY 5, 1907.

842,946. FOLDING DUSTPAN. J. A. Delaney and J. Lawson, Orange, Mass.
842,964. WASH BOARD. F. Martin, Columbus, Ohio.
842,965. BRUSH OR MOP HOLDER. E. E. Masters, Columbus, Ohio.
843,047. KNOB OPERABLE LATCH MECHANISM. H. G. Voight, New Britain, Conn.
843,048. LOCK AND LATCH. H. G. Voight, New Britain, Conn.
843,081. HINGE. W. H. Fitzgerald, near Watertown, N. Y.
843,109. PIE PAN. B. C. Sabin, Chicago, Ill.
843,204. EXTENSION LADDER. J. R. Goddard, New Bedford, Mass.

PATENTS EXPIRED FEBRUARY 11, 1907.

420,956. WINDOW ATTACHMENT. Charles F. Ilcese, Chicago, Ill.
420,962. FASTNER FOR CLOTHES-LINES. Gerhard Reimers,, New York, N. Y.
420,997. HINGE. Christian C. Hess, Conestoga Center, Pa.
421,015. GATE LATCH. James Ramsey, Moon, Allegheny County, Pa.
421,023. PIPE WRENCH. William G. Bartlett and John W. McCoy, Camp Charlotte, Tex.
421,154. WRENCH. James H. Baker and George F. Shevlin, Saratoga Springs, N. Y.
421,197. CAN-OPENER. Albert B. Schofield, New York, N. Y.

PATENTS ISSUED FEBRUARY 12, 1907.

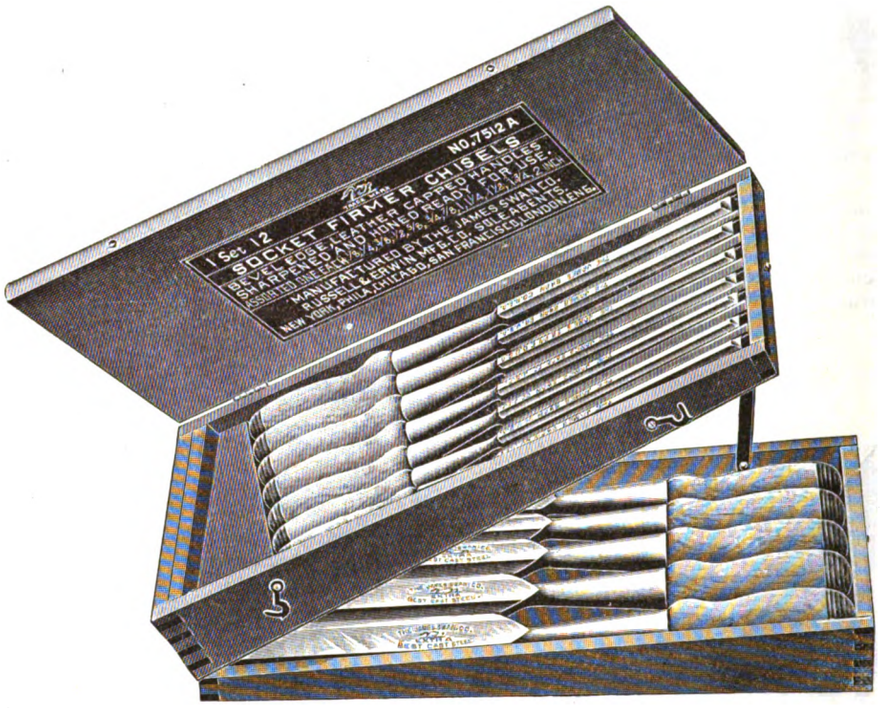
843,581. HINGE. C. J. Caley, New Britain, Conn.
843,585. WASHING APPARATUS. F. H. Cole, Groveton, N. H.
843,607. LOCK. N. B. Hurd, New Britain, Conn.
843,645. SOLDERING IRON. E. L. Veith, Chicago, Ill.
843,693. CYLINDER WRENCH. C. T. O'Hara, Deep Creek, Wash.
843,734. WASHING MACHINE. J. R. Carter, Augusta, Ky.
843,772. WAGON JACK. I. Shupe, Newmarket, Ontario, Canada.
844,043. COMPOUND TOOL AND TOOL HOLDER. O. S. Perkins, Newbern, N. C.

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THE JAMES SWAN COMPANY'S NEW CATALOGUE.

The James Swan Company, Seymour, Conn., have issued a new catalogue of their goods under date of January, 1907. This catalogue contains twenty-five pages more than their last catalogue, and includes many new goods. The principal new items and features are sets of Chisels in patented Duplex Boxes and sets of Bits in patented Extension Boxes. Illustrations of these boxes ars shown herewith and illustrate their distinctive features.

A full line of Single Twist Auger Bits and Car Bits are shown, and also Ship Augers, Ship Car Bits and Ship Bits, both of which lines are of late manufacture by this company. Other new items added are: Belt and Lace Awls, a Combination Boring Machine and an Improved Expansive Bit, Superior Bit Holder, Protected Folding Handle Drawing Knife, and an Improved line of Screw Drivers. A comprehensive collection of Tools and Tool Cabinets is shwn, and the manufacturers claim that the line of Chisels, Gauges, Augers, Bits, Drawing Knives, Gimlets, Screw Drivers, Auger Handles, etc., is the largest under any one brand presented by any manufacturer to the trade. Russel & Erwin Mfg. Co., New Britain and New York are sole agents for the sale of above goods.



SWAN'S SOCKET FIRMER CHISELS IN SETS.

USE OF THE TERM "BORE."

In reply to a correspondent, the *Scientific American* explains the meaning of the word "bore" as applied to shotguns; more particularly when it is used in conjunction with a numeral as in speaking of a 10-bore, 13-bore or 16-bore shotgun. At the first reading, anyone who is familiar with modern rifles and heavy ordnance might think that the word "bore" was used as a unit of length, as when we say that a 50-caliber, 16-inch rifle is a rifle 25 feet, or 50 times the caliber (diameter of the bore) in length. But as a matter of fact, the term "bore," when applied to shotguns, is never used to indicate length, but always refers to the diameter of the bore. There is, by the way quite an interesting scrap of history attached to the term, which carries us back to an early period in the history of firearms. In the days of our forefathers, when rifle balls were spherical, and long, cylindrical, conicalheaded bullets and rifled barrels were undreamed of, the gunsmith adopted a curious but convenient method of designating the gauge or diameter of the bore. He expressed it by stating how many bullets, of a size that would fit a particular musket, would go to make a pound. Thus, a 10-bore musket would be one of such a bore that 10 of its bullets would go to make a pound weight; a 16-bore gun would be one whose bullets would run 16 to the pound, and so on. Hence we get the anomaly, that the larger denomination musket has the smaller bore. Although the day of the spherical bullet has passed away, and the only smoothbore remaining is the shotgun, the old method of designation has been retained.

BUSINESS BRISK IN BALTIMORE.

Real estate values have very much increased in Baltimore since the fire. The burned district is practically rebuilt. And the new buildings are, hardly without an exception, finer and better than those that were destroyed by the great fire three years ago. More business of every description is being carried on now than before the fire—new concerns have been established and business that formerly went to other cities is now coming to Baltimore. New business activity is manifest in every line of trade. A big demand for homes is being met by a great many houses being built. Thus it is that the Hardware dealers are all exceedingly busy and are doing more business this winter than ever before in the history of the city.

COUNTRY TRADE GOOD.

The Wilcox Hardware & Iron Co., with double store and warehouse on Gay Street, do an extensive retail trade and also look for jobbing business in Maryland and Virginia. In speaking of trade conditions, Mr. Wilcox of the concern, said: "Our business is very largely a country supply trade and I've never known of the general outlook or present conditions as satisfactory as at this time. Our salesmen have taken more orders for Spring goods than ever before by February 1st. ...l reports that come in from the country are of a very satisfactory nature. The farmers are in an exceedingly prosperous condition. The advance prices at which we are obliged to sell many lines of goods do not in the least retard sales. Collections are somewhat slow, due no doubt to the large increase in trade—every one seems to be buying Hardware—in all the country round about Baltimore the building trade is very active, and this of course is tying up a large amount of capital. But, everything considered, the prospects are very satisfactory."

CARPENTERS' AND MECHANICS' TOOL TRADE GOOD.

The big demand that came after the fire for all kinds of tools has not abated in the least. A splendid stock is carried by J. R. M. Adams, whose store is located on the corner of Franklin and Eutaw Streets, and who is catering to the best class of trade. A very satisfactory condition of the tool trade is that the demand for higher grade tools is very marked. In speaking of this fact one of the Baltimore Hardwaremen said: "The men who buy these goods seem to be of a more intelligent class and apparently realize that the best are the cheapest in the end. Those goods most in demand to-day are of standard make, and I find that it is becoming more difficult each year to sell a saw, or any tool in fact, that does not carry the manufacturer's full brand and name. The same saw with a jobber's trade mark will not sell within twenty per cent. of the price it will if it has the maker's brand or name on it."

HAMMERNAIL.

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RECENT TRADE PUBLICATIONS.

H. F. BRAMMER MFG. CO., Davenport, Iowa, are distributing a taking little booklet, describing the merits of the O. K. Washer. Regarding these Washers the company say: "Louisiana red cypress lumber is used for making the tub. Four staves are made of extra length, forming legs to the machine. Thus there is no possibility of their getting loose, causing the machine to become weak and wobbly. The inside surface of the tub is corrugated similar to a washboard, thus affording the largest possible amount of rubbing surface. The lid on the tub is made steam tight. In consequence the hot suds do not cool nearly as quickly as in open machines. Hot water dissolves dirt much more quickly than cold. Thus the lid is one feature that contributes to the rapid washing qualities of the O. K. Washing Machine. The O. K. has the steel ball-bearing gearing, which makes it so easy running and almost noiseless. The fly-wheel turns either right or left and the dasher reverses automatically, turning the clothes forward and back in the machine." This company has recently acquired the exclusive right for the manufacture and sale of the entire line of Washers heretofore placed on the market by the Benbow-Brammer Mfg. Co., of St. Louis.

SOUTH ERIE IRON WORKS, Erie, Pa. Catalogue of Ruby Stoves and Ranges. This line of goods is shown to be a very artistic one, and includes the Colonial Ruby, Germania, Ideal, Famous and B Ruby Ranges; the Melrose, Family, Home Pride and Faithful Cook Stoves. A line of high-grade base-burners is also shown, named the Oriental, Oak, Liberty and Star. This company also manufacture Sugar or Wash Kettles and Butchers' Furnaces and Caldrons.

J. L. MOTT IRON WORKS, 5th Avenue and 17th Street, New York. Large-size catalogue No. 1 of Cooking Ranges and Furnaces. A full line of this class of goods is shown, in a great variety of styles and shapes, with complete descriptions accompanying the same. The company issue three other catalogues: No. 2—Cooking and Heating Stoves and Ranges; No. 3—Laundry Stoves and Ranges and Iron Heaters; No. 4—Furnaces and Caldrons, Steam Kettles, etc., and state they will be pleased to mail any of these on application. The product of this company is universally known, they having been established since 1828.

WABASH MFG. CO., Wabash, Ind., have issued a folder entitled "Fun for All the Year," in which they state: "The Wabash Coaster Wagon will give more real downright fun than any other toy we know of. What a host of ways to use it. Errands are turned into pleasure trips by this splendid little vehicle. Any wide-awake boy will develop mind as well as body, in planning new ways in which to utilize it in his games and sports. Your girls, as well as boys, will find in it numerous forms of amusement and pleasure. Not a mere toy, to be broken and cast aside, the Wabash Coaster, with its strong substantial qualities will become one of the most valued possessions of the household. It provides outdoor fun—'Wabash Fun'—fun that means ruddy cheeks, laughing faces, sturdy boys and girls with firm, well-developed bodies and happy, self-reliant dispositions."

WYETH HARDWARE & MFG. CO., St. Joseph, Mo., are sending out their Spring catalogue and price list for 1907 relating to the immense line of goods carried by them as jobbers and importers of Hardware, Cutlery, Tin Plate, Metals, Tinners' Stock, Stoves, Sporting Goods, Bicycles, Saddlery and Saddlery Hardware. A large assortment of Enameled Ware is shown in colors, as well as the Wyeth Sewing Machines. The company call special attention to their Mail Order Department, stating that those who have never ordered goods from them by mail cannot fully understand how thoroughly organized and systematized this department is. This catalogue should be applied for, as it covers every line of goods to be thought of in connection with a complete Hardware stock.

GOODELL-PRATT CO., Toolsmiths, Greenfield, Mass., have favored us with a copy of their new No. 8 catalogue, handsomely bound in red, with cover illuminated in gold and black, and containing 208 pages, devoted entirely to tools. In addition to the extensive line they have heretofore manufactured, there will be found 50 new tools. Each article is warranted against imperfections of material or defects in workmanship. The company will be glad to supply this catalogue as well as supply their customers with such quantities of their pocket catalogues as they can distribute to advantage, entirely without charge. A full line of Drills, Chucks, Interchangeable Screw Drivers, Saws and Blades, Bench Levels, Polishing Heads and Lathes, Ratchet Handles, etc., will be found within the contents.

JAMES L. TAYLOR MFG. CO., Bloomfield, N. J., have sent out their revised price list and catalogue No. 7 of the Taylor Quick-Adjusting, Self-Locking, High-Grade Screw Clamps. These Clamps present several new features. The sliding heads can be instantly opened or closed the full length of the bars, and yet they are positively locked for clamping purposes wherever they are left. The clamping action is positive, as the greater the strain the tighter it grips. The contents include Carpenters', Boat Builders', Machinists', Cabinet Makers', Pattern Makers' and Wagon Spring Clamps; also a Saw Jointing and Filing Clamp and Clamp Supports for securing clamps on benches or horses.

BURLINGTON BLANKET CO., Burlington, Wis., have issued two price lists, one of Summer goods for 1907, and one of Winter goods for 1907-08. A full line of "Stay-On" Horse Sheets is described, they being made in a variety of effects—plain and fancy woven crash, novelty, silk, etc.—and in several colors, such as brown, fawn, tan, green-dyed and printed duck. Horse Covers are also included and Fly Jowls, Fly Hoods, etc. Covers for cattle are also made by this company. The Winter goods line comprises "Stay-On" Blankets of burlap, plain duck, lined, fancy-plaid duck, etc., for horses and cattle; the Ruff Rider Combination Saddle Blanket, for the horse and for his master, when a sleeping-blanket is desired, being intended for ranchmen, prospectors and others obliged to travel in the saddle. A line of Lumbermen's Storm Blankets is also made by them. These catalogues will appeal to the trade and should be sent for by those dealing in the line of goods mentioned.

BUCK BROS., Riverlin Works, Millbury, Mass., formerly of Sheffield, England, have forwarded us their price list of Chisels, Gauges, Special Tools for Wood Turning, Plane Irons, Drawing Knives, Screw Drivers, Awls, Reamers, Countersinks, Punches, Cabinet-Makers' Burnishers, Nail Sets, Carving and Turning Tools, Handles, etc., etc. A line of Carvers' Punches for groundwork is shown, and a line of Turning Tools for the laboratory, model-maker, amateur, etc. A large assortment of Amateur's Carving and Wood-Turning Tools will be found within the contents.

WESTERN CLOCK MFG. CO., La Salle, Ill., have published a handsome booklet on the subject of Modern Clock-Making as exemplified by them in the manufacture of alarm and one-day lever clocks. The paper used, the typographical make-up and the halftone illustrations used are all of the finest quality, and the contents form exceedingly interesting reading matter. Referring to the American clock industry in general, the company say: "The growth of the American clock industry during the last fifteen years has been little short of marvelous; slightly over four million dollars in 1890, the value of the total output had increased to nearly nine millions in 1905, and the returns for 1906 approach the ten million mark. In this same lapse of time, every year with the exception of the critical '93, set a new record, and the total production of the different clock companies is estimated to-day at over thirteen million clocks a year. This remarkable success is due to the far-sighted policy of American manufacturers, which has been principally one of standardization and enormous outputs, decreased production cost and increased consumption. In clocks, as in all other lines of goods, there are two classes of consumers—the millions and the millionaires. American manufacturers were quick to see what the foreign producer did not seem to perceive; that the millionaires are a negligible quantity as consumers, and that, not chronometers—not marvels of intricacy and originality were needed, but timepieces within the reach and want of all. One has still to go to Europe for chronometers or split-second timepieces, but in the production of ordinary clocks adapted to the needs and means of the millions, America produces results of remarkable excellence."

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PENNSYLVANIA RETAIL HARDWARE ASS'N

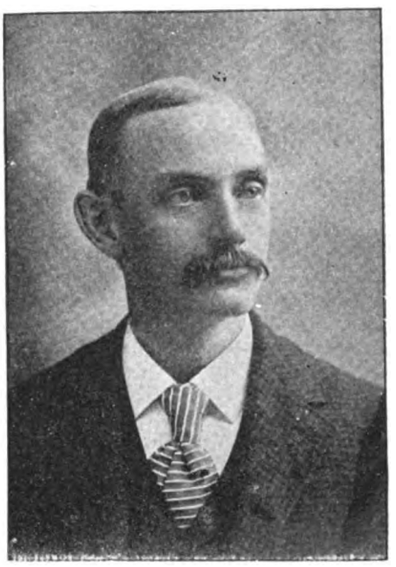
The sixth annual convention of the Pennsylvania Retail Hardware Association was held in Pittsburgh on Tuesday, Wednesday and Thursday, February 12, 13 and 14, the headquarters being at the Monongahela House. The attendance was not so large as was expected, although averaging well with the numbers of the Association.

LOCAL RECOGNITION.

The place of the Mayor of Pittsburgh, who was to deliver an address of welcome, was taken by city attorney, L. S. Levin. Another address of greeting was given by J. W. Wardrop secretary of the Merchants' and Manufacturers' Association. W. H. Cochrane of the Bindley Hardware Company was also a speaker, representing the Pittsburgh Hardware Jobbers on behalf of whom he invited the members and their ladies to a theatre party arranged for Wednesday evening. Brief remarks were made by T. H. Chamberlain, representing *The Iron Age*.

RECRETARY'S REPORT.

The report of Secretary-Treasurer J. E. Digby showed the finances of the association to be in satisfactory condition and noted several additions to the membership during the past year.



J. E. DIGBY, SECRETARY-TREASURER.

NATIONAL SECRETARIES PRESENT.

The session of Wednesday afternoon was an interesting and valuable one. Secretary T. James Fernley of the National Hardware Association was present and when called on responded in his usual happy vein. He referred especially to the anti-parcels post campaign and expressed gratification at the success recently achieved in reversing the attitude of the National Board of Trade on the question. Postal problems were also discussed by M. L. Corey, secretary of the National Retail Hardware Association, who delivered an address substantially the same as that given before the Kentucky convention.

MUTUAL INSURANCE.

C. H. Miller, Huntingdon, the able and energetic president of the National and Pennsylvania mutual fire associations, was scheduled to speak on insurance, but gave place to W. B. Simpson, secretary of the same associations, who presented the subject in a most effective way. Especial interest was evoked by his report on the rule adopted last year requiring association membership on the part of merchants taking out insurance. As a result of this rule there was a decided falling off in new business within the State. The new rule was shown to have missed its object of increasing association membership.

QUESTION BOX.

The meeting concluded with the opening of the question box by Mr. Corey, who directed the subsequent discussions with the vivacity and tact for which he is well known.

RELATIONS OF JOBBERS AND RETAILERS.

Considerable criticism was voiced as to the energy with which some houses, primarily retailers, are expanding and developing their business along jobbing lines, especially where their activity brings them into competition with smaller retailers of more limited territory. In this, however, some detected rather a narrow view of a merchant's opportunities, and expressed regret that the association should seem to discourage aggressive enterprise on the part of its members.

Methods of preventing jobbers from encroaching on the trade of retail merchants were discussed at some length. It was finally resolved to be the sense of the convention that it is the duty of members to report to the secretary of the association cases of Hardware, Paint and Glass jobbers selling other than retailers. A vote was also passed that to be recognized as a Hardware retailer a merchant must carry a stock of General Hardware to the value of not less than $1000 and that jobbers be requested to confine their sales to such merchants.

THE NEED OF LOCAL ORGANIZATION

was the subject of an interesting paper, by W. V. Taylor, Allegheny, chairman of the Committee of Arrangements, who spoke in part as follews:

I am one of the few city Hardware dealers who has the honor to belong to our State Association. In this, one of the greatest cities of the United States, we have no retail Hardware dealers' organization whatever; although within the last few months a preconcerted effort has been made

TO BRING THE HARDWARE DEALERS TOGETHER.

To my sorrow, I must say that we have

MET WITH LITTLE SUCCESS,

largely for want of a leader—an active Hardwareman who can command the respect of all. To my mind if the many dealers of our city could only be brought to see the benefits of our association they would speedily get together and form a local organization; thereby coming together with us in annual convention, exchanging ideas, extending our acquaintance with each other, and meeting and enjoying the hospitality of the many representatives of the manufacturers and our good old standbys, the jobbers.

The lack of acquaintanceship was illustrated several weeks ago at a meeting of the Hardware dealers of this city with the Lumber Dealers' and Builders' Supply Credit Association. Thirty or forty of us met with them, and many of us had to be introduced to each other, showing that an organization of our local dealers is badly needed.

EFFECT ON PRICES.

Then to illustrate a few of our city prices. On Nails, the organization of supply dealers have agreed on a price to consumers of $2.30 on 1 to 14 kegs; $2.25 on 15 to 49, and on 100 or over, an open price. A few dealers

KEEPING IN TOUCH WITH THESE PRICES

on Nails and Staple Goods try to follow them; others pay no attention to established prices. A customer inquired several days ago the price of one keg of 20d Nails, on which I quoted him $2.30, the established price, and he said that he could not understand how we and another dealer whom he mentioned, quoted the same price, while he could buy them from Jones & Co., at $2.15. To me the secret was that Jones & Co. did not know of, or act with the supply men's agreement in regard to prices.

Another prevailing evil is the profit, or rather want of profit, on contracts for Builders' Hardware. Do you know, that on the average contract it is impossible to make over 10 per cent. and often less? Do you think this pays? How many of us can do business for 10 per cent? So I can heartily say Greater Pittsburgh needs a

LOCAL HARDWARE ORGANIZATION,

which in turn would add strength to our State association.

There has been much abuse here of the evils of the trade, and the jobber comes in for his full share of it. It can be said of this city, and I know whereof I speak, that some so-called jobbers are working harder and making more effort to obtain business that justly belongs to the retail trade than the latter are themselves. While I admit that

THE LEGITIMATE JOBBER, TO A CERTAIN EXTENT, IS A NECESSITY

to the retail trade, I feel that they should be careful, lest they become our worse competitors among consumers of Hardware. Much of the trouble would surely be corrected by organization, where we could all come together and discuss the existing conditions and their remedy; also decide what trade rightfully belongs to the jobber and what to the retailer. This surely would eliminate the evil of direct selling by the jobber to contractors, manufacturers, planing mills, etc., which trade, of course, belongs to us, and would, generally speaking, bring about harmonious feeling and action.

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RESIGNATION OF J. A. KLINE.

A matter of more than passing importance to the association was the resignation of J. A. Kline, Williamsport, which was offered on account of the increasing expansion of his business along jobbing lines. Mr. Kline has contributed much to the success of the conventions that have been held in Williamsport. He has also given freely of his time and business ability in serving as a director of the Mutual Insurance Company, a position which it is hoped he will not feel called upon to give up. His resignation from the association was accepted with the greatest regret, and he was unanimously elected an honorary member.

ADVERTISING A RETAIL BUSINESS

was the subject of an original address by C. S. Davis, Oakland, Md., who told of his experience in the foundation and successful continuance of a house organ. Mr. Davis' interesting and practical paper is omitted in this issue, as we intend to use it later on.

STATE RETAIL MERCHANTS' ASSOCIATION.

J. E. Calderwood, secretary of the East End Merchants' Protective Association of Pittsburgh and a vice-president of the State Retail Merchants' Association, including all classes and lines of trade, was introduced as a representative of the latter organization and made an interesting address, which afforded the members much valuable information.

An important advantage in organization which he mentioned was the exchange of credit information, both locally and in the case of persons moving about the State. A lively interest was shown in the remarks of Mr. Calderwood, which called forth considerable discussion. He was asked a number of questions by various members, and was tendered a vote of thanks for his presence and address.

CONVENTION COMMITTEES.

ARRANGEMENTS: W. V. Taylor, J. E. Digby, J. H. Bowers, J. F. Howe, G. J. Rudolph.

RESOLUTIONS: H. T. Albee, C. S. Davis, E. D. Everts.

AUDITING: W. V. Taylor Theo. Backofen, G. J. Rudolph.

PLACE OF MEETING: G. V. Thompson, E. D. Everts, G. H. Hegner.

PRESS: W. V. Taylor, J. F. Howe, J. E. Howe, J. E. Digby, Theo. Backofen, G. J. Rudolph.

GRIEVANCES: G. V. Thompson, G. L. Moore, J. E. Digby.

NEW OFFICERS.

The following officers were elected for the ensuing year:

PRESIDENT, A. H. Kaufman, Lock Haven.

VICE-PRESIDENT, J. F. Howe, Freedom.

SECRETARY-TREASURER, J. E. Digby, McKee's Rocks.

EXECUTIVE COMMITTEE, G. L. Moore, J. E. Digby (for two years,) Wm. Mendenhall (for one year.)

DELEGATES TO NATIONAL CONVENTION, J. E. Digby, W. V. Taylor, G. L. Moore, Wm. Mendenhall.

NEXT PLACE OF MEETING.

The matter was left in the hands of the Executive Committee, who will make an announcement later in the year.

ENTERTAINMENT.

A theatre party tendered to the members of the association and their ladies by Bindley Hardware Company, James C. Lindsay Hardware Company and Logan-Gregg Hardware Company was given on Wednesday evening and was an enjoyable affair.

The annual banquet in the spacious dining room of the Monongahela House was a brilliant success. It was participated in by about 200 members and visitors and was graced by the presence of numerous ladies. The menu was of an attractive and appropriate design and bore the likeness of retiring President Wm. Mendenhall, who was one of the speakers. R. H. Geiger of Pittsburgh officiated as toastmaster. Among the other speakers were Geo. B. Logan, Logan-Gregg Hardware Company; Frank I. Gosser, and J. W. Wardrop. The exercises were enlivened by music and reciations.

TRIP TO STEEL AND WIRE COMPANY'S PLANT.

About 150 accepted the invitation to visit the Rankin plant of the American Steel & Wire Company. A special train was furnished for the trip, on which no one smoked anything but the cigars provided by their hosts. The party was ably conducted by W. L. Hirsch, J. D. Sankey and S. N. Lippincott, who were assisted at the works by a number of the foremen.

NEW ENGLAND HARDWARE DEALERS' ASSOCIATION.

The February meeting of the Executive Committee of the New England Hardware Dealers' Association, held at the Boston Merchants' Association's rooms, Boston, brought out strong evidence of association prosperity, and decided interest in the annual convention of the National Association which will be held in Boston in June. First Vice-President S. H. Thompson, Lowell, presided in the absence of President John B. Hunter. The resignation of John A. Manson, Burlington, Vt., as a director was accepted, and Charles L. Underhill, Underhill Hardware Company, Somerville, Mass., was elected to fill the vacancy. Applications of membership were received from the following: S. Simons, Boston; J. and G. E. Doane, Middlesboro, Mass.; John W. Goodhue, Ipswich, Mass.; Manson Hardware Company, Burlington, Vt.; Jordan Hardware Co., Willimantic, Conn.; Rand, Ball and King Co., Claremount, N. H.; J. Edgar Mellen, Brattleboro, Vt.; J. K. and B. Sears, Middleboro, Mass.; Albert W. Tuckerman, Boston and Spencer Hardware Company, Keene, N. H. Favorable reports of progress were made by Chairman Ernest L. Davis, of the Exhibit Committee, for the National Convention, and Chairman F. Alexander Chandler, of the Publication Committee, and S. H. Thompson, of the Entertainment Committee, went into a number of details as a part of his committee's work.

MINNESOTA RETAIL HARDWARE ASSOCIATION.

The meeting of the Minnesota Retail Hardware Association at St. Paul, February 26 to March 1, should prove to be a very interesting gathering of the trade. Among the papers which will be presented will be "How to Run a Country Hardware Store," by A. Marckel; "Transportation Abuses," by George S. Loftus; "The Cash System for the Retailer," by John Costello; "Practical Advertising," by O. B. James, Richland Center, Wis.; "Meeting the Price," by F. J. Retzlaff, and "Organization of Retailers," by J. J. Ryan, secretary of the Minnesota Merchants' Association. The North Dakota Paint law will also be discussed in a paper by G. W. Wolbert, Bismarck, N. D., a prominent member of the North Dakota Retail Hardware Association, It is likely that this will be the largest meeting in the history of this association, which now embraces upwards of 700 of the Hardware retalers of the State.

J. D. WARREN MFG. CO.'S NEW FACTORY.

The new factory at Quincy, Ill., of the J. D. Warren Mfg. Co., whose officers and salesrooms are located in the Masonic Temple, Chicago, Ill., was christened in its opening on St. Valentine's Day. This factory is unsurpassed by any woodworking plant in the world in modern equipment. It occupies five acres, with ten buildings under one roof, is made of pressed brick, stone foundation, sewer drainage on all sides and underneath, and has 100,000 square feet of floor space of even level on the first floor. Private railroad trackage extends into the buildings, where all fixtures are loaded, preventing exposure in shipping. This company are large manufacturers of Patent Glass-Front Drawer Hardware Sectional Shelving, and the first order received by Mr. Warren for the new plant amounted to $11,000, coming from the Hardware firm of Weaver, Palmer & Richmond, Rochester, N. Y., in whose store it will be installed. The J. D. Warren Mfg. Co. had a splendid exhibit at the recent Hardware Show in the Chicago Coliseum, which has been purchased by Julius Campbell, Traverse City, Mich.

AN ORDER RECORD.

Whenever an order, large or small, is sent in to a house do not fail to keep tab on the promptness with which that order is filled. Too many retailers regard an incident as closed as soon as the goods are received and paid for, but such should never be the custom. Instead, a book should be set apart for the filling of all order records, big and little, and its value should be enhanced instead of diminished with the passage of time.

A rush order for some repair job comes in from a testy customer. A thought will give the name of the logical house, in point of location, that should be appealed to; perhaps a glance at the order book will tell a different story, of delay and disappointment in the filling of small orders. Some houses that are usually prompt in filling large orders are quite the reverse when dealing with the little man. Some have to ship over routes where carelessness or poor connections spoil a seemingly promising point of shipment.

Many a disappointment will be saved by this self-compiled list, showing whether orders, great or small, are promptly filled as a rule, whether goods are acknowledged, what routes can be the best depended upon to deliver goods to their destinations quickly. If jobbers found out such a record was being consulted they would be more careful in their treatment of the small order and more particular, in case of delay, to hunt it up and fix the blame. This, in some instances, might even reach those invulnerable bulwarks of commerce, the shipping lines themselves, and in the case of local agents might render them a little more satisfactory. There is nothing more efficient in the correcting of annoyances than a system of accounts that fixes the blame where it belongs and renders it a matter of permanent record.

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OUR BRITISH LETTER.

LONDON, Feb. 15, 1907.

PROSPEROUS TIMES AHEAD.

Much has been written in reference to the prospect of trading in 1907, and ironmongers are getting familiar with the stories of the wonderfully prosperous year which manufacturers had in 1906, and some of them who are a little sceptical are tired of being told that 1907 will be as prosperous for the retailer as 1906 was for the manufacturer. Nevertheless there is a considerable amount of truth in the statements which have been made in reference to the bright days in store for the retail ironmonger during the present year. There is no doubt that British makers of Hardware have been exceptionally busy during the past few months, and the majority of works and factories have been running not only at full time but at high pressure, in many instances the employes working overtime, and consequently earning more wages than the usual amount of wages. All this has been very beneficial to the general trade of the country. In manufacturing districts, producers of raw material are striving with difficulty to keep pace with the demand for home and foreign markets, and the retail traders in those localities are naturally feeling some considerable benefit from the additional money which is being expended. This has been going on for some months, but a general improvement in trade circulates slowly, and the ironmongers in country districts are much longer in reaping the benefit, but as the improvement which has been steady, has now permeated throughout the whole of the manufacturing districts, it is only reasonable to expect that during the coming months country ironmongers will find a ready demand for general goods, and there are already indications that the orders which were placed during the Spring months for domestic ironmongery will be heavier than usual; indeed, in many instances the stocks have been allowed to run down, the more cautious traders hoping that the increased prices which they have to pay for the heavier lines would not be sustained, and consequently were unwilling to overload themselves with stock. Now it is felt that the upward tendency of the market will be maintained for some time to come, and ironmongers are showing greater inclination to buy not only for present consumption but also for forward delivery.

THE GENERAL EFFECT OF HIGHER PRICES.

During the past few weeks, manufacturers have issued notices of advances, and now there is scarcely any manufactured product, in the consumption of which metal forms a part, which has not been advanced some ten per cent. to fifteen per cent. Indeed in the goods where copper and brass is an important item in their manufacture, the advance has been still more. Although there have been some fluctuations in the metal market during the last few weeks, there are no indications of any permanent fall in the prices of copper, tin, or iron; and wherever these articles are used, manufacturers have found it impossible to carry on without advancing prices. It is a sign of the times to note that consumers do not appear to raise any serious objection to the advanced prices they have to pay, nor does it appear to be more difficult to effect sales in consequence. Possibly this is due to the fact that the boom in the metal trade has been widely published both in trade journals, and in the public press, so that almost every householder knows that metals have gone up both in this country and in foreign markets. Such indications of a settled state of things may be worth recording, inasmuch as they may give the manufacturers in the United States confidence in their export business, for although much is said and written in reference to the growth and extension of inter-empire trade, there is no doubt that the vast developments in the colonial possessions of this country are opening up a wide field for enterprise, which will increase rather than diminish the opportunities for foreign traders; for although Britishers are very loyal, and anxious to supply the needs of their own people and use as far as possible British-made goods, they are broad-minded, and by no means conservative when they are supplied with goods which meet their requirements. Free trade is still a quality admired by Britishers, and the merchants of Great Britain approach the world's markets with no narrow-minded policy, being always open to consider the products of other countries.

LOST GROUND BEING REGAINED.

In the previous letters I have referred to the workings of Retail Ironmongers' Associations in this country. During the past few weeks, no great movement of importance has taken place, but several of the leading Associations have met together and held gratifying meetings showing an unanimity of purpose and indicating that the ironmongers of this country are ready to pull together in their efforts to conserve trade and prevent drygoods stores, grocers and others from snatching away from them the plums of the trade. There has been a tendency to ignore the fact that some of the best selling lines have already departed from the Hardware dealer, but most of the leading ironmongers are not convinced that the loss of business to the trade as a whole has been very real, and further, the result of their deliberations appear to be that they are satisfied that much of the retail ironmongery trade which has already slipped away might have been retained had the members of the craft been more united, and now that Associations exist, they are not only anxious to prevent any further poaching upon their preserves, but are using every effort to regain some of the business which they have lost in the past. Perhaps one of the most striking examples of this forward movement is the interest shown by ironmongers in the cycle business, a branch of trade which until a few years ago was almost entirely carried on by agents, many of whom were quite irresponsible and men of straw. Now, however, ironmongers are keenly searching for good agencies, and are not content with vending accessories and sundry supplies but are anxious to secure some portion of the business in cycles and even motor-cycles —some of the more advanced ironmongers going in for "motor alities" and the supply of motor spirit; fitting up their workshops with improved plant, so as to enable them to carry on repairs to motors and bicycles. Another important branch of the trade which in the past has been allowed to drift away has been the supply to farmers of implements and machines, thereby creating a new trader, the implement agent. Many of the leading implement manufacturers, including some of the American firms, are now making efforts to appoint responsible ironmongers as district agents, and not a few of the leading Hardwaremen are stocking quite a large selection of implements and machines. This is a department in which ironmongers are well able to trade, for their knowledge of the farmers of their district, and of the special conditions under which the agriculturist works, is oftentimes far in advance of that of the ordinary implement agent or of the implement representative, who during his occasional visits to the neighborhood has not sufficient opportunity of becoming acquainted with local peculiarities. There is no doubt that it would be to the interest of American manufacturers to carefully scrutinize the class of agents the British representatives appoint, for the ironmonger with his extensive stock is often a man who has been brought up in the neighborhood, and has friends and relatives farming the land, possesses great influence and is able to control and develop an agency business far better than any other class of trader. Such a man holding an exclusive agency is a valuable coadjutor, and may be regarded as an almost indispensable feature in the proper introduction of a new implement to which the farmers of a district may be strangers. The season will shortly be here when preparations will be made for the leading agricultural shows for the 1907 season. The Royal Agricultural Society of England, who held so successful a show at Derby last year will hold its annual exhibition at Lincoln in the first week in July next, and the Bath and West and Southern Counties' Society, the second leading agricultural institution, will visit the borders of south Wales this year, holding their show at Newport, thus tapping a very large area of the Western agricultural district of England, and also conveniently situated to the Welsh counties. At both these shows, American manufacturers will have important stands, and doubtless during the harvest season many American mowing-machines and reapers will be at work in the hay and corn fields of Great Britain, their bright colors and beautifully-polished steel appointments making them conspicuous features in the summer landscape.

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KENTUCKY RETAIL HARDWARE AND STOVE ASSOCIATION

The seventh annual convention of the Kentucky Retail Hardware and Stove Association was held on February 5, 6 and 7, in the parlors of the Galt House, Louisville, Ky.

After the opening exercises, J. C. Frederick, Owensboro, on behalf of John W. Rend, Hodgenville, presented the association with a beautiful gavel, made from wood grown on the farm where Abraham Lincoln was born. Later on the gavel was presented to the retiring president of the association, U. S. Shacklett, Fulton, as a token of appreciation of his able administration.

MR. COREY'S ADDRESS.

M. L. Corey, Argos, Ind., secretary of the National Retail Hardware Association, was present, and addressed the Association on

PENNY POSTAGE VS. PARCELS POST.

Mr. Corey's address was in part as follows:

I believe you will admit that whatever service the Government renders its people should be charged back to them on an equal basis as in proportion to its cost and benefits. One hundred and one million pounds or 13 per cent. of the total weight of mail carried consists of letters and postal cards and pays 78 per cent. of the entire postal revenue of $106,860,000. Four hundred and ninety-one million pounds or 66 per cent. of the balance pays only four per cent., or $5,697,000. One thousand business letters will weigh about 12 pounds, and it takes $20 in stamps to send them. Twelve pounds of cheap mail order papers pay just 12 cents for the same service. The 12 pounds of letters pay the Government $18 profit. The 12 pounds of newspapers lose the Government 75 cents. Here is discrimination for you with a capital D. No wonder the second-class matter has increased from 40,000,000 pounds in 1875 to over 663,000,000 pounds in 1905. A large part of this increase has been in the cheap mail order class of publications, all of them persistent advocates of catalogue house buying and now demanding a cheap parcels post. These

TWO THREATENING EVILS ARE MOST CLOSELY CONNECTED.

Given cheap delivery for their advertising columns, they now need cheap delivery of the goods, so that their mail order patrons can have greater advantage over the established local retail merchants.

It costs less than ¼ cent each to carry our letters and postals. We are a nation of letter writers. Every person would benefit by penny postage. It seems no further argument is necessary to prove we are entitled to it and should receive it.

Parcels Post advocates don't want it, and there is already a deficit in the postal department. The Parcels Post advocates say: "Give us low rates for carrying merchandise and this business will be so increased that the shortage will disappear." They have gone to the farmer and apparently succeeded in capturing the National Grange influence. This organization, at their last convention, voted $10,000 toward securing a Parcels Post, and to-day they have three of their leaders in Washington as a lobby and they are passing resolutions in almost every convention indorsing the measure.

We find very few who understand anything whatever about it, yet to our lawmakers at Washington it appears there is a howling demand for the bill. It is a hard question for the business man to combat, for these farms papers are doing all in their power to show we oppose the measure for selfish reasons. They continually claim that all the opposition really comes from the express companies, notwithstanding the fact that to our knowledge these companies have never made a move in opposition.

The large daily papers—many of them are against us. To combat this we have the daily press of thousands of smaller cities and towns, and the country weeklies, who are our friends, whose interests are linked closely with ours. The trouble with them is that they are not awake to the gravity of the situation. They do not fully understand the measure nor what effect it would have upon the business of the country at large.

Postmaster-General Cortelyou advocates the consolidation of third and fourth class matter, which he says really means a limited Parcels Post, the effect being to reduce the present rate for carrying merchandise to eight cents a pound, or just one-half the present rate. He says there is no doubt that there is a strong sentiment favoring the measure, although vigorous opposition comes from village merchants, who fear that the mail order houses would get advantage.

PRESIDENT SHACKLETT'S ADDRESS.

President Shacklett followed with his annual address, in which the members were congratulated upon the steady growth of the Association, at the same time making some suggestions as to its future development. We quote from his remarks as follows:

Another busy year has passed since our meeting at the Galt House in March, 1906. History will record 1906 as being one of the busiest years of this great industrial Commonwealth. Prosperity, according to Secretary Shaw's view, has gone beyond the comprehension of the American business man, which is making us an extravagant people to the extent that factories are being built continually all over this country to make every conceivable article of merchandise, and Hardware specialties as well, and the Hardwareman must be up and doing to be able to meet the growing demands of the country, as well as to protect our own interests. This year of 1907 the commercial man must drive his business instead of letting it drive him. The very question that has been uppermost in our association work, the great octopus, the catalogue house, has been driving us with a high hand, until now we are awake we must take the reins in our own hands.

I am glad to note the willingness to aid us that some manufacturers and jobbers show. It will be by their help and their help alone that we win. I do not blame some manufacturers as well as some jobbers for being slow in committing themselves to this work. It is a cautious proposition, as we see from the suit pending between the South Dakota Merchants' Association and Montgomery, Ward & Co., which was begun in order to hinder association progress. On this account I believe in caution at all times.

I have only a few words in regard to

THE PROPOSED PUBLICATION OF A GENERAL CATALOGUE

by the National Association. I believe that it would be an experiment, in the first place, and in the second place I do not believe it would be practicable for all parts of the country to price the same, as each section of the country has to adjust its business largely according to its surroundings, and the catalogue houses do not affect all parts of the country alike. I believe it would be best for each individual to have his own catalogue priced, yet that would be almost impossible.

If it is not out of place at this time, I would like to urge upon the Association the necessity of our taking some action during the next session of our Legislature in regard to our collections laws and the extremely high license on firearms. If this be not class legislation it would be impossible to get up a bill on that order. One of the objects of this Association is to help each other in such way that we shall be better able

TO GET HONEST BUSINESS AND GAIN HONEST PROFITS.

Such a course as this will infringe upon the rights of no one and I think we should be wideawake to allow no such infringements on our



U. S. SHACKLETT, EX-PRESIDENT.

own rights if we can by a clear, statesmanlike way lead our lawmakers to see matters as we do.

THE WORK OF THIS BODY IS NO CHILD'S PLAY.

We have already accomplished much, and we must by sheer force of will accomplish much more. New occasions teach new duties, and we must be watchful to meet the demands of an enterprising people. I would urge upon you, "drive your business," and when discouragements come, those of you who are sufficiently optimistic will "screw your courage to the sticking point" and will not fail. I was glad to note the interest taken by our body at our last meeting and I hope you have kept up that enthusiasm and are still in the harness. It is that co-operation of interests that makes a good president, and not the man himself. One man can do little, but when he receives the cordial support of others it inspires him to push forward the work and try to do more.

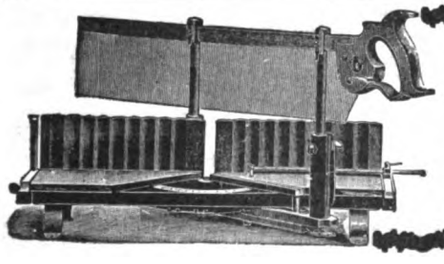
This was followed by the annual report of the indefatigable young secretary, John R. Sower, of Frankfort, whose progressiveness is the notable feature of his work. He said in part:

REPORT OF SECRETARY SOWER.

In presenting my annual report this year, I come with more courage than at any previous convention. Things have gone pleasantly this year, there have been few complaints, and I take it you have all prospered. We have added new members and some of the old ones have come back, which shows that we are going steadily forward. Kentuckians are slow, but once they decide a thing is right they never let go until they have reached success, and that our Association is a success there is not the slightest doubt.

Those whom we have called on for assistance have come forward, seemingly glad to be identified with us.

The jobbers and manufacturers have shown themselves our friends, many of whom have been untiring in their efforts to make this con-



GOODELL MITRE BOX

Made entirely of steel. No more breaking. Its quality, durability and improvements make it the most desirable box on the market.

Send for circular and prices. GOODELL MFG. CO., Greenfield, Mass.

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vention interesting and profitable to us, and I hope every one of you will be true to those who have helped us.

I had the pleasure of attending the National Convention with Mr. Ogden last year, and learned many things which have helped me in this year's work as your secretary. I have had the advice of our worthy president on all matters of importance, and have always found him able and ready to help me in advancing the best interests of our Association, and many times I have congratulated myself on having had men possessed of such sound judgment to advise and help me during my term of office.

I am glad to notice that our merchants are taking advantage of Fire Insurance with the Association, something which every one of us should take advantage of. We have several matters of great importance that will come up at this convention, and hope to have the co-operation of each member present.

I want to thank all of our members who have helped me in the past year's work, and I sincerely hope you may treat my successor with the same courtesy and kindness as you have always shown me.

From an address on

THE HARDWARE STORE.

which was on the programme to commence the second day's proceedings, by William R. Belknap, president of the Belknap Hardware and Mfg. Co., Louisville, Ky., we make the following extracts:

The scope of the typical Hardware store has expanded almost indefinitely of late years. It used to be confined, or was understood so to be, to a stock of the coarser products of the foundry and machine shop, the forge and the grindstone; but now it means almost anything, aside from eatables, which recommends itself to the comfort and convenience of mankind. From Sad Irons and Sash Weights the expanse has been gradual to Baby Carriages, Rocking Chairs, Hammocks and Lap Robes, as full of soft suggestions as a two-minute boiled egg. Take a look through any Hardware catalogue of a modern house and you will find there a bewildering variety of those things which make for the lightening of labor of the man in the workshop, the cook in the kitchen, the lady in the dining room and parlor. In so far as the people who dispense this line of goods, as wholesalers or retailers,

HAVE HAD HIGH IDEALS OF THEIR DUTY TO THE PUBLIC,

and endeavor to carry them out by exhibiting and encouraging the use of labor-saving appliances and economical utensils and tools, just so far have they been of benefit to their communities in their day and generation. These higher ideals are fostered by associations like your own in this State, like those in other States, in the combined associations, and in the combined national organizations. These cannot afford to go on record except as standing for what is best, and as the whole can only be elevated by its constituent members, each one has felt his whole responsibility to carry the good work forward.

IT SHOULD BE A MODEL OF ORDER AND NEATNESS,

swept, dusted and arranged for convenience and for the proper display and suggestion of the use of improved implements and utensils. The only files should be those who are engaged by the "Tanglefoot" sheet in the window; while the bright, inviting look which highly polished Edge Tools and the Gilded Bird Cages give should rival the jeweler's window across the street. There should be nothing suggestive of wornout, rusted or second-rate goods. All should be new and attractive, and in order to give those in the house the proper respect for the goods they should be so displayed or kept in clean, whole packages, accurately assorted as to kind and size, and lined up every day of the week.

We cannot have the best order and desirable results unless those whom we employ have the

RIGHT FEELING OF LOYALTY AND INTEREST THEMSELVES

in the business. This can be inspired by those of us who feel that we have had the experience and are willing, patiently and persistently, to pay off the debt which our advantages have given us. We cannot expect the green boy from the crossroads or hillside to come into our stores or offices and know at once how to handle goods or to realize the difference between blued and bright Screws; between Shoe Tacks and Hungarian Nails; but we can so place him and help him that he shall know all these things better than we do in the course of a year or two. Nothing is so pleasant and grateful to an employer as the feeling that the dependence which he places is not misplaced among his own people.

This brings us up to the responsibility of the proprietor himself. He may not be far advanced in years, but to the young people he is "the old man" of the institution. If his ideals are not high, if his standards are not lofty, he can hardly expect the best from those who look to him as an example of success. There is where our main responsibility comes in.

IF WE ARE GOING TO LEAVE OUR MARK FOR THE BETTER,

we must show it in our every day life, and cultivate a general kindly feeling for our fellow men, young or old, customers or employees, from the smallest office boy up to the trusted cashier.

These things are old, trite trouths. I do not bring in new stories out of the 1907 almanac or even out of the columns of the weekly papers. I assume that these are readily within your reach, but have taken advantage of the opportunity you gave me to restate some of the old fundamental truths which I feel to be at the bottom of business and character as reflected in our business life, in the sincere hope that we will, each of us, develop and realize the highest and best powers with which the Almighty has endowed us.

An admirable and well-delivered address by George D. Wright, of Hibbard, Spencer, Bartlett & Co., was given on

BUSINESS SUCCESS AND HOW TO OBTAIN SAME.

which was listened to with rapt attention. We will give it in a future issue, when we can use more of it.

"THE LORD HELPS THOSE WHO HELP THEMSELVES."

was the subject of an address by F. J. Semple, vice-president of Simmons Hardware Company, St. Louis. We extract from Mr. Semple's remarks the following:

A very prominent clergyman once said, "I use my text only as a hook to hang my thoughts upon," and my text to-day is, "The Lord Helps Those Who Help Themselves."

Experience and observation have convinced me that this world is built on the law of compensation—that we all get just about what is coming to us. We hear a great deal about this man being lucky and that man being unlucky, and while at first sight it does seem as if the one carried a rabbit's foot and the other a hoodoo, yet if you simmer it down and look into it carefully you will find that certain things happen to a man simply because it is natural that they should happen; that he is lucky because he has ambition, determination and energy, because he is farsighted and has perseverance, and that the other is unlucky because he is lazy—"follows the lines of the least resistance"—and is

INCLINED TO SIT DOWN AND WISH FOR THINGS

rather than to go out and hustle for them. We cannot hope to get anything in the world worth having without paying the price for it.

If we want anything in this world and are willing to sit up nights and work for it—concentrate our mind on it—scheme and hustle—we are liable to get it, provided we do not ask for the moon or the world with a Barbed Wire Fence around it. It is only the Trusts in these days that get the impossible things, and even they seem to have a hard time to hold them.

If there is anything that needs to be impressed upon the retail Hardware dealer at the present time it is that they should help themselves by becoming more intelligent in the conduct of their business—by learning the value of their time—by

TRYING TO MAKE THEIR TIME PROFITABLE TO THE HIGHEST DEGREE.

Never was competition so strong as it is to-day; we have it from without and within; both at home and abroad, in the sense that catalogue houses give us a great deal of competition.

To my mind there is nothing easier than to meet catalogue house competition, but it requires personal effort, personal touch and extreme watchfulness. If I were doing a retail Hardware business and there was a party within my reach who ordered goods from a catalogue house I would try to find out what he bought, I would take from my stock something similar but better in quality, I would take it to him,

NO MATTER WHAT THE COST IN THE WAY OF TIME OR TROUBLE,

and show him mine; show him why it is better; appeal to his loyalty to patronize home industry, and I would offer it to him very cheap, doing all I could to dissatisfy him with his catalogue house purchase. This can be done very easily, because it won't cost you anything to offer your goods cheap, and if perhaps he should take you up and buy, let him have it cheerfully; take it just as you would a dose of nauseous medicine—that is to say, lick the spoon after you have taken it and look pleasant.

The old saying that "Goods well bought are half sold" is entirely obsolete;

IT TAKES SALESMANSHIP TO SELL GOODS

and salesmanship is now classed as a science or profession. I believe merchants should encourage traveling salesman to give pointers to their clerks as to how to sell goods and how to sell those that are most profitable. It is far better that your clerk should make $1 for fifteen minutes of his time, which it takes to sell a Hand Saw on the average, than it is to make 50 cents selling some other kind of a saw, which does not pay as good a profit. The selling end of a retail business is where the profit is made, and for this reason every merchant should be exceedingly careful to improve in as far as he can the selling ability of his clerks.

Two interesting papers on the subject of Paint were read. One of these under the title, "Paint and Its Importance to the Hardware Merchant," was presented by C. C. Pulver of Heath & Milligan Mfg. Company, Chicago. The other paper was entitled, "Good Paint and Results," and was read by T. A. Harmon of Hanna Paint Company, Columbus, Ohio. Both papers were of a practical and instructive character and were listened to with close attention.

The "Vacation of a Hardwareman" was the subject of a very interesting and entertaining address by J. C. Frederick, Owensboro, an ex-president of the Association. "The Evils of Improper Legislation" was the title of a paper in which an able discussion of the subject was presented by B. J. Durham, Danville. J. S. Ogden, delegate to the National Convention held in Chicago last year, made a very lucid and entertaining report of the proceedings of that body.

ELECTION OF OFFICERS.

The following officers were elected to serve for the ensuing year:

PRESIDENT—John W. Read, Hodgenville.
FIRST VICE-PRESIDENT—J. E. Grubbs, Winchester.
SECOND VICE-PRESIDENT—George Cubbage, Leitchfield.
SECRETARY—John R. Sower, Frankfort.
TREASURER—A. Stettler, Jr., Owensboro.

Delegates to the National Meeting, to be held in Boston in June: J. R. Sower and B. J. Durham; alternates, J. W. Read and J. Kirchdorfer.



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REVIEW OF THE MARKETS.

WIRE NAILS: In consequence of the mills being behind on shipments, Nails are being delayed on orders from retailers, and now that the Spring trade is getting into shape they are greatly disappointed, having ordered carloads in the hopes of getting a fair stock. The scarcity of Nails existing of that character, causes a mill to ask for premiums on regular quotations, which are paid rather than be out of so staple a commodity. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers.....$2.00
Carload lots to retailers..... 2.05

New York.—The jobbers are having a hard time keeping their stocks in any kind of shape for an early Spring demand. The delay of four or five weeks' duration in receiving stock makes any accumulation of Nails at all extremely problematical. The business is fair for immediate wants, and quotations are as follows:

To retailers, carloads on dock.....$2.19
Less than carloads on dock..... 2.33
Small lots at store..... 2.30

CUT NAILS: Cut Nails are extremely scarce, owing to the fact that manufacturers are unable to obtain steel promptly, especially for the orders that are already booked. As some of the mills are filled up with orders, a refusal to add any more until April 1 is heard, and premiums are frequently paid in the West on Cut Nails that are scarce in that part of the country. Quotations are as follows, f.o.b. Pittsburgh:

Carload lots to Jobbers.....$2.05
Less than carloads to Jobbers..... 2.10
Less than carloads to Retailers..... 2.20

Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 10 cents advance on Steel Cut Nails.

New York.—There is but a light demand locally, which is seasonable, and in accordance with immediate wants. Jobbers are suffering from delayed shipments, which prevents any full assortment being expected. Some sizes and kinds are reported as difficult to get. Jobbers' quotations for small lots at store are on the basis of $2.30.

BARB WIRE: There will undoubtedly be a heavy demand for Barb Wire when the season begins, and the mills are being urged to make prompt shipments so as to give the jobbers good quantities to commence trade. Specifications on contract orders are being liberally distributed. On new business, it is said some mills are charging premiums over regular quotations. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galvanized.
Jobbers, carload lots	$2.15	$2.45
Retailers, carload lots	2.20	2.50
Retailers, less than carload lots	2.30	2.60

SMOOTH FENCE WIRE: Notwithstanding the mills have a large volume of business booked, they are looking forward for enough to keep them busy some time continuously, as manufacturers of Fencing have been ordering quite freely, looking for a good trade in their specialties. Prices are firm, and some of the mills are reported as wanting a premium over regular quotations for early delievries. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads $1.85
Retailers, carloads 1.90

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

DOOR CHECKS: A change has been made in the price of Liquid Door Checks. This represents an advance in price of 10 per cent. on practically every well known brand and has been put into effect by concerted action of the manufacturers.

SHEET ZINC: A further advance of 10 cents per 100 pounds has been announced under date of February 15. This brings the base price up to $8.50 per 100 pounds in 600-lb. casks of the thicknesses from Nos. 9 to 22, inclusive, and of the widths from 32 to 58 in., inclusive, and of the lengths from 72 to 96 in. inclusive. There are the usual extras for other sizes and numbers and the usual cash and quantity discounts.

BINDER TWINE: Quotations by different manufacturers vary slightly on some grades of Twine, but the following prices fairly represent the market, Chicago delivery, with ¼ cent less in carload lots:

	Cents per Pound.
Sisal	9½ to 9⅝
Standard	9½ to 9⅝
Standard Manila	10¾
Manila (600 ft.)	12¼
Pure Manila	13¾ to 14

ROPE: The following prices may be said to represent the market:

	Cents per Pound.
Pure Manila, 7-16 and larger	13 to 13½
B Quality Manila	12 to 12½
Pure Sisal, 7-16 and larger	9¼
No. 2 Sisal, 7-16 and larger	8½ to 8¾
No. 1 Jute, ¼ and larger	9
No. 2 Jute, ¼ and larger	8½

Less ¼ cent to the large trade.

LINSEED OIL: The following prices are quoted on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....43 cents per gallon.
In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.
Calcutta Oil.....70 cents per gallon.

THE PITTSBURGH TRADE.

February has given us real winter weather, the thermometer hovering near zero quite frequently. This seasonable weather enabled retailers to work off most of their cold-weather goods, which had lain on their shelves during the mild weather of January.

In this locality February is the poorest month of the year in the way of sales, and while this year is no exception, sales compare favorably with last year.

Our manufacturing and mining interests continue very busy, and have business booked for months ahead, so that there must be almost a calamity to interfere with the general expectation of good business this year. We find collections a little slow in some sections, but not so generally, as most customers are paying about as usual.

The Convention of the Pennsylvania Hardware Retailers had a very successful meeting in this city this week, and closed their exercises with a banquet, at which some three hundred persons were present. LOGAN-GREGG HARDWARE CO.

THE CLEVELAND TRADE.

In the discussion regarding the substitution on orders, the inference that some manufacturers make, that it is for the purpose of selling some other make of goods than the ones ordered, is not a just conclusion. When the goods ordered cannot be furnished, the motive for substitution is to accommodate a customer, and in ninety per cent. of the cases that is the result. It would be much easier for the jobber to cancel such items and as a business proposition pay him better, for he understands that the purchaser is under no obligation to keep substituted goods, and the jobber must pay transportation both ways if they are returned and bear the loss of wear and tear of transportation. In proportion as a jobber is interested in the success of his customer he will assume such risk. Only the most experienced help are permitted to substitute, and as no part of work is so liable to criticism it is not done without careful consideration. It would be a relief to the jobber to ship the goods he has in stock and cancel the balance of the order, as it would prevent delays for which he is censured and an important item of care and expense. When a substitution does accommodate, it attracts little attention; when it fails, disappointment in not getting the goods wanted is turned into blame. "You seem to think we

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — **NICHOLSON FILE CO., - Providence, R. I.**

don't know what we want," is the reply, but the ninety per cent. who make no reply keep the temper from souring, and substitution continues. It would be better for us all if we always got what we ordered, but to patiently endure our disappointments and not impute evil intentions to good purposes would immensely add to life's pleasures. But to transfer an effort to serve into an attempt to wrong is assuming the majority of men to be rascals. The remedy that some manufacturers propose, to have the retailers deal directly with manufacturers, seems like a joke to those of us who are compelled to wait from three to twelve months for goods ordered. We have unfilled orders pending for staple goods made a year ago, but it might modify the tendency to blame the jobber. We are always glad to find on an order, "Do not substitute," as it relieves us from a perplexing duty.

A manufacturer, who had recently advanced his price in acknowledging an order, said that he had discovered that his advance did not cover the increased cost, and he was compelled to make another advance. This is an illustration of the conservatism that has prevailed. The desire to prevent high prices has been almost universal and in many cases has proved detrimental to personal interest. January trade has proved excellent; the best for that month in many years, and February promises to be quite as good. If the distributers of goods will be careful in purchasing and active in collecting, it will be an antidote against panic, and if depression comes it will make it only a resting place. Speculation has not created our prosperity, but prosperity is liable to induce speculation, with a change in the mode of living. Prosperity is the time when it is easiest to change our financial condition. It was an old saying among the early Californians that a dollar saved and brought home would buy a day's work, but only the frugal profited by it. 1907 will be a good time to get ready for hard times. There is a prevalent feeling that rebates, from which some men and sections have profited at the expense of others, will no longer be a danger to business. It has never benefited general business, but has been a trick to gain unjust advantage. Investments of all kinds, including railroads, will be improved by the reform. If, as many think, we are only in the beginning of material prosperity, it is a good time to emphasize the value of the moral sentiment as an antidote to rapacity.

THE LOCKWOOD-TAYLOR HARDWARE CO.
C. B. LOCKWOOD, *President.*

THE PHILADELPHIA TRADE.

The first cog in the wheel of 1907 compared very favorably with that of a year ago—but for some reason or other, we cannot say the same thing of the volume for the present month, although we are inclined to think the falling off is purely local, occasioned by the extreme winter weather we have experienced in the past two weeks, whilst a year ago we practically had no snow at all in this vicinity, and consequently Spring goods were in early demand. We are, however, living in hopes of this coming along with a rush a little later on, and we see no reason for anyone to become alarmed, even if they do have to pay more for their Spring stocks. Prices will not be any lower for some little time to come, unless everyone with whom we talk on this subject is mistaken, and this is hardly likely, as a great majority of those to whom we refer are very closely in touch with the situation now existing.

Advances are not coming in quite as rapidly as they were a month ago, and we are very glad of this as it was a difficult matter to cope with them and get our selling force promptly posted on the many changes. We do not remember a time, in recent years, when prices on Hardware and kindred lines were so universally advanced, and summing it all up, prices to-day are not excessive, except on Copper Goods.

BIDDLE HARDWARE CO.

EMPLOYER'S LIABILITY—RISK—ASSUMPTION.

The Supreme Court of Louisiana held, in the case of Johnson vs. Christie et al., that an employer is bound to furnish his employee with a reasonably safe place and with reasonably safe appliances in and with which to do the work assigned to him; that, where, by reason of the failure of the former in these respects, or by reason of such failure combined with the negligence of another employee, the employee sustains injury, the employer is liable, and that where the defense relied on is the assumption by the employee of the risk to which he was subjected, it must appear with reasonable certainty either that he was specifically informed of such risk or that it was so obvious that it could not have escaped his attention, due regard being had for his intelligence and opportunities.

INSURANCE—AGENT—PAYMENT—WAIVER.

The Kentucky Court of Appeals held, in the recent case of Home Insurance Company of New York vs. Ballew, that where the agent of an insurer agreed with the agent of the insured to wait until the following week for the payment of an annual installment note and the house insured burned before the expiration of the week, such agreement was a waiver by the insurer, which was in consequence liable for the loss.



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NEW YORK STATE RETAIL HARDWARE ASSOCIATION

NEW YORK STATE CONVENTION.

The fifth annual convention of the New York State Retail Hardware Association at Syracuse, N. Y., opened Tuesday afternoon, February 19, with a large and representative attendance. The meetings and elaborate exhibition by manufacturers and jobbers are at the Alhambra. President Louis J. Ernst, Rochester, welcomed the members and guests, and read the annual address, which contained important and interesting recommendations on subjects pertaining to the trade and the association. Acting Mayor John W. Saddler of Syracuse, extended the freedom of the city to the members, and, at the request of President Ernst, R. R. Williams of *The Iron Age*, responded for the association. There followed addresses by R. R. Williams and W. P. Foster, president of the Rochester Commercial Travelers' Mutual Benefit Association

The following address was delivered by W. M. Pratt of the Goodell-Pratt Co. of Greenfield, Mass.

TOOL TOPICS.

There is an old saying that a man never likes to discuss a subject with which he comes in daily contact, but would much prefer to talk upon the other fellow's topic; a minister is wont to talk about politics, and a politician is quite apt to drift into the subject of religion; and when I get away from home, I often feel that I should like to leave all "Tool Topics" behind. But, really, gentlemen, this is a very interesting subject, one that can be treated in so many ways, looked at in so many different phases that, were I to attempt to cover the ground fully, your convention would hardly adjourn before the close of another week; and I shall endeavor therefore to confine my remarks to such phases as will be most likely to interest you.

THE EVOLUTION OF TOOL LIFE

from the cradle to the grave can be divided into four distinct periods; their creation, this embodying the conception and development of the mechanical idea to which they owe their existence; their construction, which period commences with the perfection and finishing of the design, and ends when they are completed, inspected, and packed ready for sale; their distribution, this period covering their history from the moment they have left the factory until they are in the hands of the man who uses the goods; their consumption, which has to deal with them after they are in the hands of the consuming public; and it will be my endeavor to allude briefly to these stages.

Those of you who study patent office reports can partially conceive of the great number of ideas that are generated in the minds of mechanical men, and as these reports only represent a very small portion, and as the greater number of ideas involving changes and improvement in old tools, as well as the creation of entirely new ones, are never patented; it is fair to presume that were all these ideas developed and the multitude of different tools and devices thereby represented put upon the market, you would not be able, gentlemen, to carry one article of a kind without doubling the size of your present stores. Every mail brings us prospectuses of new ideas as applying, or as they could be applied, toward the development of new tools, or the improvement of old ones; some of these ideas are so ingenious as to excite the admiration of any critic, however critical he might be; at the same time they are of no practical value. Some of them embodying both ingenuity and practical value cannot be made commercially, because the cost of their construction would make them prohibitive.

I do not believe that in the life of my experience we have ever had at our factory one-half dozen out of thousands of designs and models that we have looked over and passed upon, that combined all three qualities; namely, ingenuity, practicability, and commercial value. By commercial value I mean tools that can be made to sell at a price that would be commercial, and when I make the statement that ninety-five per cent. of all tools that have been designed in the last fifteen years have died almost before their infancy, I believe I am making no exaggeration. We are often approached by our customers, who in turn have been interested by their customers in some new idea, or patent, and asked to take hold of it; in the great majority of cases, THE INVENTOR'S IDEA OF ITS VALUE IS BEYOND ALL BOUNDS OF REASON; they sometimes feel that a single idea upon some small insignificant tool, the profits upon which over a long period of years would not approach even a small fortune, should net them at the beginning an amount sufficient to put them, and their children, and their children's children beyond the reach of adversity or misfortune; and having found it difficult to effect a sale, they are anxious to have the article made up for them on a royalty; and hardly a day passes that we are not asked, "What is a fair royalty upon a good tool patent?"

That is a question which can hardly be answered off-hand, the nature of the patent must first be known, the character of the tool understood, its mechanism carefully gone over and analyzed, and market conditions and possibilities given due consideration; but as a general rule no patent upon a small tool, or device, is entitled to greater royalty than five per cent. upon the manufacturer's selling price. This represents the value of money, and the returns on ideas should hardly be more; the value of a patent upon a small tool is questionable until its value is demonstrated, and to demonstrate it costs time, money, and effort; and any royalty proposition made on a higher basis will have little interest for any manufacturer who is reasonably well known.

From the designing department of a factory to the work bench of the user is a journey hard and long. Few of you, who are handling tools every day directly, or indirectly, and have been handling them in your stores for the last twenty-five years or more, realize what the bringing out of new items means; there are so many things to be taken into consideration, even after the design has been approved and tested, that often times we are obliged to lay one side an article that was born, almost with a silver spoon in its mouth, simply

BECAUSE ITS COST OF CONSTRUCTION COULD NOT BE BROUGHT DOWN

to a commercial figure. That, gentlemen, is one of the great perplexities of the tool business, particularly that class of it in which the great bulk of the product is bought by the working mechanic, the man working for a wage, whose purchasing power is limited; after, however, a design has been accepted and approved, the working model made, its various parts dissected, and processes of their manufacture decided upon, the various operations found adaptable to the equipment of our plant; and although the actual processes of making have not yet commenced, the perplexities incident to the arrival at this stage are so great that it often times seems to us that the tools are about ready to sell, and we sometimes approach you, gentlemen, with photographs of the models and solicit your orders for goods we can't possibly deliver inside of six or nine months. I mention this, gentlemen, that you may know why we occasionally do this thing, there are times when we like to swell our order files, few of us have any great temptation in that direction to-day.

The construction of a tool is most interesting, few people not actually engaged in producing them realize what the construction of a small tool, made up of many component parts, means; unless all the detail was explained the majority of dealers, who have sold tools all their lives, would fall far short in their estimate of the labor involved. The knowing of just what materials to use, which must be cast iron, which malleable, which machinery or Bessemer steel, also where crucible steel is to be used, how many points of carbon are necessary, and after this has been decided upon just what degree of temper is required. Where brass must be used in place of steel, and when brass is used, whether high or low brass is best adapted; if wood is to be used in any form for handles, or otherwise, what kind of wood is best adapted; how shall it be finished after it is formed, and a thousand and one other matters that have to be settled before the construction is complete.

Gentlemen, those of you who take particular pride in your tool departments will do well to

VISIT THE FACTORIES FROM WHICH YOU PURCHASE YOUR TOOLS,

where you can learn much about the processes by which they are made; and those of you who have managers in charge of your tool departments can't spend money better than to send those department managers to the factories from which they purchase in order that they may become posted on the salient features of every tool they sell. I say to you, gentlemen, that the mechanic entering a store to purchase a tool, providing the mechanic knows his business—and some of them do—will not be induced to increase his purchases if the clerk who waits on him makes inconsistent statements, and it is awfully easy, gentlemen, to make inconsistent statements when you are talking about tools which you don't thoroughly understand. Any inconsistent statement made by a clerk to a mechanic detracts from the prestige of the house which the clerk represents, providing of course the mechanic realizes the inconsistency—and they often times do—just the same as an inconsistent statement made by the representative of a manufacturing concern to you in your offices detracts, unwittingly perhaps, but detracts nevertheless, from the prestige of the house the traveling salesman represents.

* * * *

Now, at this point I want to bring to your attention the matter of unlimited guarantee. I think I can show you that it is all wrong, and in the long run it works an injury not only to the man who makes the goods, not only to the man who sells the goods, but indirectly to the man who uses the goods as well. If, as I have noted, the old plan were in vogue, less care exercised, less inspections practised, it would be quite within the province of a maker of tools to offer and live up to an unlimited guarantee; but unlimited guarantees, gentlemen, must always be added onto the cost of the tool, and it is neither right nor fair that those mechanics who use their tools as they should be used, care for them as they should be cared for, and expect to replace them with new ones when they have grown old and feeble, worn out with honest toil, should pay for the carelessness or ignorance of some fellow-workmen. Breakage and wear and tear after tools have been put into use are not a part of the legitimate cost of the manufacturer's product, and any unlimited guarantee will always gather in a large proportion of articles of this nature.

Unlimited guarantee instead of tending to raise the standard of quality tends to let it down for the maker, knowing that he has agreed to take back anything often times takes chances on goods coming back that should never have left his plant. Unlimited guarantee deprives the dealer of legitimate sales that would otherwise be made; unlimited guarantee induces a laxity and carelessness on the part of the user instead of stimulating the idea that the

GREATEST EFFICIENCY IN THE USE OF TOOLS

can only be obtained by a thorough knowledge of their capabilities, and a careful handling of the tools themselves

Under the modern factory practice, tools made up of many component parts, each part completed only after from two to twenty-five operations, requires individual inspection after each class of operations, as well as inspection of the finished part before the assembling process is reached. In many tools the difference between the cost of a good article, and a cheap one, is made up, not so much in the different costs of the material used, not so much in the amount of labor necessary for its production, but in the character and quality of the labor used thereon; furthermore, gentlemen, the better tools you are endeavoring to produce, the more expensive inspection departments you must maintain, the larger amount of rejected product—I mean by this product that is thrown out because it is not up to standard at inspection—you must expect, it cannot be otherwise.

In the assembling of tools where close fits are required, and close fits, gentlemen, make good tools; great care must be exercised, and in the assembling alone you can often times spend in making a tool what it should be ten times as much, gentlemen; ten times as much, as you would be obliged to spend and still get it together after a fashion. The greater efficiency a factory maintains, the higher the standard of its product, the closer must they draw the lines against the replacement of any article not showing actual defect or flaw.

Gentlemen,

UNLIMITED GUARANTEE IS BOTH A DELUSION AND A SNARE,

it does much harm, and little good; it is simply the offering of a premium for ignorance and carelessness, and you who are aiming at those high standards of efficiency and excellence should protest against the continuance of this practice. I do not mean the abolition of all guarantees, but I do mean the abolition of unlimited guarantee, and the abolition of any guarantee that implies a willingness to replace any article except in case of actual flaw or defect. There are many dealers who appreciate this matter, and are willing and anxious to serve with equal fairness both the user and the maker, realizing that this is the best policy for all concerned; but there are those among the trade who feel that the prestige of a manufacturer will be injured if he declines to replace every article that the user returns to him; I can only reiterate what I have previously expressed, that the higher the standards of efficiency maintained in producing tools of any character, the closer must the lines be drawn against the replacement of any tool because of careless breakage or ordinary wear and tear.

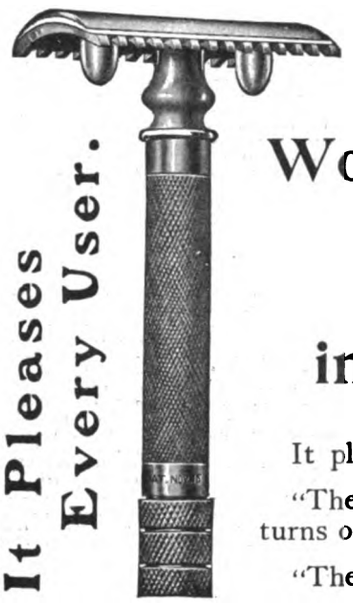
When it comes to the third period of tool history and we take up the subject of distribution, it seems almost unnecessary for me to refer to it, it would be like carrying coals to Newcastle for me to attempt to tell you, gentlemen, how tools should be distributed. I cannot refrain, however, from making some slight reference to matters

(Continued on page 43.)

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Gillette Safety Razor

NO STROPPING NO HONING



It Pleases Every User.

The Most Wonderful Selling Razor in the World



It pleases every customer, who in turn brings a new customer.

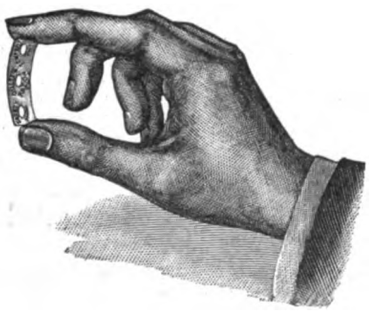
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

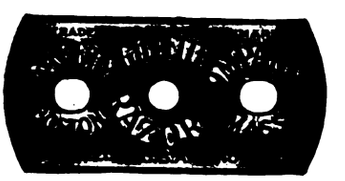
12 BLADES, 24 SHARP EDGES,

Every blade will give from 20 to 40 close, smooth, comfortable shaves.

Triple silver-plated set with 12 blades $5.00.
Quadruple gold-plated set with 12 blades $10.00.
Quadruple gold-plated set with 12 blades and monogram $12.00.
Standard combination set with shaving brush and soap in triple silver-plated holders $7.50.
Other combination sets in silver and gold, up to $50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.



Sold by Leading Drug, Cutlery and Hardware Dealers.

We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.



GILLETTE SALES COMPANY,

Times Building, - - New York City

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NEW YORK CONVENTION,

Continued.

of general policy, which I believe to be good practice and in vogue to quite a considerable extent among manufacturers of tools to-day; that is, in the building up of an individuality for an article, class of articles, or line complete with the consuming public who use the goods; when the goal of such an ambition is reached, gentlemen, you find it much easier to sell the goods than was the case in the earlier stages of their career; and I sometimes think that even though a popular article may be sold a little lower than it really ought to be, that the average of your profits upon the article, because of its popularity and in proportion to the time and money involved, will compare favorably with what on the face might appear to be a larger profit upon some article not so well known and in smaller demand.

The ways of bringing about such a *status quo* are many, the one tool of all tools that requires the most careful handling,

WILL PROVE THE MOST PROFITABLE INVESTMENT WHEN WISELY DIRECTED

and the greatest source of expense when unwisely directed, is the tool of advertising. By advertising we can exploit our products with the consuming public, and thereby increase our sales if not our profits; but it is so easy, gentlemen, to eat up in advertising all the profit, and more, than we can make, unless our advertising departments are wisely directed. We want your assistance in the carrying on of this campaign, it is absolutely necessary that we should have it; otherwise, gentlemen, providing we are making our distribution of commercial literature through you, we shall be sending you quantities of stuff that you have no use for and can't distribute, and fail entirely to send you what you could use and would use if you had it; and if the carrying on of such a campaign is of any value to you, as merchants, and I believe it is, we should both work together with a view of making it as effective as possibe. We are both the servants of the consuming public, let us never lose sight of the fact that he is the man who makes or breaks us, he started us in the beginning, and unless we treat him well, he will finish us in the end, without him we both go down and out.

The great problem of distribution cannot be solved except in a general way by our organizations, it is purely an individual function treating the various conditions that surround each one of our individual selves; organizations like governments have their province, but the building up of our individual affairs must of necessity be largely a matter of individual effort; because of our organizations, however, we may be able to bring to a successful conclusion and realization plans and ambitions which would otherwise not have been fraught with success. Why? Because by reason of our organization it has been possible to bring up for discussion complex problems, and through their discussion, we as individuals, glean a knowledge that it would not be possible to acquire in any other way; and we are then

IN A POSITION TO MAKE INDIVIDUAL DECISIONS INTELLIGENTLY.

One of the greatest peers of England once remarked that the most a government could do was to make virtue easy and vice difficult; the most our organizations can do for us is to make success easier and failure more difficult.

The fourth and last stage of the tool's career is its consumption; its use by the consuming public. We can drink to the toast, "May it never grow less." Having created the demand, it is up to us to carefully conserve it, aiming to make the best possible articles and to sell them at reasonable prices;

ZEALOUSLY GUARDING OUR QUALITY,

looking always toward improvement, never satisfied until our tools and methods are known throughout the confines of the whole civilized world as standards of excellence.

Standards of excellence, how much these words mean, not only to you, and to me, not only to the members of the National Retail Hardware Association, the National Hardware Association, the American Hardware Manufacturers' Association, not only to every single State Retail Association, but to every human being in this country, and in every other country, civilized or savage as well. Standards of excellence, and that we may become such is certainly a most noble aim, and if such an ambition should ever be realized, we shall not only have made our mark in this world, but have made some provision for the next as well.

We are all honestly and earnestly endeavoring to build ourselves up, it doesn't make any difference how large we are, we want to become larger, it doesn't make any difference how prosperous we may be, we desire to become more prosperous, and our affiliation with the various bodies of retailers, jobbers, and manufacturers will tend not only to conserve the general, but to aid each individual interest as well. It should therefore be our aim, it should be the aim of each and every one of us, to become standards of excellence; you, gentlemen of the Hardware trade, for the communities which you serve, our jobbing friends for the territory they cover, and the manufacturer, that is the manufacturer of mechanics' tools for the whole civilized world. It matters not what we have done, or what we are doing at the present time, if it is possible for us to effect *any* improvement, then we should strive towards such an end.

CONTRACTS.

NO. 10. CAPACITY OF MARRIED WOMEN TO MAKE CONTRACTS.

Under the common law, that is, the law inherited from our English ancestors and unaffected by our American statutes, a married woman's contract was absolutely void. In England this was the legal status of a married woman, generally speaking, up to January 1, 1883. Our American States were quicker to recognize the injustice of the common law, and in the case of nearly every one of them, statutes, sweeping in character, have been passed from time to time modifying the common law prohibition, so that at the present time in some of our States a married woman can make contracts as freely as if she were single; in others she can make contracts within certain limitations.

As a married woman's contract rights are determined by the law of the place where the contract is made, and as there are as many "places" or jurisdictions as there are States and territories in the Union, each with statutes peculiar to itself, it will be impossible in a short article to give an adequate view of the contract rights of married women in the United States. It may be of interest and profit for us to briefly outline the contract status of married women in the several States, as follows:

Alabama: Full legal capacity to contract in writing as if she were single; she cannot convey or mortgage her lands or any interest therein without the assent and concurrence of the husband; can carry on business alone as a trader and is liable for the debts of the business; cannot become surety for her husband.

Arizona: May convey her separate estate as a single woman; may become a trader and be liable for debts of the business.

Arkansas: Not liable for debts contracted by her unless the contract was made with special reference to her separate estate; may carry on business and be liable for its debts; must schedule her property or the burden of proof is on her in a contest with her husband's creditors.

California: May engage in business for herself provided she obtains from the Superior Court a permit; may convey her property without the consent of her husband; is liable on her contracts.

Colorado: May engage in business in her own name and be liable for its debts; may buy, sell, and convey personal and real property the same as if single; has every contract right that her husband has.

Connecticut: Women married since April 20, 1877, control their own property, convey it, make contracts, sue and be sued as if unmarried; women married prior to that date are of a very different legal status and cannot make contracts except under certain conditions; but the husband and wife married prior to that date may, by contract in writing with each other, come under the operation of the law of 1877.

Delaware: May carry on business and be liable for its debts; may make all kinds of contracts necessary to be made with respect to her own property as if she were single.

District of Columbia: May carry on business and be liable for its debts; may not become surety or sign accommodation paper; may convey her real or personal property; may make contracts in matters having relation to her separate estate.

Florida: May carry on business alone if permission be obtained from the Circuit Court; may bind her own estate by contract as if she were single.

Georgia: May carry on business alone and be liable for its debts; cannot bind herself by contract or suretyship; may make contracts with reference to her separate estate.

Idaho: May carry on business in her own name and be liable for its debts; all property acquired by her after marriage, excepting by gift, bequest, devise, or descent, she holds in common with her husband; wife must record inventory of separate property.

Illinois: May go into business and become liable for debts, but cannot go into partnership without her husband's consent; has the same power over her property as her husband has over his; may make contracts and control her own earnings; may hold and dispose of real and personal property in the same manner that her husband can in the case of property belonging to him.

Indiana: May become a sole trader and liable for her business debts, but cannot become surety for any one; cannot mortgage nor convey real estate without her husband joining in the conveyance; may deal with her separate property as if single; may make any contract with reference to her separate estate.

Indian Territory: May become a trader and liable for business debts; to bind her separate estate the contract must be made with reference to making it liable; must schedule her separate property.

Iowa: To become a sole trader and be liable for business debts she must file a married woman's certificate; may deal with her own property in the same way that a husband may deal with his; may make contracts the same as if unmarried.

Kansas: May become a sole trader and liable for business debts; all property acquired by her during the marriage, excepting such as she obtains by donations or inheritance, becomes joint property of both husband and wife; property owned by each separately before marriage remains separate property; by contract made before marriage the provision regarding community property may be set aside; the separate property of the wife is not responsible for community debts; the husband may sell or mortgage community real estate without the consent or assistance of the wife, and can dispose of removable property in any way he desires; a married woman can sell her separate property by the consent of her husband and, in default of his consent, by that of the court; she cannot bind herself for her husband and cannot mortgage her property except by special consent of the Court; a married woman, except she be a public merchant, cannot make any contract or bind herself in any way without the consent or assistance of her husband or of the court.

(To be continued.)

FIT FOR AN ASYLUM.

Lawyer—Has there been any insanity in your family?

Witness—Well—er—I have a daughter who jilted a plumber and ran off with a poet.—*Judge.*

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SOUTH DATOTA RETAIL HARDWARE ASSOCIATION

The second annual convention of the South Dakota Retail Hardware Dealers' Association was called to order at Mitchell at 4 o'clock Tuesday afternoon, February 12, by E. D. Hawkins, of Vermilion, president of the association. Mayor Branson, of Mitchell, upon being introduced, delivered the address of welcome.

He extended to the visitors the heartiest welcome possible and wanted the delegates to understand that Mitchell appreciated their coming, as the city wished to be in touch with all classes of business in the State. He related an experience he had in the Hardware business in California a good many years ago, and stated that he still had a very friendly feeling for those engaged in the trade today. E. I. Gregory, of Alexandria, responded to the address in behalf of the association, stating among the things that the Hardwaremen were pleased to again assemble in Mitchell where their first annual convention was held a year ago.

The annual address of E. D. Hawkins, of Vermilion, president of the association, was listened to with the closest attention. He touched upon many questions of deep interest to the members. Among other things he called attention to the fact that manufacturers should not be criticised or have any ill-feeling shown toward them should they deem it inadvisable to advertise in the programs, or to take exhibition space in the convention hall, and he expressed the opinion that a resolution to this effect should be adopted.

President Hawkins expressed regret that the association is not yet strong enough to organize an insurance company, stating that as soon as it grows large enough such a company should be established for the benefit of the Hardware dealers. He stated he was not in sympathy with the feeling that the railroads ought to be made the butt of every would-be statesman who felt it his duty to antagonize the railroads, but he thought there were some reforms which were necessary for the merchants, one of the most vital being, in his opinion, the prompt delivery of goods. There should be a law, he stated, giving them a certain length of time to make a given distance, and a penalty imposed for each day over the stipulated time.

Reforms of this kind, he pointed out, must come through the aid of the representatives in Congress, and every member of the association was urged to consider himself a committee of one to write to his representative concerning this proposed reform. President Hawkins suggested that some relief should be given the dealers who are furnishing building material in this State. As the law now stands it is possible for a man to build a house without putting a cent into it, and there is no reason why, in his opinion, the law of the State should invite men to violate universally recognized principles of justice.

Following the conclusion of the president's annual address, an interesting half hour was spent in brief addresses for the good of the association, in which a dozen or more merchants or traveling men had something of interest to offer. It proved to be a very profitable half hour

The discussions centered principally on the theme that the Hardware merchants ought to get out in greater numbers to the annual conventions, where they have the opportunities to visit the other Hardware merchants from all localities in the State, and that by an exchange of ideas and experiences the opportunity was excellent for securing information which could be profitably applied to their own locality when they returned home.

The sentiment was expressed that no merchant could remain within the narrow confines of his own store and keep in touch with the progress that was being made in his lines of business. Among those who made short addressses were W. A. Campbell, who spoke on the reciprocal demurrage question, and R. A Grimm, who spoke on the organization of Hardwaremen as a bond of fellowship to aid them in their future business.

A telegram of sincere greetings was read from Frank A. Bare, secretary of the Ohio Hardware Association, residing at Mansfield, to the South Dakota association.

EVENING SESSION—TUESDAY, FEBRUARY 12.

When the Hardwaremen gathered in the city hall for the evening session it was noticeable that the attendance was much larger than at the opening session, late trains having brought in many delegates from various parts of the State.

One of the features of the evening session was an address by Fred J. Vetsch, representing the South Dakota Traveling Men's Association, which was as follows:

THE RELATION BETWEEN THE WHOLESALER AND THE RETAILER.

"At your initial convention held in this city a year ago I had the honor to represent the South Dakota Traveling Men's Association. You were in infancy; we were but a year your senior, but since that time both of us have done a fine line of growing, which in itself is a sign of good health. A year ago we had 492 members. To-day I bring greeting from 1,048 members. When I appeared before you a year ago, I called your attention to one of the objects of our Association, namely, as regards his commercial value and his position in society.

"To this we have added our share. The closing years of the last century and the first few years of the present we have emphatically emphasized the wonderful changes in the calibre, mentally, morally and physically, of the travelers who today cover the world in the interest of American manufacturers and wholesalers. The evolution has been along lines most desired. The change has been very elevating. And I say to you, gentlemen, it has played one of the chief parts in the cast of the American prosperity play. It requires only that one should know the kind of men who to-day are advancing the commercial prosperity of America to realize the old-time days are past, never to return.

"The traveling man to-day is that medium which has brought the wholesaler closer to the retailer and the retailer closer to the wholesaler. Please note, I mention two relations as existing here. A word about the relation on the part of the wholesaler to the retailer. The wholesaler has had brought to his attention, by such organizations as yours, the evils attending the retail trade, but it has devolved upon the traveling man to back up your statements. It has become incumbent upon him to explain in detail to his house and to lay before them the evils that are robbing the retailer of his legitimate existence. In a degree, we do this from a point of self-preservation, because what hurts the retailer, hurts us; what helps him means added sales and profits to our houses and ourselves. And to you, members of the South Dakota Hardware Dealers' Association, I voice the statement of 1,048 travelers who pleaded your case before their employers, and I feel confident I could find in this room verification of my statement.

"Now, in the relation of the retailer to the wholesaler, I again voice the statement of 1,048 travelers who have placed the case of our firms before you for consideration; have explained to you the ins and outs of distributing merchandise in wholesale, and I am glad to pay you the compliment that you have proven yourselves equal to giving fair consideration in the same degree it has been extended to you, so that to-day mutual consideration for each other's welfare is the tie, next to the traveling man that binds the wholesaler and retailer. Let me give a vivid illustration of this condition, namely, what is known in business as "Policy Claims." These used to be allowed almost on demand, but you, the retailer, have ceased to demand any claims that are unjust, but you have turned to the proper channels to get relief. I refer to such claims as damage in transportation, breakage and delay in shipments.

"A word more about the traveling man. He must needs be intelligent, courteous, honest and wide-awake. These qualifications are part of his stock in trade; a premium is paid him for this stock by both the wholesaler and retailer. It is he who has put the order-taker out of business by going out with his stock in trade and creating a new business. I say create business, because the salesman who cannot create a demand and increase the business of his house soon expunges himself from that vast army of commercial men who, and I say it with reliable authority at my command, have advanced the commercial supremacy of America more in one decade than it ever gained in any previous five decades.

"A word about organization and association work. This work emphasizes the wonderful work being done in the interest of winning back trade from outside competition, of keeping the hold on the home trade and establishing the most cordial and friendly relations between men in the same line of business. Organization and association have broken down the barriers that formerly kept me in the same line of business from meeting in friendly discourse and considering matters of mutual concern, or in protecting their own interests when assailed from without. It has annihilated prejudice and thrown wide open the gates of friendly and fraternal intercourse. Men in the convention of this State association or in county gatherings have rubbed shoulders and clasped hands with men in the same line of business and been the better for the contact. The retailer who does not attend the convention of his association, be it county, city or State, has neglected an opportunity to make a better merchant of himself.

"Allow me to say that I consider the day at hand when it requires organizations instead of individuals to place their stamp of consent or disapproval upon questions of concern to make an impression: it will only be a question of time until questions of moment will come before you. I might name such matters as the parcels post, election of senators by direct vote, government ownership of railways; these are all within the range of possibilities within your life-time. That organization work is effective can be proven by numberless testimonials. I cite you the

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recent case in the federal court of our State of M. W. & Company against the Retail Merchants' Association.

"Calling forth such cases and actions ought to show what is being and can be done by an association. A word to the jobbers and wholesalers why they owe it to the retailer to assist him in eliminating the evils attendant upon the retailing of merchandise. The argument advanced that a jobber can sell to whoever he sees fit and who can pay the money for the goods he has to sell, is without merit; it does not hold good under any condition. The effort being made to secure the assistance of the jobber by not selling to the mail order house is not only legitimate, but has for its backing the fact that the jobber owes his original creation and continued existence to the business given him by the retailer.

"Further, the soundest argument to my mind in favor of this contention is the fact that the retailer is a perpetual condition and the jobber must look to him for the continued life of his institution. A word to the retailer. Inasmuch as the jobber has manifested his desire to help you, you must in turn apply and inject into your business such methods as will show him your sincerity in the matter. In regard to advancing of prices, allow me your indulgence a few moments longer.

"I have a right to assure you that the advances in the last few years are by no means at the hands of arrogant and manipulating jobbers. It is mostly done by the manufacturer. But be that as it may, the advance is for you to take care of. Advancing a selling price the amount it has advanced in the buying price decreases the amount of your profit and is not commensurate with good business. Let me illustrate: Good and safe business dictates a corresponding percentage of increase of the selling price as the advance of the buying price.

"A year ago, when I appeared before you, you endorsed my advice as to how a merchant can increase his business and keep money from going to the mail order house. Such was the advice all along the line to the retailer. This has been followed out to a very large degree, and to-day in this grand State of South Dakota the business of the retailer is gradually in the ascendant and not on the decline, and much credit must be given to the progressiveness and aggressiveness of the retailer and traveling men of South Dakota."

At the conclusion of Mr. Vetsch's address it was announced by President Hawkins that the remainder of the evening session would be devoted to a question box, wherein questions of any character relating to the Hardware business would be propounded and answered. He called S. R. Miles, of Mason City, Iowa, who is one of the vice-presidents of the National Hardware Association, to the floor and placed him in charge of the question box. Mr. Miles proved himself thoroughly posted on all lines of the Hardware trade and on the conditions which the Hardwareman has to meet.

But three questions were taken up, and the discussion of these consumed the time until nearly ten o'clock. These were on methods of advertising, protection in a mechanics' lien law and setting a minimum price on goods. The topics brought forth a wide range of discussion, particularly on the methods of advertising. A number of the delegates expressed their views along this line and gave their experience in the way of success or failure.

The range of advertising covered the newspapers principally, with the addition of circular letters and displays in show windows. One Hardwareman gave his experience in advertising in newspapers as the best, and stated that he sold a dozen of a certain article at a higher price than his competitor sold for, merely from the fact that he let the people know he had the article and was selling it for a certain price. Another dealer maintained that the show window had the strongest attraction for him, and cited an instance of the display of sad-irons in his window just before Christmas, adding that he sold more sad-irons in the two weeks than he did in the previous six months.

The direct personal letter to customers found favor in many instances, and that it proved a successful trade-getter was the consensus of opinion of those who have tried it. One of the foundations for successful advertising, as set forth, was for the retaler to have unlimited confidence in the goods he was selling, and put his whole soul into the selling of the same and not be afraid of the price, for in the absence of either of these essentials a business man would be liable to "fall down" in his sale.

The discussion of the mechanics' lien law as it affected the Hardware trade brought out the fact that the Hardwaremen of the State were not protected, inasmuch as the law that was adopted some years ago was declared unconstitutional when taken before the State supreme court. Several of the Hardwaremen asserted that they had lost more in their years of business through the absence of a mechanics' lien law than could be attributed to any other one cause. It was urged that the legislative committee should call the matter to the attention of the legislature which now is in session, and strive to secure the enactment of a suitable law.

The placing of a minimum price on lines of goods was favored by some and opposed by others, the opposition being due in a measure to the addition of freight on heavy goods. Some thought that on the lighter goods the plan might be feasible.

MORNING SESSION—WEDNESDAY, FEB. 13.

Soon after the morning session was called to order the Hardwaremen went into executive session, from which all who were not members of the association were excluded. William M. Pratt, of the Goodell-Pratt company, of Greenfield, Mass., occupied an hour or more in the presentation of a paper on the "Evolution of the Hardware Trade, or the Hardware World." Mr. Pratt was a former resident of South Dakota, having for some time been engaged in business at Kimball. His address, coming from a manufacturer, was of more than ordinary interest and at its conclusion a vote of thanks was extended to him by the association.

H. E. Johnson, of Redfield, presented a paper on "Relation of the Employer to the Employe in the Retail Store." He expressed himself as not being in favor of employing cheap help, and that the ability of a clerk could not be gauged by the amount of salary paid. He believed in placing a certain amount of responsibility on the clerk and make him feel that he was a part of the business.

J. H. Roper, of Parker, presented his ideas on "Office System," explaining the methods used in his own business. Just prior to an adjournment being taken at noon, President Hawkins appointed the various committees.

Wednesday evening the Hardwaremen were the guests of the Commercial Club of Mitchell at the city hall, where cigars, music and speeches were the order. One of the features was the reading of an original poem by R. A. Grimm, of St. Paul, on "The House that Jack Built," being a parody on the catalogue house business.

MORNING SESSION—THURSDAY, FEB. 14.

When the Hardware men reassembled, the delayed reports of Secretary Noah Keller and Treasurer B. G. Wattson were presented.

Secretary Keller called attention to the fact that a year ago, when the association was organized, it started out with sixty-one members and twelve honorary members, and that M. L. Corey, of Argos, Ind. who was present, stated that the association had reason to be proud of the fact that it had started with the largest number of charter members of any State association.

Since that time, Secretary Keller, stated, nineteen regular members and one honorary member have been added, making a total of ninety-three at the opening of the second annual convention. The Secretary referred in detail to the good that had been accomplished by the ailiance and affiliation with the National Association in the effort to defeat legislation that would be detrimental to the interest of the Hardware dealers, and the aid that had been given in the passage of laws.

The annual report of Treasurer Wattson showed the association to be in good financial condition, considering that it is only about a year old. The association has a good cash balance in the treasury.

AFTERNOON (CLOSING) SESSION, THURSDAY, FEB. 11.

At the closin gsession the committee on resolutions made a report, which was in substance as follows: Thanks were extended the city of Mitchell and T. J. Spangler, of Mitchell, an attorney, the former for the hospitality extended to those who attended the convention, and the latter for the legal information given the convention on questions that were of vital importance to the association. S. R. Miles also was extended a vote of thanks for having come from Iowa for the purpose of addressing the convention; thanks were extended to President Hawkins, Secretary Keller and Treasurer Wattson for services rendered; also to the trade journals for the valuable assistance rendered during the year; the action of the Retail Merchants' Association was endorsed relative to the request that the State legislature amend the pure food laws; a demand was made that the legislature should enact a pure paint law in conformity with the North Dakota law; the representatives in Congress were urged to vote against the parcels post bill; it was recommended that a committee of two be appointed to attend the legislative session at Pierre for the purpose of endeavoring to secure the passage of a pure paint law.

The committee on nominations made the following report on officers for the ensuing year, and the report was adopted.

PRESIDENT. E. D. Hawkins, Vermilion.
FIRST VICE-PRESIDENT, Otto E. Mueller, Aberdeen,
SECOND VICE-PRESIDENT. F. I. Pixley, Montrose.
SECRETARY. H. E. Johnson, Redfield.
TREASURER. B. G. Wattson, Chamberlain.
EXECUTIVE COMMITTEE. E. L. Gregory, Alexandria; F. S. Birkenbine, Scotland; I. H. Roper, Parker; H. E. Johnson, Redfield; E. D. Hawkins, Vermilion; B. G. Wattson, Chamberlain; J. P. Rummel, Sioux Falls; W. C. Webster, Mitchell; S. O. Steensland, Beresford; C. W. French, Elk Point.

When it came to selecting a place for the next annual convention there were two or three candidates. The second annual convention was to have been held at Aberdeen, but owing to a fire which destroyed one of the leading hotels of the city, the Hardwaremen found it necessary to seek another location and the change to Mitchell was decided upon. When the selection of the place for holding the next annual convention came before the convention the candidacy of Aberdeen very naturally was favored by the Convention, and that city captured the prize for next year. The exact date for the third annual convention will be selected by the executive committee.

There being no further business, the convention adjourned *sine die*.

The delegates returned to their homes with the feeling that the convention had been a thoroughly successful and profitable one from beginning to end, and that they had been well repaid for the time expended in attending the gathering of Hardwaremen.

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AUTOMOBILE SUNDRIES RECORD

BOWEN OILING DEVICES.

The Bowen Mfg. Co., Auburn, N. Y., are manufacturing a line of strong, neat-appearing but low priced Oil and Grease Cups. Lubrication requires a lubricator, a lubricant and the man. Lubricators may be divided into three classes: Those for lubricating the cylinders of motors; axles of car wheels and road vehicles; shafting and machinery in general. In olden times bearings were packed with grease or soaked in oil; later, holes



OIL CUP 5A.—OPEN VIEW.

were bored in boxes and left open to collect dust; still later, wooden plugs or iron screws were put in these holes, but lost in a day; then we had the cup with removable cap, which was soon lost, and the device seemed no better than open hole, plug or screw. Now we have the self-closing, dust-proof cups of late invention. These are practical, economical, efficient, cleanly and well-proportioned. In fact, they are the acme of perfection in the oil-cup world. Being dust-proof, they keep out the greatest



OIL CUP 4B.

enemy to machine bearings. At all times, in all places, under all conditions, oiling devices should be dust-proof. Dust is worse even than lack of lubricant. Again, we now have the plain compression cups for grease made by modern methods, pressed from sheet metal, so there is no possible chance of leakage or breakage, thus surpassing any cast cup made.

Styles "A," "B" and "D" Oil Cups are dust-proof and positively self-closing, so that bearings cannot be left exposed by care-



OIL CUP 4D.—OPEN VIEW.

less operators. Tops of styles "A" and "D" can be easily opened with point of oil can when placed where it cannot be easily reached with both hands. Style "A" sets down low for use in places where a higher cup would be likely to get broken. Style "N" is claimed to be an old favorite.

These Cups cannot be jarred open, as a small spring is placed between cap and body, which causes just enough friction to keep them closed.

Grease cups are furnished in either brass or steel, plain, fitted with leather washer or ratchet. The caps on the ratchet style are held in place by a spring ratchet locking at each half turn. No matter how much vibration there is if this ratchet is engaged the cap cannot be lost. The leather washer in a measure keeps the cap from jarring off, besides preventing the grease from leaking out between the threads when used in warm places.

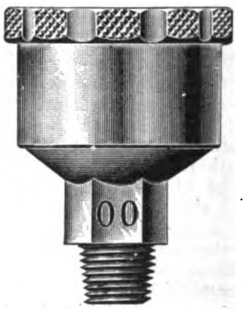
Plain cups are for use where there is not much vibration, although the perfect fitting threads of those under review allow



OIL CUP 4N.—OPEN VIEW.

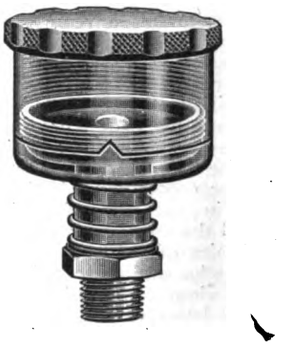
considerable vibration before the cap will jar off.

In conclusion, there are several good reasons for using these devices. They are economical, because their application pre-



"EMPRESS" PLAIN COMPRESSION GREASE CUP.

vents the overflow of oil. They are clean for the same reason, and because the oil is not spread on the machine, the spout of the can being inserted into the hole. They save time and labor,



"EMPRESS" RATCHET COMPRESSION GREASE CUP.

because they are handy, and allow of quick attendance. They are self-closing and dust-proof and therefore preserve the life of the machine. They improve the appearance of machinery, and people are now calling for them.

AN APT REPLY.

An interesting illustration is related of a man in Philadelphia whose desire to start in business for himself. He applied to a woolen house and got goods to the amount of $400. The salesman asked him what he manufactured.

"I mek pants," he replied.

"How do you want to buy these goods?"

"The best vey I can," was the answer.

"How will you pay for them?"

"Well, I gif you my note for four months."

"Is your note good?"

The buyer looked around, winked to the salesman, and put his finger on his nose. "My friend," he said, with an air of one who is about to impart a confidence, "if my note vas goot. I vould make notes, not pants."—*Exchange.*

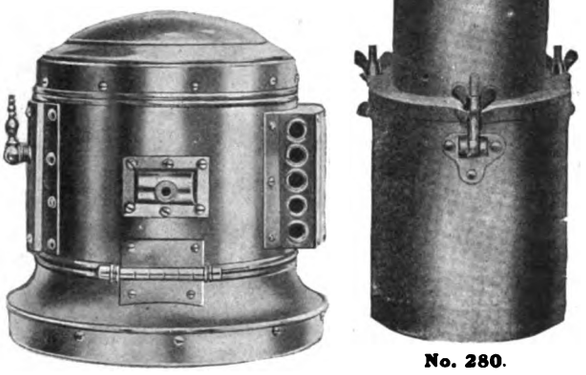
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Flare Front Search Light

Our latest model—and our No. 280 Generator, have made a hit with the automobilist. They are excellently



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made and finished, and give excellent service. The "Phœbus" is solderless, has heavy brass, short Focus Lens. Made in all sizes

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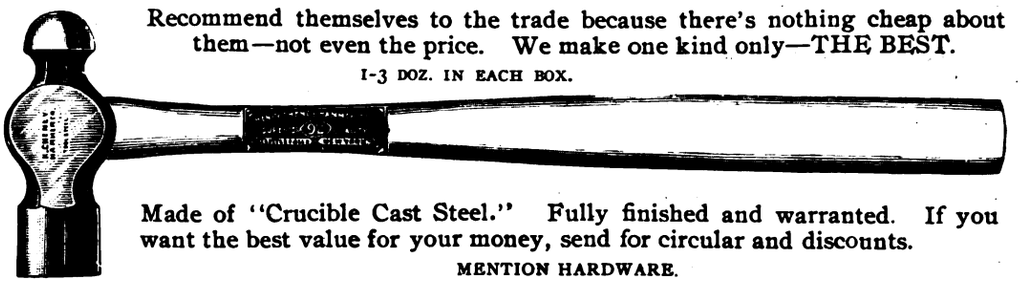
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Recommend themselves to the trade because there's nothing cheap about them—not even the price. We make one kind only—THE BEST.

1-3 DOZ. IN EACH BOX.



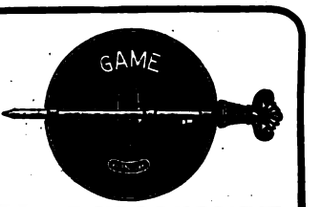
Made of "Crucible Cast Steel." Fully finished and warranted. If you want the best value for your money, send for circular and discounts.

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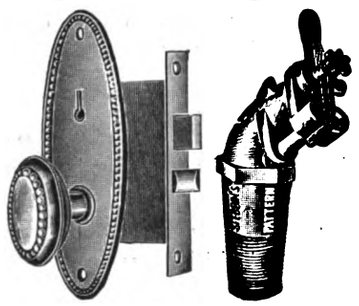
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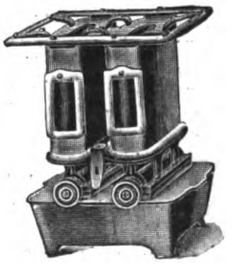


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STOVE MANUFACTURERS' RECORD

CHATTANOOGA STOVE COMPANY ELECTS OFFICERS FOR ENSUING YEAR.

At the annual meeting of the stockholders of the Chattanooga Stove Company, Chattanooga, Tenn., recently, the old board of directors were all re-elected. Officers elected for the ensuing year were: N. P. McKean, Cleveland, O., president; J. H. O'Brien, Cleveland, general manager, and C. D. Richmond, Chattanooga, secretary-treasurer and local manager.

EDWARD L. STOCK.

Edward L. Stock, formerly assistant manager of the Niagara Radiator Company of North Tonawanda, has been elected president and manager of the Iowa Radiator Company of Cedar Rapids, Ia. The Iowa company has just been organized. It has purchased a site of ten acres and will erect a plant at once. Mr. Stock is closing up his affairs in North Tonawanda preparatory to the removal of himself and family to the Western city.

QUAD STOVE MANUFACTURING CO.

The Quad Stove Manufacturing Company, Columbus, Ohio, held its annual meeting and reelected George B. Donovan as president; A. W. Hershey, vice president, and John Armstrong, secretary and treasurer. The company will build a new factory this year on West Second avenue, where it has purchased ground for the structure, which will be 50 by 200 feet, with three floors. The company which was organized a few years ago, has experienced a rapid growth and is now in a prosperous condition.

PITTSBURG STOVE AND RANGE CO.

The Pittsburgh Stove and Range Company, Pittsburgh, Pa., has chosen the following directors: John D. Nicholson, J. B. Jackson, H. M. Baldwin, F. R. Baldwin, A. M. Neeper, John S. Graham and George W. J. Bissell.

THE ART STOVE CO.

The Art Stove Co., Russell street and Milwaukee junction, Detroit, Mich., soon will occupy a fine new office building, and salesroom, on the east side of Russell street across from the factory. Contracts for the building have been let, the cost to be $40,000, and it is to be completed June 1. The building is to be two stories and basement, with a frontage of seventy-five feet on Russell and 120 on Milwaukee avenue. The foundation is to be of concrete and the walls of paving brick with stone trimmings. Interior construction will be steel. The ground floor will be occupied by the offices, which will be finished in modern style. On the second floor will be a lecture room, for annual meetings of commercial travelers, and for demonstrating stove construction; a sample room and a dining room for the office force.

COOKING STOVES FOR MEXICO.

Consul A. J. Lesinasse, of Tuxpan, reports that the cooking stoves in use in that part of Mexico are mostly of the cheaper grades, with occasional demand for a better quality with nickel fittings, but not to any great extent, as this increases the duties considerably. A list of firms who deal in stoves and names of farmers who might be induced to substitute stoves for the present cooking appliances at Tuxpan, Vera Cruz, San Potosi, Pueblo and Guadalajara are given by the consul and are filed for public reference at the Bureau of Manufactures, Washington, D. C.

REORGANIZATION OF THE EVANSVILLE STOVE WORKS.

At a meeting of the stockholders of the Evansville Stove Works held recently, it was announced that S. Alfred Reese of Louisville, Ky., had acquired by purchase the interest of Capt. Chas. H. Myerhoff, who has been secretary and treasurer of the company for many years.

Mr. Reese was admitted as a member of the board of directors and the following officers were elected for the ensuing year: A. H. Kahn, president; S. A. Reese, vice president and general manager; L. S. Kahn, secretary and treasurer.

Mr. Reese comes to Evansville from Louisville, where he was manager of sales of the Laib Co., jobbers of mill and plumbing supplies, and is well acquainted with the Hardware trade throughout that territory.

Asked for his plans, he stated that he would take active charge of the plant at once, and that it was the intention of the management to double the output and make many improvements during the year. He is greatly impressed with the many advantages of Evansville as a manufacturing center.

CHANGE IN THE UTICA HEATER COMPANY.

An important change in the management of the Utica Heater Company was announced at the annual meeting of the stockholders of the corporation, which was held recently. It will in the course of a short time mean the expansion and increase in the volume of an industry, the manufacture of boilers and furnaces, which has already made Utica famous in the commercial world.

Coupled with experience attained only by long work in the manufacture of products which has already given the Utica Heater Company an enviable reputation in every State and territory in the United States, there is now the energy and push of several young men who are well known in that city and who will have excellent financial backing, and the action taken at the meeting of the stockholders means the beginning of a period of prosperity for the company.

The stockholders elected John B. Jones, George C. Hodges, Campbell E. Hodges, W. C. J. Doolittle, Edward Norris, A. B. Maynard and J DeP. Lynch as a board of directors, and at the subsequent meeting of the board of directors Mr. Jones was elected as the president of the company; Mr. Doolittle, the vice-president, John Toole, second vice-president, C. E. Hodges, the secretary and Mr. Norris, the treasurer. Mr. Doolittle, C. E. Hodges and Mr. Norris were elected as the executive committee.

The acquisition of the young men to the directorate means much to the future development of the business, the manufacture of the Imperial hot water and steam boilers and the Superior warm air furnaces, which have an excellent standing in the trade. Mr. Doolittle, who is the new vice-president of the company, has the reputation in the business world of being one of the best heater salesmen in the United States. He has been interested in the Hart & Crouse Company as the assistant treasurer of the corporation, and the treasurer of the New York Radiator Company, whose plant is located in East Utica. Mr. Doolittle has spent a number of years in the manufacture of hot air furnaces, water heaters and steam boilers and he is thoroughly conversant with the details.

Associated with Mr. Doolittle will be Mr. Jones the president and the organizer of the Utica Heater Company, and Mr. Norris, who until two years ago was connected with the Hart & Crouse Company. Mr. Norris has been identified with the Roberts-Wicks Company, clothing manufacturers, for the past two years, having had charge of the credit end of that corporation. His experience will be of value to the management of the Heater Company.

Mr. Doolittle, Mr. Jones and Mr. Norris will have full charge of the selling of the product of the Utica Heater Company and, they will devote considerable time to visiting the trade. Mr. Jones, the president of the company, is now in the West.

The other young men who have been elected to the directorate of the company are all well known Uticans and they will give their time end energy to the management of the company. M. D. Waldron, the superintendent of the company, will remain under the new management.

While the details for the extension of the company's business which will follow the increase of the capitalization have not been announced, it will be the policy of the new directors to do everything possible to make the plant one of the best in the State and to put upon the market an extensive line of steam and hot water boilers and hot air furnaces. The Carton plant, which was taken over by the Utica Heater Company when it was organized in 1900, will be enlarged and greater capacity provided. The boilers and furnaces will be sold direct from the plant to retailer. There will be quite an extensive rearrangement of the foundry to meet with the demands of the company.

The changes in the stock holdings in the company were secured several months ago, but the change in the management was not made until the annual meeting of the stockholders held at the company's office recently.

CENTURY STOVE COMPANY.

The Century Stove Manufacturing Company, Johnstown, Pa., at a meeting of the stockholders elected the following board of officers: President, Roland S. Wilson; vice president and secretary, Robert Monroe, and treasurer, John H. Waters. The foregoing officers, together with Herman E. Baumer, Jr., and Samuel B. Waters, constitute the Board of Directors.

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KELSEY HEATED HOUSE, DETROIT.

If you've found that cheap heating work doesn't pay—either in profits or reputation; if you want to be in position to furnish the most powerful heater so that you can go after the best jobs,

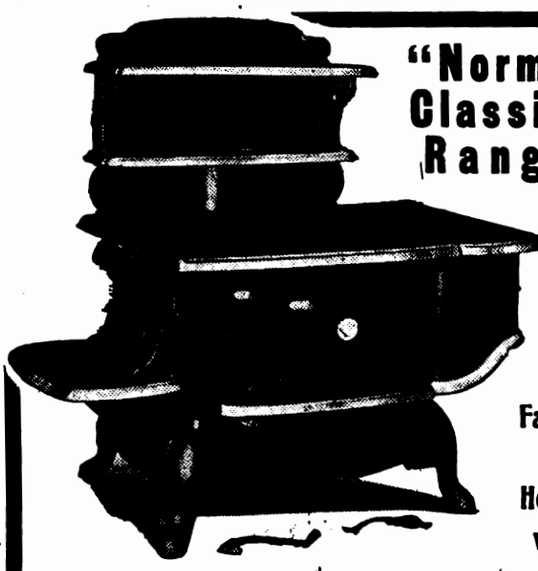
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Kelsey Warm Air Generator

Back of the Kelsey, there's the record of more than **30,000 in Use** with sales increasing every year—and the record of actual results secured in the very finest class of Residences, Churches and Schools which are causing prominent Architects to specify, and users to recommend, and are bringing Kelsey dealers everywhere more and better business.

Send for Booklet and 112-page book *"Opinions."* 800 Dealers are selling. It might pay you to act quickly.

KELSEY HEATING CO., Makers,
Syracuse, N. Y.
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"Norman Classic" Range

A HOT Favorite With Housewives.

Why? Because

It uses little fuel!
Is easy to clean!
Bakes to perfection!
Requires little attention!
Cooks like clockwork!
Creates envy!

Has Big, Deep, Roomy Oven and Modern, Removable Grates.

GALUSHA STOVE CO.
ROCHESTER, N. Y.

New Home Washer, Ball Bearing, No. 35.



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IT IS A LABOR SAVER, WORRY KILLER, AND WONDER WORKER ON WASH DAY

A MONEY MAKER for you Mr. Dealer

ORDER NOW

This is THE WASHER and the season of the year to head off your MAIL ORDER competitor.

Ask your jobber or write us for George Washington booklet.

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Unequalled for Uniform Ductility, Accuracy in Gauge and Width and Fine Finish.

WEST LEECHBURG STEEL CO., Pittsburg, Pa.

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STOVE RECORD, Continued from page 48.

NORMAN PEARL STEEL RANGES.

Galusha Stove Co., Rochester, N. Y., are the manufacturers of the Norman Pearl Steel Ranges, about the merits of which they make free to discourse as follows:

The Norman Pearl Steel Range is our latest production, and is a very handsome stove. The nickel parts are all removable, having our beautiful silver nickel finish, and will always keep bright and cheerful. The stove has big capacity and is most compact. It has either duplex or dockash draw-out grate. Large ash pan, reservoir either of cast iron, enamel or copper, and of large capacity; removable nickel bands; oven thermometer; very handsome large high elevated warming oven; removable base, and is indeed a joy forever. Unlike most steel ranges, it has a cut top, the same style as is used on cast-iron ranges.

Has our full guarantee as to its baking and fuel-saving powers. We have made ranges for more than half a century, and know whereof we talk. If interested, will be very pleased to write you full particulars.



NORMAN PEARL STEEL RANGE.

MAKE YOUR SUMMER COOKING EASY.

A Norman Gas Attachment is agreeable and economical. It adds comfort to the routine of the housekeeper's busy life. Norman ranges, both cast-iron and steel, can be fitted with the Norman Gas Attachment. The Gas Attachment has a three-griddle top, a large bake oven, and a large broiler oven, most convenient to use in hot weather.

We can furnish on our Norman ranges two styles of gas attachments, one having a three-burner top, for heating and boiling, with drop shelf beneath, thus giving a six-hole range, nine large griddles. The other style has the three-burner top combined with gas oven and broiler, a complete gas range in fact, of large capacity, but taking up a minimum of space. Can be used for either natural or manufactured gas. Completely fitted for boiling, baking and broiling, with a minimum of fuel.

Our special broiler is one of the catchy points in the Norman gas combination. The broiler is at top of oven and in consequence the broiling can be done at any reasonable distance from flame. The Invincible Norman with Gas Attachment is practically one piece of furniture. The other way you have your range and gas stove separate, requiring twice the space at twice the cost.

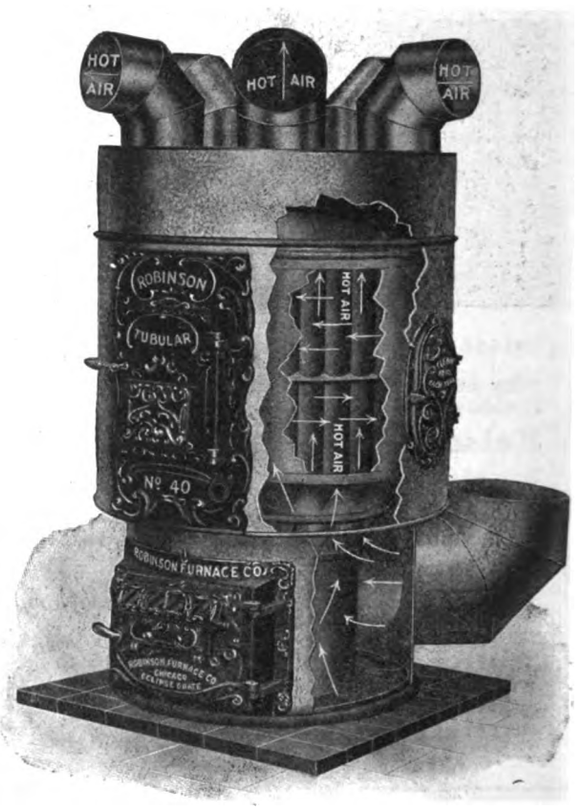
LEBANON STOVE WORKS COMPANY.

STOCKHOLDERS MEET AND SELECT DIRECTORS AND OFFICERS.

The stockholders in the Lebanon Stove Works Company, Lebanon, Pa., the corporation operating the stove factory on Guilford Street near Eighth, met recently and elected the following directors: J. Henry Miller, John Hunsicker, John M. Allwein, Harry A. Reinoehl, D. H. Dillman, J. G. Bonewitz, John Meyer, Nathaniel Witmeyer, A. M. Stein, Moses P. Spangler and H. H. Kreider. The following officers were elected for 1907 by the board: President, J. Henry Miller; vice president, John Hunsicker; treasurer, John M. Allwein; secretary, M. P. Spangler; superintendent H. A. Reinoehl.

ROBINSON TUBULAR FURNACES.

The Robinson Furnace Co., 107-109 Lake Street, Chicago, Ill., are the manufacturers of the Robinson Tubular Furnaces, among the exclusive features of which are the following: They are the only Tubular Furnaces having direct draft and return flue with long fire travel. They have a larger heating surface than other furnaces. The Robinson Tubular has a direct draft damper, which, when turned down, allows smoke to enter pipe direct, but when closed the smoke divides at rear and makes two complete circuits of radiator around flues before entering exit.



ROBINSON TUBULAR FURNACE.

The Robinson Tubular Furnace is constructed on correct and thoroughly tested principles, with the single aim of giving the greatest amount of heat from the smallest amount of fuel. The ash-pit is broad and deep and allows a free circulation of air under grate, thus increasing life of castings. The dust flue with damper allows light ashes to pass upward into combustion chamber, and not out into basement. Robinson Furnaces are supplied with the celebrated Eclipse grate. The fire can be kept continuously. The shaker ring is mounted on ball-bearings and is easily moved from right to left. The ring slopes toward the middle, so that cinders are worked on to the dump center. When this is reversed, all consumed substance falls into the ash-pit. The grate frame has three wheels mounted into it, and wheels cannot get out of place. The grate and frame can be easily removed when repairs are needed.

QUINCY STOVE COMPANY'S ANNUAL MEETING.

The stockholders of the Quincy Stove Manufacturing Company met for their annual meeting in the offices of the foundry in Quincey, Ill. Reports for the past year were read showing the business to have been very satisfactory in every respect to those interested.

The business to be transacted was the selection of a board of directors and the election of officers for the coming year. The new board is composed of the following gentlemen: Joseph Oertle, H. Germann, Ed. Sohm, H. C. Sprick, George Keller and John Brackensieck.

The officers are: August H. Heidbreder, president, N. King, vice-president; Charles Heidbreder, treasurer; Herbert Figgen, secretary.

OFFICERS RE-ELECTED.

Officers and directors were re-elected at the annual meeting of the stockholders of the Peerless Stove Company Columbus, Ohio. The officers are: John E. Witman president; A. C. Witman, vice president; Harry Stafford, secretary, and John A. Witman, treasurer. A dividend of 6 per cent, payable next month, was declared.

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WEST VIRGINIA RETAIL HARDWARE ASSOCIATION

The West Virginia Retail Hardware Association, which was organized in Wheeling in September last, held its first annual meeting in the assembly room of the Hotel Waldo, Clarksburg, on Tuesday and Wednesday, 12th and 13th inst. There was a good attendance of the members, who manifested much interest and enthusiasm in the work of the Association. At the opening session the Hon. Harvey W. Harmer, Mayor of Clarksburg, was introduced and heartily welcomed the visiting Hardwaremen to the city. President Clelland responded felicitously on behalf of the Association.

CONVENTION COMMITTEES.

The president appointed the following committees to act during the convention:

AUDITING—C. D. Barbe, W. J. Corrick and A. I. Hess.

RESOLUTIONS:—Leslie Hawker, C. S. Davis, C. W. Alderson.

NOMINATIONS—T. B. Frey, W. A. Vance, J. H. Krepps.

AMENDMENTS TO BY-LAWS—H. C. Marten, C. D. Kyle. C. D. Barbe.

A. J. Hess, Mannington, was appointed sergeant-at-arms.

PRESIDENT CLELLAND'S ADDRESS.

The annual address of F. A. Clelland, Fairmont, president of the Association, was as follows in part:

Out of perhaps 250 Hardware dealers in our State eligible to membership, two-thirds of this number have not yet affiliated with us. While the methods for securing members adopted by our organization have proven fairly successful, many have not yet been reached, and I hope to have this convention discuss this important matter at length with a view of securing better results. If it were possible to enroll even two-thirds of the eligible dealers in our State, I believe we would have started

ONE OF THE MOST INTELLIGENT AND INTERESTING

associations in the United States.

I believe if we would file our grievances more readily with our secretary, where the manufacturer or jobber has violated good trade, then we would realize more fully the benefit of our organization. Turn the unfair jobber over to the secretary. If your grievance is a just one he will line Mr. Jobber up in the name of the association. There is a way made clear by our by-laws to handle him.

CONSISTENCY IS A HARD THING TO LIVE UP TO.

Were we as enthusiastic in living up to the principles of our Association in everyday business as we are in advocating them at our convention, the beneficial influence of our organization would be largely increased. At the convention we all condemn the jobber who sells our customer goods in retail quantities at wholesale price, and to-morrow give this same jobber a liberal order for goods for our own shelves. Or we denounce the manufacturer who allows his goods to be slaughtered by the mail order houses and at the same time we give his goods prominence on our shelves, and perhaps in selling them give them preference over equally as good goods made by a manufacturer who protects us.

Or, again, we meet our own town competitor with a warm smile and hearty handshake, and tell the convention that we love our competitor, and rather than cut prices would be perfectly willing to see him get just about all the business in our town. But by the time we get a sight at our town we have made up our minds to go and see the contractor to whom we had quoted Nails the day we left home, and tell him confidentially that we will make the price 10 cents per keg less, for fear our competitor would get the order. Let us be loyal to the manufacturer or jobber who is loyal to us, and we will soon find our influence will be felt by all jobbers and manufacturers, and through such loyalty we may hope to see many more concerns falling in line with our views and the sale of Hardware through Hardware stores largely increased.

Next to retaining

THE FRIENDSHIP OF OUR CUSTOMER

we want to retain the friendship of our competitor. It pays us and it pays him, and notwithstanding that the apparent good feeling exhibited at conventions by competitors toward each other may not always be maintained in our efforts to do business in everyday life, yet I firmly believe nothing tends to

ERADICATE UNFRIENDLESS BETWEEN COMPETITORS

so completely as an organization of this kind. Sometimes such meetings present the first convenient opportunity to get acquainted with our competitors, and then we find that we are somewhat alike in our characteristics. Aside from the practical value of the association the acquaintances we form, the meeting of men engaged in the same line of business and the new ideas we absorb are all beneficial, and to me are alone worth the cost of membership were there no other benefits to be derived.

I want to refer to a few letters that I have received from jobbers and manufacturers assuring me that it was their desire to conduct their business along lines in entire harmony with the principles of our association. Such expressions are encouraging in so much as they indicate to us that the jobbers recognize that our principles are right, and that as members of the National Retail Hardware Association they cannot afford to antagonize any branch of such National Association by any violation of proper trade ethics. Let us be careful to

TEMPER ALL OUR DEMANDS WITH ABSOLUTE FAIRNESS,

with proper consideration for the rights of others, and this grand organization of our craft is bound to result in establishing the Hardware business on a higher plane.

AMENDMENTS IN BY-LAWS.

Several amendments were made in the by-laws, as submitted by the committee appointed for that purpose. One of these was the merging of the duties of secretary and treasurer in one official.

Another provides remuneration for the secretary-treasurer at the rate of $50 per annum, with $1 for each member added to the roll during his term of office.

It was also determined that the annual meeting of the Association should be held on the second Tuesday of February of each year, unless otherwise provided for by the Executive Committee.

ELECTION OF OFFICERS.

The following officers were elected for the ensuing year:

PRESIDENT—C. D. Kyle, Kyle Supply Company, Wellsburg.

FIRST VICE-PRESIDENT—Thomas B. Frey, Keyser Hardware Company, Keyser.

SECOND VICE-PRESIDENT—E. J. Kane, E. J. Kane Hardware Company, Weston.

SECRETARY-TREASURER—Leslie Hawker, Leslie Hawker & Co., Shinnston.

EXECUTIVE COMMITTEE—F. R. Clelland, W. A. Vance and E. C. Linger.

The former officers of the Association were: F. R. Clelland, Fairmont, president; J. H. Krepps, Morgantown, secretary; J. H. Morgan, Morgantown, treasurer; the Executive Committee having consisted of Messrs. Clelland, Krepps, H. C. Kalbitzer, Thomas B. Frye and C. P. Moore.

RESOLUTIONS.

Resolutions were adopted in opposition to the establishment of a parcels post and urging the reclassification of second-class matter and 1 cent letter postage.

CHARLES S. DAVIS'S PAPER.

Charles S. Davis of J. M. Davis & Sons, Oakland, Md., read an interesting paper on "The Necessity for Retailers Publishing Their Own House Organ," which, for lack of space, we have reserved for a future occasion when greater prominence can be given it.

CONVENTION NOTES.

Elkins, Randolph County, W. Va., was chosen as next year's meeting place.

F. A. Clelland, former president of the Association, was chosen as the representative of the West Virginia Association at the annual convention of the National Retail Hardware Association, which will be held in Boston next June. J. H. Krepps, former secretary, was named as alternate.

M. L. Corey, secretary of the National Retail Hardware Association, and T. James Fernley, secretary-treasurer of the National Hardware Association, were present at the convention and received a warm welcome from the members. Both gentlemen made interesting addresses, which were listened to with close attention. Among others who addressed the convention were W. P. Heiskell of the Ott-Heiskell Hardware Company, Wheeling, and M. McDonald of the Pittsburgh Stove and Range Co., Pittsburgh.

♣

The man who takes an active part in the management of a big corporation these days will do well to keep his grip already packed. Europe seems to be a fine place for travel, in case of an investigation.

A man's early education is a great factor throughout his life. This was shown again a few days ago when a Pennsylvania Russian killed his wife, and when asked why he had done so, remarked: "I have a right to kill my wife; it's nobody's business but my own."

Railroad men have just organized an "Efficiency Bureau" to clear up the car shortage. It will insist on greater promptness on the part of both shipper and consignee. When asked whether there was to be any more promptness on the part of the railroads, a shipper replied: "H-u-s-h! The King can do no wrong."

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HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Alexander, La.—The Alexander Wholesale and Mill Supply Company, Ltd., has been fully organized with a paid-up capital stock of $150,000. The directors are: C. E. Roberts, president; Ed Rand, vice-president; I. C. Miller, J. W. Alexander, G. W. Bolton, Paul Lisso, D. F. Clark, Bertrand Well, J. P. Wakeman, and C. J. Dent, secretary and treasurer.

Arkadelphia, Ark.—The Arkadelphia Hardware Company have filed articles of incorporation showing $15,000 capital stock. The incorporators are: R. E. Major, J. W. Conger, A. H. Allen, E. L. Rudolph, and T. T. Rudolph.

Bellingham, Wash.—Pickering Hardware Company has been incorporated with a capital of $9,000, by J. L. Pickering, W. V. Weber and W. R. Gardner.

Boston, Mass.—Sarkisian & Parker Co. has been incorporated to deal in Hardware, etc.; capital, $10,000. President, A. L. Parker, Boston, and treasurer, D. M. Sarkisian, Malden.

Bridgeport, Conn.—A certificate of organization has been filed by the Hawley Hardware Co. There are 150 shares amounting to $150,000. The stock is divided among Joseph H. Stagg, Herbert Bottomley, Charles C. Lindquist, Charles A. Benson. The officers of the company are. President, Joseph H. Stagg; vice-president, Charles C. Lindquist; treasurer, Joseph H. Stagg; secretary, Herbert Bottomley, all of Bridgeport. The directors are the above, with Charles A. Benson.

Brooklyn, N. Y.—A certificate of incorporation of the Builders' Hardware Company has been filed. The capital stock is $5,000, and the directors are: Philip Levinson, Louis Levinson and Paul Zipkin, of Brooklyn.

Elizabeth, N. J.—L. A. Hoffman Son & Co., No. 1184 East Grand Street, has been incorporated; plumbing, gas fitting, heavy and shelf Hardware, etc.; capital, $25,000. Incorporators: Augusta E. Hoffman and Louis C. Hoffman, No. 622 Munson Avenue; Franklin H. Spencer, No. 21 North Reid Street, all of Elizabeth.

Fillmore, N. Y.—Final papers have been filed for the incorporation of the Fillmore Hardware ompany, successor to Charles F. Ricker. The new firm is capitalized at $10,000. Dan Dodnett is to be president and general manager; Jesse W. Curtis, vice-president, and Robert Lewis, secretary and treasurer.

Granite Falls, Wash.—Hewitt Hardware Company has been incorporated with a capital of $8,000, by Morton B. and Maude M. Hewitt, Delbert A. and Ruth S. Ford.

Highland, Ill.—Hagnauer & Knoebel Hardware Company has been incorporated; capital, $15,000; mercantile. Incorporators: Charles G. Hagnauer, Louis Knoebel, W. Alvin Collins.

Jamestown, N. Y.—Clark Hardware Co. has been incorporated to deal in Hardware and Hardware supplies, etc.; capital, $75,000. Incorporators: M. H. Clark, G. B. Pitts, M. S. Vanscoter, H. B. Laudenslager, Jamestown.

Joplin, Mo.—O. L. McKee has engaged in the Hardware business.

Johnstown, Pa.—Moxham Hardware Co. has been incorporated with a capital of $12,000. Directors: Wallace E. Shissler, Chas. Leventy, Daniel L. Parson, Johnstown.

Joliet, Ill.—Ten thousand dollars is the capital of the Zinser Hardware Co., which prescribes a general Hardware business and the manufacture of Hardware as its purposes. J. C. Zinser, the original owner, O. A. Fisher and Robert T. Welch, are the incorporators. The store and general offices are located at 801 Cass Street. The stock is divided as follows: J. C. Zinser, O. A. Fisher, R. T. Welch and T. W. Themes.

Kingfisher, Okla.—The Wagner-Hockery Co. has been incorporated with a capital stock of $25,000, to do a Hardware business.

La Harpe, Kan.—Adams & Co. have engaged in the Hardware business.

Lockhart, Tex.—Blanks Hardware Company has been incorporated; capital stock, $12,000. Incorporators: W. M. Blanks, J. G. Blanks, W. M. Holmes and others.

Marinette, Wis.—Simcox-Gowen Hardware Company has been incorporated; capital stock, $20,000. Incorporators, Bert C. Gowen, Martha E. Gowen and Hiram B. Simcox.

Newark, N. J.—G. H. Widmere Co., No. 460 Clinton Avenue, has been incorporated to deal in Hardware, tools, house furnishing goods; capital, $5,000. Incorporators: James F. Winans and William J. Widmere, No. 173 Roseville Avenue; Gustavus J. Whiteside, Jr., No. 516 Clinton Avenue, all of Newark.

New York, N. Y.—S. Smith & Son, Ltd., has been incorporated to import and export Hardware; capital, $1,000. Incorporators: A. Gordon Smith, Otto Lion, Henry W. Brigham, all of New York City.

Petersburg, Ind.—Petersburg Hardware Company has been incorporated; capital, $5,100. Directors: William H. Limp, Chas. H. Carlisle and Peter B. Cutt.

Richland, Neb.—John Smith is about to engage in the Hardware business.

Selma, Ala.—What will be known as the Alabama Hardware Company has been organized here. The company is composed of a number of the business men of the city and is capitalized at $100,000, on which $50,000 of the stock has been paid in. It will do a general Hardware business throughout this section of the State and will have stores on Water Street. The company will be managed by A. J. Yaretsky, an experienced Hardwareman.

Steubenville, Ohio.—The Weir-McClave Hardware Company has been incorporated with a capital of $25,000, by J. M. McClave, F. C. Weir, W. N. Taggart, E. L. McClave and W. Clyde Weir.

Stoughton, Wis.—Melaas-Johnson-Liebe Co. has been incorporated as Hardware and implement dealers; capital stock, $25,000. Incorporators, M. A. Johnson, C. J. Melaas, J. F. Melaas and John Liebe.

Sycamore, Kan.—DeMott & Hudiburg have engaged in the Hardware business.

Taloga, Okla.—The Lewis Hardware & Furniture Company has been incorporated with $10,000 capital stock. The directors are: M. Shultise, G. W. Lewis, Alice Shultise and M. H. Lewis, all of Taloga.

Toledo, Ohio.—With the filing of incorporation papers, the Birkmayr-Rodemich Company, Hardware dealers at 408 and 410 Summit Street, and Showel & Company, Hardware dealers at 422 Summit Street, were merged into the Birkmayr-Rodemich-Showel Company with a capital stock of $10,000. The incorporators are: Rudolph I. Birkmayr, John C. Rodemich, John L. Rodemich, John V. Showel, and Frank Showel. The company is formed for the purpose of dealing in general Hardware and will be located at the old Birkmayr-Rodemich stand, 408-410 Summit Street. The store now occupied by the Showel Company will be given up.

Vinita, I. T.—The Frazee Hardware Co. has been incorporated with a capital stock of $25,000.

Walter, Okla.—Walter Hardware Company of Lawton and Walter has been incorporated; capital stock, $50,000. Incorporators: J. O. Dowd, Frank E. Jackson and P. C. Jensen, all of Lawton.

White Plains, N. Y.—Fowler & Sellers Company has been incorporated to deal in Hardware; capital, $100,000. Directors—William Fowler, J. B. Sellers and F. L. Park, White Plains.

Changes and Improvements.

Aberdeen, S. D.—C. A. McArthur has purchased the Hardware business of R. L. Champlin.

Aberdeen, S. D.—The Jackson Hardware Co. will erect a new store building.

Adams, Neb.—G. J. Kline has purchased the stock of Hardware of Johnson & Booth.

Alliance, Neb.—W. S. Acheson has been succeeded in the Hardware business by Acheson & Acheson.

Anthony, Kan.—Harris & Lydick have been succeeded in the Hardware business by the Lydick Mercantile Co.

Athol, Kan.—Ed. Moore has sold out his Hardware business to Henry Radloff.

Bellingham, Wash.—The Pickering Hardware Co. has been incorporated and will succeed to the business of the Hinsdale Hardware Co.

Cambridge, Neb.—G. M. Evans has sold out his Hardware business to James H. Carroll, of Ragan.

Chilhowee, Mo.—The Chilhowee Hardware Co. has purchased the business of the Salmon Hardware Co.

Clarkson, Neb.—Philipe & Indra have purchased the Hardware and implement business of H. Miller.

Conrad, Iowa.—The firm of Trumbull & Poole, of this place, have bought the Hardware stock of James Meyers, of Whitten, and will invoice and take possession at once.

Crestline, Kan.—H. C. Hamlet has sold his Hardware store to R. Hallam.

Douglas, Okla.—A. S. Meek has retired from the Hardware firm of Meek & Norman.

Elkhorn, Neb.—Henry Mocklemann has purchased the Hardware store of William Koerner.

Elsmore, Kan.—Aug. Lindquist has purchased the Hardware business of W. D. Cox & Son.

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"ATLANTIC" GALVANIZED STRIPED WARE

Should be on your shelves for 1907 if you are after bigger profits in Galvanized Ware. The reason why it is meeting with such phenomenal success everywhere is its attractiveness and durability. It outlasts other kinds because it is excellently made of Smooth, Galvanized Sheets,---is heavily wired around top, double re-enforced, with double-seamed, raised bottom.



We make Wash Boilers of Tin, Copper and Galvanized Iron.

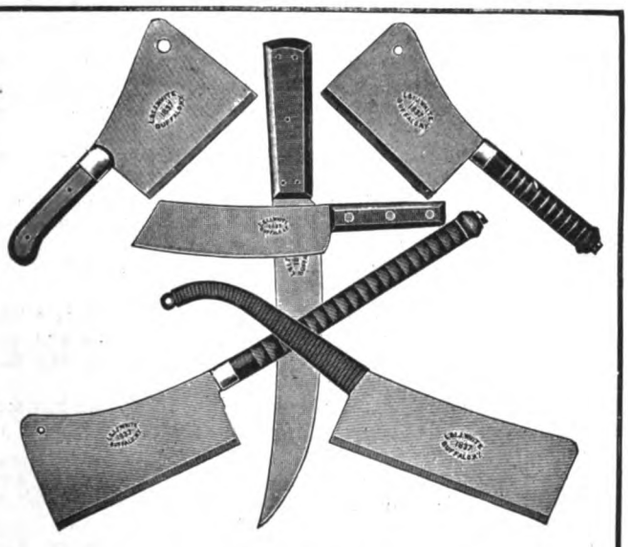
Our full line of household and dairy tinware merits your investigation.

Send for New Catalog.

ATLANTIC STAMPING CO.

185 Ames St., ROCHESTER, N. Y.





BUTCHERS' TOOLS

OF SUPERIOR QUALITY

Pork, Lamb and Beef Splitters; Market and Family Cleavers; Butchers' Knives and Steels ---have been made by us for **nearly three-quarters of a century.** They are the best that money can buy.

The L. & I. J. WHITE CO.

Buffalo, N. Y., U. S. A.

Branches—New York, N. Y., Chicago, Ill.



AD-EL-ITE
TRADE MARK

PAINT and VARNISH REMOVER

Do You Sell It?

That's the question your customers wi soon be asking you. Do you sell Ad-el-ite?

We are going to spend thousands of dollars in advertising and will acquaint millions of people with Ad-el-ite.

Our advertising will create an enormous demand for Ad-el-ite. Are you prepared to meet this demand?

Is your stock of Ad-el-ite complete? If not, now is the time to place your order. Don't wait until your competitor has taken advantage of it and is reaping the profits that our advertising is sure to bring.

Do it now. Today. Write for prices.

Adams & Elting Co

Sta. 3 **Chicago**

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HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Abingdon, Ill.—The Ideal Fence Tool Co. has been incorporated with a capital of $2,400 to manufacture and sell gates. wire fence, tools, etc. The incorporators are: James A. Clements, Charles W. Robertson and James W. Hunter.

Boston, Mass.—Cook-Perkins Tack Co. has been incorporated to manufacture tacks, nails, pegs, etc.; capital, $10,000. President, T. E. Rothwell, Boston; treasurer, E. L. Perkins, Brockton.

Boston, Mass.—National Fly Trap & Novelty Co. has been incorporated to manufacture fly traps, etc.; capital, $100,000. President, Benjamin Lenthier, No. 690 Columbia Road; treasurer, Edward J. Burke, No. 186 Northampton Street; clerk, Amand A. Lenthier, No. 690 Columbia Road, all of Boston, Mass.

Boston, Mass.—Universal Wrench Co. has been incorporated to manufacture tools, Hardware, etc.; capital, $30,000. President, William Lawson, Boston, Mass.; treasurer, Frederick B. Wentworth, Boston.

Brooklyn, N. Y.—De Haven Mfg. Co. has been incorporated to manufacture wire box straps, clutch nails, iron, steel, wire and copper specialties; capital, $400,000. Incorporators: Edward A. W. Murray, Standish Arms; Leon S. Howe, Florence Court, both of Brooklyn; Edward B. Thompson, Freeport, L. I.; Carl E. Whitney, No. 65 West 104th Street; Joshua M. Fieri, No. 42 West 83d Street, both of New York.

Brooklyn, N. Y.—Froelich Company has been incorporated to manufacture stoves, ranges, heaters, etc.; capital, $50,000. Incorporators: James M. McFarland, No. 85 Buster Street; Henry Maixner, No. 192 Onderdonk Avenue; George Klubenspies, No. 127 Floyd Street, all of Brooklyn, and others.

Buffalo, N. Y.—The Lyman Mfg. Co. has been organized with a capitalization of $10,000 by Richard R. Lyman, Vreeland B. Lyman and John D. Squiers. The new company will manufacture metal specialties and devices.

Chicago, Ill.—The American Metal Specialty Co. has been organized with a capitalization of $2,500 by Benjamin Samuels, Hiram R. Glick and I. B. Lipson.

East Orange, N. J.—The Torridor Power, Light and Heating Company of America has been incorporated for the purpose of manufacturing stoves, ranges, steam, and water heaters, radiators, etc.; capital $125,000. Incorporators: J. M. W. Kirchen, F. R. Wickes, H. H. Picking, Camden.

Kirkwood, Mo.—Independent Paper Cutter Company has been incorporated by William Conway, Kirkwood; P. E. Briscoe, St. Louis; John E. Hill, Old Orchard, B. N. Brown, Ironton, Mo., to manufacture and deal in roll paperholders, cutters, Hardware specialties and novelties; capital stock, fully paid, $15,000.

Lowell, Mass.—Rice & Co., Inc., has been incorporated to manufacture window guards, etc.; capital, $25,000. President, F. H. Haynes; treasurer, V. G. Barnard, Lowell.

New York, N. Y.—Compressed Fluid Appliance Co. has been incorporated for the purpose of manufacturing scales, measuring instruments, etc.; capital, $10,000. Incorporators: W. P. Hammond, D. J. Newland, New York City; P. F. Sonnck, Brooklyn.

New York, N. Y.—Hudson Wire Co. has been incorporated for the purpose of manufacturing wire and metal goods; capital, $50,000. Incorporators: W. O. Higgins, F. E. Pratt, W. B. Maynard, New York City; R. M. Atkin, Ossining; A. T. Rutter, Mt. Vernon.

New York, N. Y.—Mendel Mfg. Company has been incorporated to manufacture tools; capital, $5,000. Directors: S. P. Mendel, O. H. Mendel, M. H. Beall, New York.

New York, N. Y.—The Kalla Mfg. Co., which was recently incorporated with a capitalization of $50,000, is to erect a plant at St. George, N. Y., for the manufacture of Kalla's combination carpenters' plane and other tools. Those interested include the following: Alexander Kalla and Joseph Cibulas, 187 East Seventh Street, and Orlando J. Hackett, 49 East Twelfth Street, all of New York.

Portland, Me.—Ward Safety Razor Co. has been incorporated to manufacture razors, strops, hones, etc.; capital, $250,000. President, J. E. Manter; treasurer, C. E. Enton; clerk, M. W. Baldwin, all of Portland, Me.

Somerset, Ohio.—The Somerset Foundry Co. has been incorporated with a capital stock of $10,000. The incorporators are: Henry B. Schimpf, James E. Wilson, Edward M. Schimpf and Robert W. Howard. It is the intention of the new company to manufacture heating stoves and do a general foundry work. The plant of the old Somerset Mfg. Co., which was owned by purely Somerset capital, has been purchased by the new corporation.

Springfield, Vt.—The Jones & Lamson Machine Co. is planning a large addition to its plant. The company manufactures screw cutting machines, turret lathes and mechanics' tools. It is now working day and night to keep up with business.

St. Mary's, Ohio.—The Standard Chain Co. is building a large addition to its plant.

Taunton, Mass.—Globe Mfg. Co. has been incorporated to manufacture nails, tacks, rivets, etc.; capital, $20,000. President and treasurer, J. A. Welch, Taunton.

Wilkinsburg, Pa.—Hutchinson Electric Carpet Sweeper Company has been incorporated with a capital of $60,000. Directors: Robert B. Hutchinson, Augustus R. Smith, Edgar N. Doty, Wilkinsburg; Brainard H. Warner, Brainard H. Warner, Jr., Kensington, Md.

Changes and Improvements.

Detroit, Mich.—The Independent Stove Company has filed amended articles of incorporation increasing its capital stock from $30,000 to $60,000.

Flanders, N. J.—The Monarch Tool Co., Inc., has secured from the Board of Trade in Succasunna a factory site of fifty acres, situated on the Lackawanna Railroad in that town, and preparations are being made for the erection of a large factory that will be built of concrete, at an estimated cost of $15,000. The building will be equipped with machinery for the manufacture of mechanics' fine tools, marine and stationary engines, builders' Hardware and electrical goods, etc. The Monarch Tool Co. was organized and incorporated under the laws of the State of New York April 7, 1906.

Freeport, Ill.—The directors of the Stover Mfg. Co. have authorized the erection of an additional foundry to the Hardware plant of the concern. Another large cupola will also be added. Within the past six months a building 60 by 100 has been erected for foundry purposes and the new one will be 100 feet long and over sixty feet wide. There will also be additions to the big plant, the company's business at the present time being greater than ever before.

Mt. Carmel, Conn.—Walter W. Woodruff & Sons' Company has let the contract for an addition to its factory. The addition will be one-story brick, 30 by 100 feet, and is to cost about $5,000. Work will commence at once. The addition has been made necessary by the company's increasing business in Hardware, including automobile supplies.

Palmer, Mass.—In consequence of the continued increasing demand for the products of the Wright Wire Company, and the need to buy from other companies many hundreds of tons of wire, the company has decided to increase the capacity of the mill here some 3,000 or 4,000 tons per year. An addition to the front of the present building will be built of brick, two stories high and 160 feet long. In the rear of the present mills will be built an 85 by 75 foot one-story brick annealing and cleaning building. It is also possible that another addition for another department will be found necessary later in the Summer, as new machinery for the department is now under construction at Worcester.

Sheffield, Ala.—B. E. Cohen, whose large stove plant was destroyed by fire several months ago, has arranged to construct a large plant of the same kind at Florence, where a site has already been secured, work on the foundry to commence without delay.

Springfield, Mass.—The United Whip Company is planning to build an addition to the present factory on Main Street, the new building to be about 125 feet long and 45 feet wide, and two or three stories high, with a basement. The addition will connect with the wing of the present building.

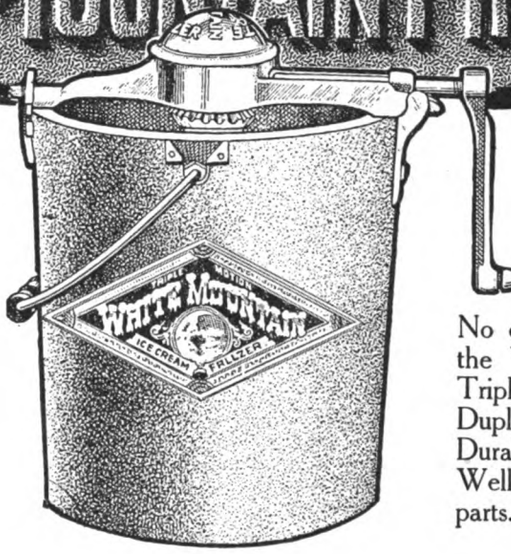
Warren, Ohio.—Under the new organization of the Penn Shovel Mfg. Co. Clay Hanna is the new shop superintendent and Charles A. Day, sales manager. The work of installing the 50-ton a day mill is progressing satisfactorily and will give employment to about seventy-five additional men.

Miscellaneous.

Louisville, Ky.—At a special meeting of the stockholders of the Turner, Day and Woolworth Handle Company, the capital stock was increased to $1,000,000. The increase was in the common stock and the common holders have the right to subscribe for the new issue at par in the proportion of one share to every five shares they now hold. The new capital is for the purpose of taking care of the company's rapidly expanding business, which is reported to have increased 50 per cent. last year over the preceding year.

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of Freezers for 1907 because for 30 years they have enjoyed the enviable distinction of being first in quality---first in mechanical improvements and first in producing the best ice-cream.

The Secret

of their supremacy lies in **Their Construction.**

No other freezer is made like the White Mountain, with its Triple Motion—
Duplex Malleable Iron Beaters—
Durable, Water Proof Tubs—
Well made and perfect fitting parts.

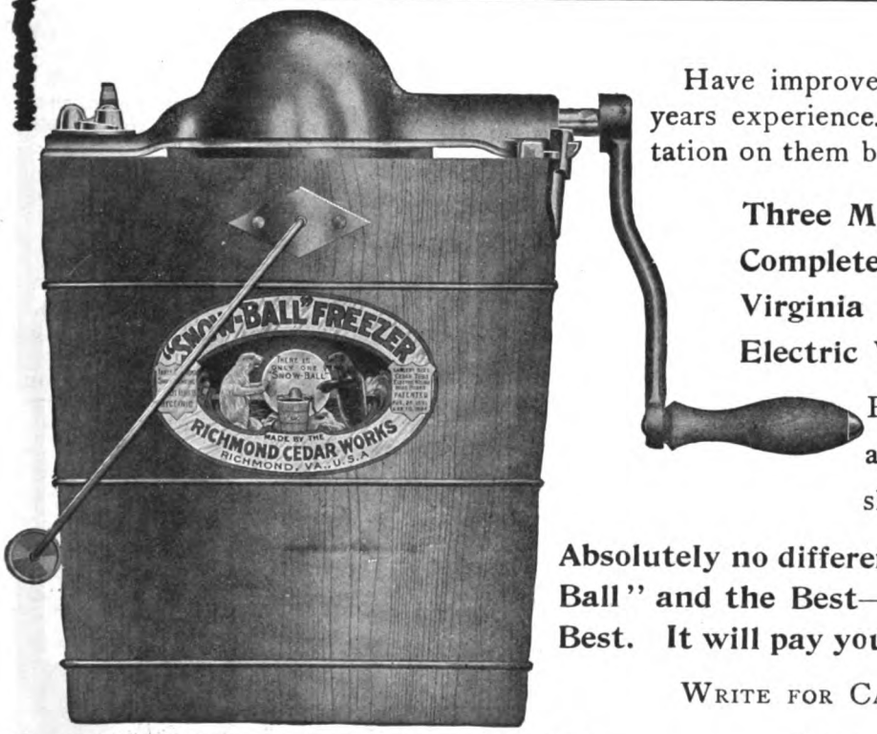
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Three Motions
Completely Encased Gearing
Virginia White Cedar Tubs
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The World's Largest Manufacturers of Wooden Ware and Hardware Specialties

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BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Bay City, Mich.—The organization of the Bay City Boat Mfg. Co. with a capital of $100,000 has been announced. L. J. Weatherwax, formerly a heavy stockholder of the Brooks Company, is president of the new company, and C. L. Fox is secretary. It is said that the company will occupy several old buildings until Spring, when a regulation shipbuilding plant will be erected. They will build pleasure boats of all sizes.

New York, N. Y.—New York Auto Sales Co. has been incorporated to manufacture vehicles and parts thereof; capital, $1,000. Incorporators: Eugene P. Billin, No. 1446 48th Street, Brooklyn; Frank McDermott, No. 1454 Wilkins Aevnue, The Bronx; Irene L. Bowden, No. 644 East 141st Street, New York.

Philadelphia, Pa.—The Philadelphia Bait Mfg. Co. have incorporated for the purpose of manufacturing and selling a complete line of sporting goods.

Winnipeg, Man.—G. A. Britton, of the Ashdown Hardware Co., and R. J. McKay, of the Hingston-Smith Arms Co., have joined in a partnership under the name of the Western Sporting Goods Co., and will do business in the Stobart block, on Portage Avenue. Messrs. Britton and McKay have been for the past few years among the foremost of Winnipeg sportsmen.

Changes and Improvements.

Albany, N. Y.—The Albany Hardware & Iron Company have added automobile supplies and accessories to their sporting goods department and are gradually increasing the variety. At present it has become an important feature of their business and has led them to import quite largely in certain lines. They also buy from the American manufacturers of accessories in the automobile line.

Baltimore, Md.—A. G. Alford, the well-known wholesaler and retailer of sporting and athletic supplies, is now located at 309 East Baltimore Street. This is back in the old quarters he occupied before the fire, and is a much finer store, being 20 by 80 feet. The establishment is fitted out in handsome style, having new dark oak fixtures with large, plate-glass show cases extending to the floor. It is heated by water system and lighted with electricity, and is considered one of the finest sporting goods stores in the South.

Bristol, Conn.—The plant and business of the Liberty Bell Co. has been purchased and taken over by the New Departure Mfg. Co. The manufacture of the New Departure bells now will be concentrated in the Liberty factory, thus affording room in the New Departure plant which is needed for the increased production of coaster brakes and other specialties. Under the new order of things, E. D. Rockwell, formerly general manager of the Liberty Bell Co., will become manager and superintendent of the New Departure bell department. Originally he was associated with his brother, A. F. Rockwell, in what was then the New Departure Bell Co., but in 1897 they separated and E. D. formed the Liberty Bell Co., which was capitalized at $50,000 and of which M. L. Peck was president. The New Departure Co. has applied to the legislature for authority to increase its capital to $1,000,000.

Brooklyn, N. Y.—The Prospect Motor Mfg. Co. is making ready to place on the market the Simplex speed indicator, an instrument specially designed for motorcycle use. It will operate by a friction wheel in contact with the front tire and will be applicable to wheels of all diameters.

Buffalo, N. Y.—F. F. Rick & Co., jobbers, have filed articles of incorporation which place their capital stock at $10,000. Frederick F., Otto R. and Thomas A. Rick are named as the corporators.

Chicago, Ill.—The Plume & Atwood Mfg. Co., whose immense factories are located at Waterbury and Thomaston, Conn., respectively, have moved their Chicago headquarters from the old stand at 199 Lake Street to the fifth floor of the new Heyworth Building, Wabash Avenue and Madison Street. The change was effected at the beginning of the year and was contemporaneous with the removal of their New York offices from their old quarters to No. 279 Broadway. Albert E. Snow, late general Western manager of the company at Chicago, has removed to New York, taking the position of general superintendent of sales. C. M. Chase, at the Heyworth Building, succeeds Mr. Snow as manager of the Chicago office of the Plume & Atwood Co., and William M. Kent, the American Ring Co., assoiated therewith.

Coldwater, Mich.—Rogers & Hunt; Mr. Rogers' interest purchased by George Wicker.

Escanaba, Mich.—L. K. Edwards has opened a new store in Masonic Block.

Freeport, Ill.—The Frazer Mercantile Co. are adding sporting goods to their line of Hardware.

Homewood, Ill.—A number of well-known professional golf players, some of them ranking among the best club makers in this country, have organized a company to manufacture clubs for the sporting goods trade. The style of the new firm is the P. G. Manufacturing Co., and it is established at Homewood. The company will make a specialty of turning out golf clubs for dealers in golf supplies. The plant is equipped with up-to-date machinery for club making and the firm has on hand a large stock of well-seasoned and selected second-growth hickory shafts. The iron head department is in charge of a first-class mechanic who has had years of experience in the largest shop in Scotland. David and James Foulis, Robert White and W. H. Way are some of the professional players interested in the new venture. They will be pleased to furnish prices and estimates.

Kawanda, Man.—Burns Bros., Hardware and sporting goods dealers, are moving their stock to Portage la Prairie, Man.

Lancaster, Pa.—E. S. Gleim of 132 North Water Street, will, about April 1, open an exclusive sporting goods store under the name of the Lancaster Sporting Goods Co., which will handle a complete line of athletic goods, guns, ammunition and fishing tackle.

Madison, Conn.—The Winchester Repeating Arms Co., of New Haven, has bought Hammonassett Point, the ground being called Island Farm, and containing about 150 acres. The purpose in purchasing it is to use the property for proving grounds.

Montreal, P. Q.—Lewis Bros., jobbers of Hardware and sporting goods, are now represented in Toronto by W. R. Tait, Max Morell, the former manager, having resigned to become sales manager for Rice Lewis & Son, Toronto.

Philadelphia, Pa.—John E. Pike, manufacturer of knit goods, shaker knit sweaters, coat sweaters and a full line of athletic hose, has now moved into larger quarters at Jasper and York Streets. The floor space is now more than double that formerly occupied and many new machines have been installed, so that henceforth the firm will be in much better shape to attend to the wants of its patrons.

Shelton, Neb.—Gumprecht Bros. & Co. have succeeded J. B. Hodge & Co., and will carry sporting and athletic goods.

Toronto, Ont.—A. Hyslop has been appointed representative of the Canada Cycle & Motor Co., Toronto Junction, in the Maritime Provinces, taking the place of F. Luke, who has become one of the company's representatives in Western Canada.

Embarrassments.

Cambridge, Mass.—George F. Schwartz, dealer in sporting goods, has made an assignment; liabilities, $766; assets, $440.

Miscellaneous.

A new application of the motorcycle to military service has been invented in Austria. It concerns the quick laying of telephone and telegraph wires. In front of the cycle is installed a cylindrical roll or reel upon which the wire is wound, and a man sitting in the moving car lays the wire by means of a long pole, either in the tops of the trees, or, if there is none, in the ditches or gutters. With the new apparatus three miles of wires may be laid in twelve minutes.



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GUNNERS' CLOTHING

and Accessories, Base Ball Uniforms, Gloves, Mitts, Supplies and Sporting Goods of every description.

Our goods are made of the right stuff and sold at the right price with a profit for you, Mr. Dealer.

SAMPLES NOW READY!

Consolidated Sporting Goods Mfg. Co.
44 N. 10th St., PHILADELPHIA, PA.

The Famous
HAMILTON RIFLES



Just the thing for target practice or hunting small game.

35 inches long. Barrel and Action 21¾ inches long. Take down. Bolt action model. Stock of Walnut. Beautifully finished in blue-black gun finish. Automatic action in loading and ejecting exploded shell. Retail $3.00.

MODEL NO. 19

Same as No. 23, combines simplicity, beauty of finish, strength and shooting power. Simple loading process. Extractor. Rapid and perfect action. Convenient take-down features. Retail $2.00.

MODEL 15

Same as No. 19, but with barrel 4 inches shorter. Retail $1.50

Model 23
The Great Favorite

Send for New Catalog.

Hamilton Rifle Co.

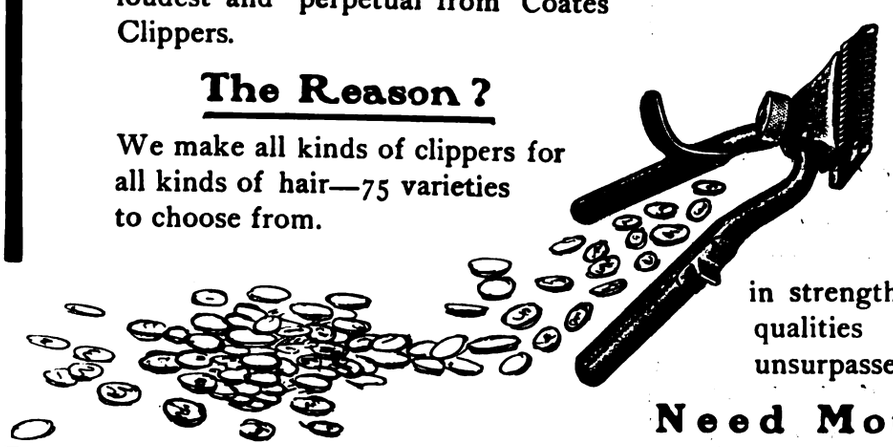
PLYMOUTH, MICH., U. S. A.

The Jingle of Profits

In your till from Clippers will be loudest and perpetual from Coates Clippers.

The Reason?

We make all kinds of clippers for all kinds of hair—75 varieties to choose from.



We have made Coates Clippers for over

A Quarter Century

In beauty of finish—in strength and in fine cutting qualities Coates Clippers are unsurpassed.

Need More Be Said?

Yes—write at once to the Coates Clipper Co., Worcester, Mass., for catalogue and prices. Better still: Try a sample order this Fall of

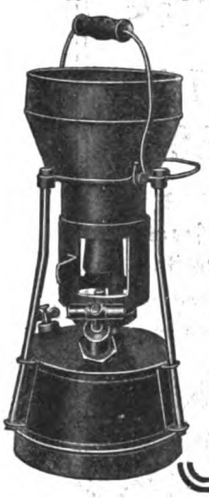
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Is simple in construction, reliable and durable under all conditions of work.

Smokeless—smellless—coilless.

Absolutely safe; approved by underwriters.

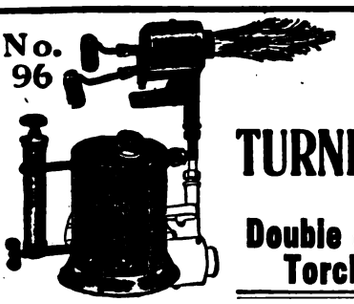
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Send for booklet and prices.

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Uses 74 degrees gasoline—1¼ pt. per hour.

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DEALERS: There's a generous profit in these shingles for you. There's no question about their popularity. Inexpensive, yet unusually handsome, strong, light and will last indefinitely. *Send for Catalog.*

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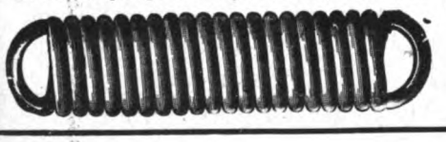
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TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

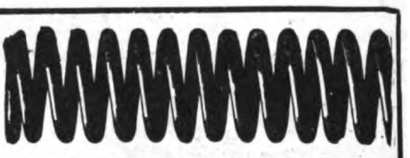
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Newark, N. J., U. S. A.
New York Office and Salesroom,
155 CHAMBERS STREET.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





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85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.



GODDARD'S MOP PRESS

The best machine made for drying a mop. Nothing to get out of order; only four pieces in it. The most simple, durable and efficient on the market.

ALL MALLEABLE IRON
Sells on Sight. Warranted One Year
Send for Circulars to

GODDARD MOP PRESS CO.
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WATROUS AUTOMATIC DOOR CATCH

TWO-THIRDS ACTUAL SIZE.

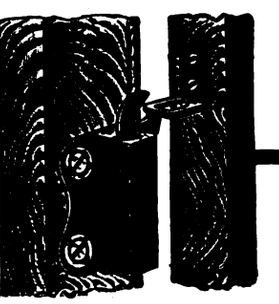
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For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar.

Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.

The E. L. Watrous Mfg. Co.
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THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.

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TREASURY Department, Bureau of Engraving and Printing, Washington, D. C., February 4, 1907.—Sealed proposals will be received at this office until 2 P. M., Monday, April 1, 1907, to furnish during the fiscal year beginning July 1, 1907, the following classes of supplies, viz.: Paper, etc., Binders' Supplies, Electrical Supplies, Printers' Inking Rollers, and Paper Boxes. The proposals must be received not later than the time above specified, but they will not be opened until 10 A. M., on respective dates as follows: Paper, etc., and Binders' Supplies, May 17, 1907; Electrical Supplies, Printers' Inking Rollers, and Paper Boxes, May 20, 1907; on which dates at the hour named, they will be opened and recorded in the presence of bidders in the office of the Director of Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids, or parts of bids. Blank forms, with specifications for proposals and further information, will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau.

TREASURY Department, Bureau of Engraving and Printing, Washington, D. C., February 4, 1907.—Sealed proposals will be received at this office until 2 P. M., Monday, March 25, 1907, to furnish during the fiscal year beginning July 1, 1907, the following classes of supplies, viz.: Grocers' Sundries, Hardware, Dextrine, and Oils, etc. The proposals must be received not later than the time above specified, but they will not be opened until 10 A. M., on respective dates as follows: Grocers' Sundries, May 21, 1907; Hardware and Dextrine, May 25, 1907; Oils, etc., May 27, 1907; on which dates at the hour named, they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids or parts of bids. Blank forms, with specifications for proposals and further information, will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

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SALESMEN, $3,000; Office Manager, $1,300; Draftsman, $1,200; Teacher, $1,500; Superintendent, $1,800—other positions open for high-grade men. Write us to-day stating age, experience and position desired. Hapgoods, 305 Broadway, N. Y.

HARDWARE stock wanted in exchange for good improved farm in Iowa, Illinois or Missouri. L. C., care of HARDWARE.

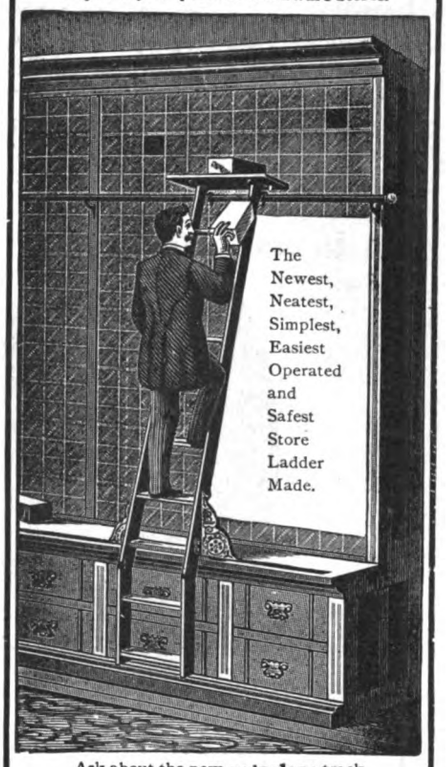
FOR SALE—A well-established Hardware and paint store, near Boston, in a large city and doing a profitable business—good reason for selling. Terms cash. Address Box 1, Cambridge A, Boston, Mass.

A LONG established plumbing, steam, roofing and tinsmithing business in the best part of the Bedford section of Brooklyn, good reason for selling; only $300 required. J. B., 1226 Sterling Place, Brooklyn, N. Y.

TREASURY Department, Bureau of Engraving and Printing, Washington, D. C., February 4, 1907.—Sealed proposals to furnish during the fiscal year beginning July 1, 1907, supplies of Chemicals, etc., Lumber, and Plumbers' Supplies, will be received at this office until 2 P. M., Monday, April 15, 1907, at which time they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids or parts of bids. Blank forms, with specification for proposals and further information, will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau.

TREASURY Department, Bureau of Engraving and Printing, Washington, D. C., February 4, 1907.—Sealed proposals will be received at this office until 2 P. M., Monday, March 25, 1907, to furnish during the fiscal year beginning July 1, 1907, the following classes of supplies, viz.: Textiles, etc., Rubber Goods, Engravers' Supplies, and Dry Colors. The proposals must be received not later than the time above stated, but they will not be opened until 10 A. M., on respective dates as follows: Textiles, etc., and Rubber Goods, May 23, 1907; Engravers' Supplies, May 29, 1907; Dry Colors, May 31, 1907; on which dates, at the hour named, they will be opened and recorded in the presence of bidders in the office of the Director of the Bureau. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids or parts of bids. Blank forms, with specifications for proposals and further information, will be furnished intending bidders on application to Thos. J. Sullivan, Director of Bureau.

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Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
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Robert Murray.
24 Duane St.,
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General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

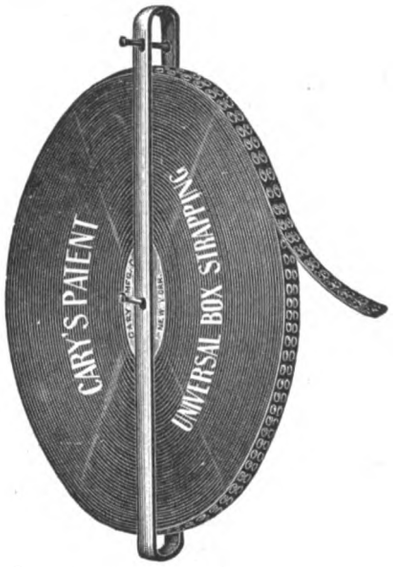
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SECURE
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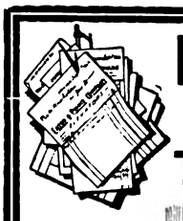
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A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.

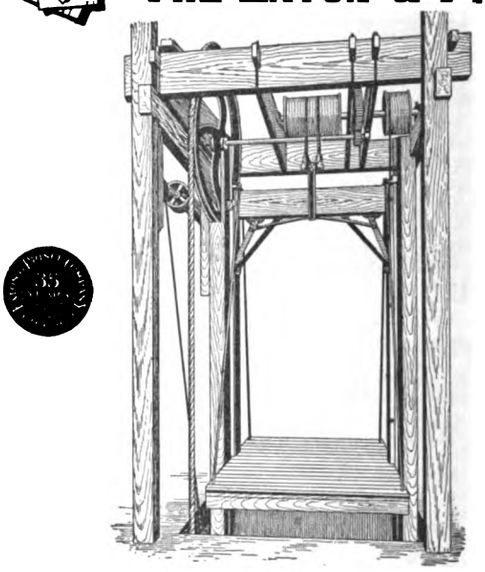


Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

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Reduced 25% by using
THE EATON & PRINCE



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We Pay the Freight—You Install Elevator Yourself

We will ship this Elevator direct to you, freight paid and you can install it yourself without expense except the help of the average mechanic. This is an exceptional offer. Everyone knows that EATON & PRINCE means dependable Elevators. No other Elevator is quite as good because none is made with such infinite care. Send for Catalogue No. 57.

We are also extensive makers of Passenger and Freight Elevators, for direct and alternating current. Send for catalogue.

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Pure and Absolutely Safe

Cooking Utensils are those which will **NOT SCALE OFF** like cheap enamel; **NOT SCORCH OR BURN** like light fry-pans and skillets; **NOT ABSORB GREASE OR FLAVORS** like Cast-Iron. In a word **"HYGIENIC"** is the condition and **"HEALTH"** the result when using

"NEVER-BREAK" STEEL SPIDERS, GRIDDLES AND KETTLES.

Look for the **BRAND**—it is what the signature is to a bank check—you can't expect the **GENUINE** from more than one.

THE AVERY STAMPING CO., Cleveland, O.
Sole Mfrs. of "NEVER-BREAK" GOODS.

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our catalog file for anything you need in the hardware line.
We keep it up-to-date for your benefit.
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DON'T FAIL

TO MENTION "HARDWARE"

WHEN WRITING

TO

THESE ADVERTISERS.

PAINTS, OILSAND COLORS.

Oils

Linseed, City, raw, in barrels, ₩ gal	42c
Linseed, City, boiled, in bbls, " "	45c
Out of Town, on spot, ₩ gal	42c
Calcutta, raw, in barrels, ₩ gal	70c
Lard, prime city, ₩ gal	72@78c
Lard extra, No. 1	47@49c
Lard, No. 1	40@44c

Paints and Colors

Barytes, Foreign floated, ₩ ton	$18.50@20.00
Barytes, American floated, ₩ ton	$19.00
White Lead, American, dry, in bbls., ₩ lb	6¾c
White Lead, American, in oil, in lots of less than 500 lbs., ₩ lb. net	7¾c
In lots of 500 lbs. and over, ₩ lb	7¼c
White Lead Eng., in oil, ₩ lb	9¾@10c
Zinc, American dry, ₩ lb	5½@5¾c

Putty, Commercial—₩ 100 lb

In bladders	$1.70 @1.85
In bbls or tubes	1.30 @1.40
In 1 lb. to 5 lb cans	1.65 @1.85
In 1[illegible] to 50 lb cans	1.50 @1.90

Spirits Turpentine

In regular bbls	70½@71c
In machine bbls	71@71½c

Dry Colors

	₩ Lb
Blue, Chinese	36@44c
Blue, Prussian	22@26c
Blue, Ultramarine	14@15c
Sienna, Italian, burnt & powdered	3@4½c
Sienna, Italian, raw & powdered	3@4½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	6@7½c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	3@4½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Ivory, best	18@20c
Blue, Chinese	36@40c
Blue, Prussian	27@30c
Blue, Ultramarine	14½@15c
Sienna, burnt	3@3½c
Sienna, raw	3@4½c
Umber, burnt	2½@3½c
Umber, raw	2½@3½c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B ..... 52@55c
G. D ..... per M 34@35c
F. L ..... per M 40@42c
G. E ..... per M 48@50c
Musket ..... per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M 20%
B.L. Caps (Sturtevant Shells) $2.00 per M 20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50 ..... 10&5%
32 C. F., $7.00 ..... 10&5%
22 cal., Rim, $1.50 ..... 10&5%
32 cal., Rim, $2.75 ..... 10&5%
B. B. Caps. Con. Ball, swgd $1.90
B. B. Caps, Round Ball $1.49
Cent. Fire 25%
Target and Sporting Rifle ..... 15&5%
Primed Shells and Bullets ..... 15&10%
Rim Fire Sporting 50%
Rim Fire Military ..... 15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges ..... 60&5%
Climax, Club, Rival, 10 and 12 gge. .65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge ..... 25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge 20%
Climax, Union, League, New Rival, 10 and 12 gauge 25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list) 20%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge ..... 33⅓&5%

SHELLS, LOADED—

Black Powder 40%
Smokeless Powder, medium grade ..... 40&5%
Smokeless Powder, high grade ..... 40&10&10

SHOT—

Drop, up to B 25 lb bag $1.90
Drop, B and larger, per 25 lb bag 2.15
Buck, 25 lb bag 2.15
Chilled, 25 lb bag 2.15
Dust Shot, 25 lb bag 2.35

GUN WADS—₱ 1000—

B E., 11 up ..... $ 60
B. E., 9 and 10 70
B. E., 8 80
B. E., 7 80
P. E., 11 up ..... 1.00 -15%
P. E., 9 and 10 ..... 1.25
P. E., 8 ..... 1.50
P. E., 7 ..... 1.50
Ely's B. E., 11 and larger ..... $1.70@$1.75
Ely's P. E., 12 to 20 ..... $3.00@$3.25

Animal Pokes

	₱ doz.
Iowa Farming Tools.	
Hawkeye	$3.25
Western	4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net	$2.00
Burton's, ₱ doz. pair, Nos. 2 and 5	50c
Per doz. pair, No. 1	75c
Per doz. pair, No. 4	1.00
Kohler's:	₱ Gro.
Daisy, No. 4	Net. $4.80
Perfect, No. 2	Net. 6.00
Bolt Holder, No. 1	Net. 8.40

Anvils

Eagle Anvils, ₱ lb, net 8½c
Hay-Budden, Wrought ..... 9½@9¾c
Peter Wright's ..... 11@11½c
Trenton ..... 9 1-2@9¾c
Columbian, all steel, ₱ lb, net 9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill) ..... $18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells 70%
Com. Auger Bits ..... 75@75&5%
Forstner Pat. Bits 25%
Ford Auger Bit Co:
Auger Bits, Car Bits, Machine Bits ..... 40@40&5%
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 80 ..... 40&7½%
Nobles Double Spur, No. 82 ..... 55%
No. 10, Extension Lip 25%
Car Bits, No. 10 ..... 25%
Car Bits, No. 20 ..... 40&7½%
Ring Augers 66⅔%
Jennings' Pattern ..... 50&10%@60%
Snell's Auger and Car Bits:
Extra ..... 60&10%
No. 1 ..... 60&10&10%
Russell Jennings' Augers and Bits ..... 25&10&2½%

HOLLOW AUGERS—

Ames ..... 25&10%
Bonney's Adjustable ..... ₱5.50@6.00
Hibbard's Adjustable ..... Net prices
Ives ..... 25&10%
Millers Falls, Goodell ..... 15&7½&10%
Universal, each $4.50 ..... 30%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat. ..... 33⅓&10%
Clark's small, $18 ..... 40&10@ 50%
Clark's large, $26 ..... 40&10@50%
Ives' Model, ₱ doz. $60 ..... 50%

DOUBLE CUT GIMLET BITS—

Common, net ..... $3.00@$3.25
German Pattern, net ..... $4.60@5.75
Mayhew's Diamond ₱ doz. $1.25 ..... 40%
Snell's Bell Hangers 50%

TWIST DRILLS—

Bit Stock ..... 60&10@60, 10&10
Taper and Straight Shank ..... 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co ..... 33⅓&5%
L'Hommedieu's 15%
Snell's 40%
Watrous' ..... 33⅓&7½%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.50@4.00
Patent Peg	81@84c
Sewing, Com	88@$1.00
Shouldered Peg	65@70c
Shouldered Brad	63@66c
Socket Scratch ₱ doz	$1.00

Awl and Tool Sets

Alken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10 ..... 60&10%
Brad Sets:
No. 42, $10.50; No. 43, $12.50 ..... 70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 ..... 50%
Ice Awls 55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18 ..... 15&10%
C. E. Jennings & Co's. Adj. Tool Hdls. 33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18 ..... 30%

Axes

Single Bit, base weights:
First Quality $5.00
Second Quality $4.50
Double Bit, base weights:
First Quality $7.50
Second Quality 6.75

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc 50%
Broad and Bbl ..... 40&10%
Boy's Axes 50%
Peck Edge Tool Co.:
Hatchets, shingling, etc 50%
Broad and Bb'l ..... 40&10%
Boy's Axes and Hatchets 50%

Axle Grease

Dixon's "Everlasting" Graphite:

1 lb cans (86 in case)	15 ea.
2 " " " "	25 "
10 " firkins (6 in case)	$1.20 "
25 " "	2.75 "
50 " kegs	5.00 "
100 " "	9.00 "
200 " half bbls	8½lb
375-400 lb "	

Snow Flake: Discount 10%

One-quart cans, ₱ doz.	$ 2.00
Two-quart cans ₱ doz.	3.20
One-gallon cans, ₱ doz.	6.00
Five-gallon cans, ₱ doz.	24.00
Quarter bbls. (15 gals.), ₱ gal.	.45
One-half bbls. ₱ gal.	.40
Bbls., ₱ gal.	.35

Balances, Spring

Chatillon's:
Light, class A 50%
Circular Balances, class C 50%
Ice Balances, class B 50%
Straight Balances, Class A1 ..... 50%
Class A2 ..... 40%
Class D. E. F 30%
Class G 20%

Balances, Sash

Caldwell's 50%
Pullman's ..... 50&10@60%

Beef Shavers

Enterprise:
Japanned, each, $8.00 ..... 25@30%
Tinned, each, $10.50 ..... 25@30%

Bells

HAND—

Hand Bells, polished brass ..... 60&10@60&10&5%
Nickel Plated ..... 50&10@60%
Pure bell metal 60%
Silver chime ..... 32½@35%
Swiss ..... 50&10@50&10&5%
White metal ..... 50&10@50&10&5%

DOOR—

Trip, Gem ..... 50&10%
Gong, Abbe's 45%
Gong, Yankee 55%
New Departure:
Rotary ..... 50@10%
Push 50%

COW—

Common wrought ..... 75%@75&10%
Kentucky ..... 70@70&10%
Texas Star 50%
Western, Sargent's list ..... 70@70&10%

Bellows

Blacksmiths' ..... 65&10@5%
Hand ..... 25&10%
Moulders' ..... 25&10%

Belting Rubber

Boston Belting Co:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
New Jersey Car Spring & Rubber Co:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Miller's Falls ..... 15&10%

Binder Twine

	Per Pound
Sisal	9@9½c
Standard	9@9½c
Standard Manila	10¼@10½c
Manila	11½@11¾c
Pure Manila	18¼@18¾c

Bit Holders.

Angular 45%
Extension:
Barber's, ₱ doz. $15.00 ..... 45@50%
Ives' ₱ doz. $20.00 ..... 60&10%

Blind Adjusters

Columbian 33⅓%
Domestic, ₱ doz. $3.00 ..... 33⅓%
Excelsior, ₱ doz. $10.00 ..... 50&10&2%
North's 10%
Zimmerman's ..... 50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr $9.00
Zimmerman's ..... 50@50&10%

Blocks, Tackle

Eddy's ..... 50&10@60%
Hartz' Steel ..... 50@50&5%
Iron Strapped, Japanned Sheaves ..... 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japanned Sheaves ..... 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 30%
Pat. Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block 50%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 50%
Wrought Barrel 80%
Wrought Barrel Bolts, Griffin's 75%
Wrought Square 70%
Wrt Shutter, St'nrd list ..... 70&10%
Wrought Spring, Sargent's ..... 70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller ..... 70&12 1-2%
Larger and longer ..... 60&2 1-2%
Phila. Eagle, $3.00 list May 24, '99 ..... 80%
Bolt ends, list Feb. 14, '96 ..... 65@65&5%
Bolt ends, with C and T nuts 60%
Machine, ⅝x4 and smaller ..... 70&12%
Machine, larger and longer ..... 60&7 1-2%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99 ..... 75%
Bay State, fluted 75%
Eagle Phila 82½%
Norway, Phila 80%
Common ..... 75&10@80%
Norway, Phila 80%
Portchester, Norway 80%
Phila 82½%

STOVE AND PLOW—

Plow ..... 65&10%
Stove 32 1-2%

MISCELLANEOUS—

Sink 32 1-2%

Bone Mills

Enterprise ..... 25@30%
Stearns 40%

Borers, Tap

Enterprise ..... 20@25%

Each	$1.25,	$1.75,	$2.50
Nos.	1	2	3

C. E. Jennings & Co.:
No. 6 ..... 30&10%
No. 10 ..... 25&10%
Common ring ..... 20&10%
Ives ..... 25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat.	$2.50,	$3.75
Ajax		40%
Phillips		$4.00 net

Box Scrapers

Bradley's 20%
Stanley's Adjustable 45%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal" ..... 25&10%
Standard Metal Strap Co's.:
Eclipse ..... 20&10%

Braces

Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
C. E. Jennings & Co.:
No. 108@114½ ..... 50&5&10%
No. 208½@214½ ..... 50&5&10%
Lancaster Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets

Griffin's Folding ..... 70&10%
Griffin's Pressed Steel ..... 80@80&10%
Bradley's Pat., full cases. 80&10@80&10&10%
Bradley's, in broken cases ..... 80&10%
Baine's Adjustable 25%

Bright Wire Goods

Standard list:
Steel ..... 90&10%
Brass ..... 85&25%

Bull Rings

Humason, Beckley & Co's 80%
Rea's 2½ in. net, ₱ doz $1.50
Sargent's 80%

Butchers' Cleavers

New List, Feb. 1, 1906:
Foster Bros., flat heads 30%
Foster Bros., round heads 30%
Lancaster Mach. & Knife Works 33⅓40%
L. & I. J. White 30%
Plumb's 30%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star ..... 15@15&10%
C. E. Jennings & Co ..... 30&10%

Butter and Cheese Triers

Ordinary Black Handle 25%
Humason & Beckley's 40%

Butt and Rabbet Gauges

Stanley's ..... 25&10%

Butts

BRASS—

Wrought Brass, New list 50%

CAST IRON—

Fast Joint, broad ..... 40&10@50%
Fast Joint, narrow ..... 40&10@50%
Loose Joint ..... 70&5@75%
Loose Joint, Japanned ..... 70&5@75%
Loose Joint, Jap. with Acorns ..... 70&5@75%
Loose Pin ..... 70&5@75%
Mayer's Hinges ..... 70@70&5%
Parliament Butts ..... 70@70&5%

WROUGHT STEEL—

	Discount.	Extra, 10&10@
Reversible and Broad	75%	
Light reversible, Light Narrow	75%	
Loose Joint, Narrow L'ht, Inside Blind, etc	70&10%	
Back Flaps, Table Chest	70%	

Can Openers

American ..... ₱ gross, $1.75@$2.00
No. 5, Iron handle ..... ₱ gross, $2.00
Sardine Scissors ..... $1.75@$2.00
Sardine Scissors, forged steel ..₱ doz., $3.00
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50 ..... 80%@80&10%

Cartridges

See Ammunition.

Casters

Bed ..... 70@70&10%
French or Philadelphia Iron wheel ..... 75@75&10
Plate ..... 60@60&10
Payson's Furniture ..... 70&10&10
Payson's Truck ..... 70&10
Standard, Ball Bearing 45%

Cattle Leaders

Humason, Beckley & Co's 70%
Sargent's ..... 70&10%
Welton's ..... 70&10%

Chain

American Coil, Straight Link:

Inch	₱ 100 Lbs.
3-16	$3.15
¼	3.80
5-16	5.25
⅜	4.55
7-16	4.35
½	4.15
9-16	4.15
⅝	4.00
¾	3.90
⅞ to 1	3.85
1¼ to 1½	3.95

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain .....

Chains

Galvanized Pump chain, ₱ lb ..... 41@44½c
Ger. coil, list July 24, '97 .. 60&10@60&10&10%
Ger. Halter chain, list July 24, '97. 60&10&10%
Jack chain, Iron ..... 60&10%
Jack chain, Brass ..... 50&10%
Oneida Wire Dog chains ..... 45@50&5%
Trace Wagon and Fancy Chains:
New list ..... 60@60&5%
Bridgeport Trace chains 65%
Stake chains 65%
Heel chains 30%

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COW TIES—
American ..... 45&50%
Niagara ..... 45&5@50&10&5%
Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute ..... 33⅓&5%
Sisal ..... 33⅓&5%

Chain Guards
Aluminum S. & N. Co 50%

Carpet Stretchers
Bullard's ..... 33⅓&5%
Montross' "Excelsior" and Tack Hammer Cumbine t, ₱ doz., $6.00 ..... 20%
Cast Iron, Steel points, ₱ doz 80c
Sockets, ₱ doz $1.75

Carpet Sweepers
Sterling Carpet Sweepers:
Model A, Nickel trimmings 25.00
" B, Japd. " 21.00
" " Nickel " 23.00
" C. " " 21.50
" D, Japd. " 19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners
Enterprise ..... 25%@30%
Goodell's Family, net ₱ doz $5.00
Rollman's, net., ₱ doz 6.00

Chisels
SOCKET FRAMING & FIRMER—
Standard Makes 75%
L. & I. J. White ..... 30@30&5%
C. E. Jennings & Co., No. 70 ..... 25&10%
Jennings & Griffin Mfg. Co 60%
TANGED & MISCELLANEOUS—
W. & S. Butchers' ..... $4.75@$5.00 to £
C. E. Jennings & Co ..... 25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels 25%
Tanged Gouges 25%
Tanged Firmers ..... 33⅓&10%
Tanged Gouges ..... 33⅓&5
L. & I. J. White ..... 25&5%
COLD CHISELS—
Good quality, ₱ lb ..... 18&16c
Snell's best C. S ..... 40&5%
Cronk's 50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers
HORSE—

	Each.	
Chicago Flexible Shaft Co's.:		
Lightning Belt Clipping Mach.	$15.00	20%
New '98, Chicago	8.75	
1902 Chicago	10.75	
Twentieth Century	5.00	

Coach Oil

Snow Flake.		
One-pint cans, ₱ doz.	$ 3.00	10&5%
One-quart cans, ₱ doz.	4.80	
One-gallon cans, ₱ doz.	15.00	
Five-gallon cans, ₱ doz.	66.00	

Cocks, Brass
Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks ..... 55&10@60&10%

Coffee Mills
Box and Side ..... 50&10@60%
Enterprise Mfg. Co ..... 20@25%
Lane Bros. Co 30%

Compasses, Dividers, &c
Athol Calipers and Dividers 40%
Bemis & Call Co's.:
Compasses 50%
Dividers 65%
Compasses, Calipers, Dividers ..... 70@70&10%

Coopers' Tools
L. & I. J. White ..... 20@20&5
Sandusky Tool Co ..... 20@20&10%

Corkscrews
Detroit Cork Screw Co ..... 33⅓&5
Humason & Beckley Mfg. Co ..... 50&10%
Samson, ₱ doz $10.00

Corn Hooks
Kretsinger Cut-Easy ..... ₱ Doz. net $6.00

Corn Knives and Cutters
Bradley's ..... net
Wadsworth's 60%

Countersinks
Mayhew's Diamond ..... 40@45%
Smith's 25%
Snell's 40%
Wheeler's Patent 50%

Cow Ties
See Chains.

Crayons
Sargent's List 20%

	₱ Gro.
Dixon's:	
Eclipse ..... 7 in., $6.75; 9 in.,	$4.38
Emerald	5.00
Oriole	5.0
Rainbow	3.12
Solid	7.50
Tailor black, $5.62; red and blue	9.50

Curry Combs
Kohler's 40%
The Metal Stamping Co 40%
Southington Cutlery Co's ..... 25&10%

Cutlery
Foster's Pocket 30%
Carriers' Pocket 50%

Diggers
See Post Hole, etc.

Dividers
See Compasses, Dividers, etc.

Dog Collars
Walter B. Stevens & Son:
Brass 40%
Embossed Glit ..... 30&10%
Leather 40%
Union Hd'wre Co., new list ..... 50@50&10%

Door Checks
Bardsley's ..... 40@45%
Columbia ..... 50&10%
Eclipse ..... 60&10%
Home ..... 50&10%
Pullman's Screen, ₱ doz. net $4.50

Door Holders
Empire 50%
Superior 33⅓%

Door Springs
Columbian Steel 20%
" Faultless 50%
Gem (Coil), list Oct. '95 ..... 20%
Pullman, Perfect 25%
Pullman Coil 25%
Star (Coil), list Oct. '95 ..... 30%
Torrey's Rod, 39 in., ₱ doz. net $1.10@$1.25
" 48 in., " " " 3.50
Victor, Coil ..... 50&10&10%
Chicago Coil Springs ..... 40&10%
Reliance Coil Springs ..... 40&10%

Drain Cleaners
Iwan's Adjustable 55%
Iwan's Stationary ..... 40&5%

Drawer Pulls
Drawer Pulls, Griffin Mfg. Co., list ..75&10%
Sargent's list 60

Drawing Knives
Standard Makes ..... 70&10@75%
Adjustable Handle ..... 25@25&10%
Jennings & Griffin 60%
Watrous 16⅔%
L. & I. J. White ..... 20&5@25%

Drills and Drill Stocks
Automatic Boring Tools, Goodell's 40&5@40&10%
Blacksmiths' 60%
Breast, Miller's Falls, each $8.00 ..... 15&10%
Hand, Goodell's ..... 30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00 ..... 33⅓&5
TWIST DRILLS—
See Augers and Bits.

Drive Punches
Bemis & Call's:
Hand forged, round 50%
Hand forged, oval 50%

Egg Beaters

	₱ Doz.	₱ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz.	$6.60 1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.80
No. 2, Tinned, hotel size	2.00	24.00

Emery Wheel Dressers.
Sterling 35%

Escutcheons
Wood 25%

Farriers' Knives

	₱ Doz.
"Challenge"	$6.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.35

Faucets
Iron Petroleum ..... 70@70&10%
SELF MEASURING—
Enterprise ₱ doz. $36.00 ..... 40&10%
Lane's ..... $40.10&2%

Files
DOMESTIC—
New list, Nov. 1, 1899:
American ..... 75&10@75&10&10%
Arcade ..... 75&10@75&10&10%
J. Barton Smith ..... 75&10@75&10&10%
Disston's 75%
Disston's Superfine 50%
Eagle ..... 75&10@75&10&10%
Great Western ..... 75&10@75&10&10%
Kearney & Foot ..... 75&10@75&10&10%
McClellan ..... 75&10@75&10&10%
Nicholson ..... 70&10@75&5%
Nicholson's X. F. Files ..... 40@40&10%
Royal ..... 80@80&10%
IMPORTED—
Stub's ..... Stub's list, 30@33⅓%

Filters
Acorn 50%
Fulper's Natural Stone ..... $6.50@$13.50
Subject to trade discount.

Fish Hooks
Am. Fish Hook Co. list ..... 60@60&10%
Kirby & Limerick, low list (50c. base) ..10%

Fishing Tackle

	₱ Doz
Bishop's	
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers
Covert's Saddlery Works:
Great American ..... 60&20%

Freezers, Ice Cream
"Alaska":

Qts.	1	2	3	4	6
Net	$1.15	$1.35	$1.60	$1.95	$2.60

"North Star:"

Net	$1.25	$1.45	$1.75	$2.25	

Fruit, Wine & Jelly Presses
Enterprise ..... 20@25%

Fry Pans
Standard list ..... 75&10@80%

No.	1	2	3	4
₱ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$6.00	$7.00	$8.00	$9.00

Kitchen Specialty Co.: Net ₱ Gro.
Size AA $8.10
" A 6.70
" B 9.80
" C 9.90

Gauges
Bemis & Call's Steel 50%
Disston's Mortise ..... 60&10%
Marking Mortise, etc 55%
Stanley's 35%
Starrett's Surface, Center and Scratch. 25&10%
Wire, Morses 25%
Wire, P. S. & W., low list 80%

Gimlets
"Diamond" Gimlets, ₱ gro ..... $4.00@$4.35
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%

Gimlet Bits
See Augers and Bits.

Globe and Racking Cocks
See Faucets.

Glue
Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins 40%

Glue Pots
See Hollow Ware.

Graphite, Lubricating
Dixon's Pure Flake:
632— 1 lb. cans ..... 20c. ea
633— 5 lb. screw top tin cans ..... 85c. ea
634— 10 lb. screw top tin cans ..... $1.60 ea
644— 25 lb. boxes ..... 15c. lb
645— 50 lb. boxes ..... 14½c. lb
646—100 lb. kegs ..... 14c. lb
647—250 lb. barrels ..... 12c. lb

Grindstone Fixtures
Cronk's 50%
P. S. & W ..... 30@30&10%
Stowells Extra Heavy ..... 40&10%
Stowells Light 50%

Gunpowder
See Ammunition.

Gun Wads
See Ammunition.

Hafts
Brittons, ₱ doz $3.50

Halters
Covert Mfg. Co.:
Jute Rope Halters 50%
Sisal Rope ..... 30&10%
Web Halters ..... 35&5%

Hammers
HANDLED HAMMERS—
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75 ..... 50%
Maydole's ..... 33⅓&5&40&10%
Sargent's new list 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 33⅓&7½%
Engineers and B. S. Hand ..... 50&12½%
Quaker City Hammers ..... 40&10%
Riveting and Tinners' ..... 40&3⅓%
HEAVY HAMMERS & SLEDGES—
Under 2 lb 50c lb ..... 30&5%
2 to 5 lb 40c lb ..... 30&5%
Over 5 lb 30c lb ..... 30&10&5%
Wilkinson's Smiths ..... 9½c@10c ₱lb

Hammock Ropes
Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 20%

Handles
WOOD—
Auger, assorted, ₱ gro $2.75
Auger, large, ₱ gro 3.25
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 32⅜ 40%
Axe, Pick, etc ..... 60&5%@60&10%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron ..... 25@33⅓
Brad Awl, ₱ gro ..... $1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net $1.50
File, assorted, ₱ gro ..... $1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. $2.25@$2.75
Hammer, Hatchet ..... 30&10%
Hoe, Rake and Fork ..... 45@40
Rollis Hdw. Co. Hafts, $9.00 ..... 40&10%
"Simplicity" File Hdls, ₱ gro ..... $ .90&1.50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D Handle ..... 40&10%
Shovel and Spade, Long Handles ..... 40&5@50%
CROSS-CUT SAW HANDLES—
Atkins ..... 40&5%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door
Old Pattern ..... 60&10%
New England ..... 66⅔@70
Chicago Spring Butt Co.:
Friction 25%
Oscillating 25%
Big Twin 25%
Lane's:
Covered ..... 60&5%
Hinge Pattern, net ..... $9.00 ₱ doz.
Standard ..... 60&5%
Special, No. 25 ..... $3.50
" " 30 ..... 3.90
" " 40 ..... 5.00
" " 20 ..... 6.25
Track for same, ₱ 100 ft. net 3.75
Cronk's:
Nos. 1, 1¼, 2 and 3 ..... 60&5%
Nos. 11, 12 ..... 70&10%
No. 50, net $3.60
No. 44, net 4.00
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr. ..60&10%
Myers' Stay-on ..... 60&5%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment
Pullman's ..... ₱ gro. net $9.00

Hangers, Parlor Door, Etc
Lane's:
Standard ..... net $3.20
Ball Bearing ..... " 4.15
No. 105 ..... " 2.85
New Model ..... " 2.85
New Champion ..... " 2.25

Hardware Shelving
OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 423, 40 drawers, no partitions, run. ft., $3.50; net each $30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.23; net each 36.47
No. 1658, 64 drawers, no partitions, run. ft., $5.52; net each 54.28
OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf. run. ft., $2.25; net each 18.75
No. 1703, with two adjustable center shelves, run. ft., $2.75; net each 22.92
NAIL BIN BASES
No. 1722, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.63; net each 30.53

Hasps and Staples
Cronk's 50%
McKinney's "Perfect", $1.10 ₱ doz 50%
Wrought ..... 87 1-2@87 1-2&10%
Wrought, Stanley 30%
Wrought, Griffin 30%

Hatchets
See Axes.

Hay Tools
F. E. Myers & Bro.:
Myers Unloader, double steel track.. $7.00
Myers Unloader, wood track 7.00
Comb. Car, Double steel T 7.00
Comb. Car, wood track 7.00
Rev. Car, Double steel track 7.00
Rev. Car, wood track 7.00
Myers Unloader, cable 7.00
Myers Unloader, single rail 7.00
Sure Grip Sling Car, steel or wood track 12.00
Dbl. Rail steel track, complete, ₱ ft. ——
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each 1.60
Nellis Fork, each 3.00
Double Grapple Fork, each 7.00
Sprouts, Shear Fork, each 1.50
Walker Fork, each 2.50
Common 6 in. wood sheave pulley, Fig. 432, ₱ doz 3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz 3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz 4.80
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz 4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz 3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz 4.50
Hanging Hooks for double steel track, ₱ doz 1.40
Hanging Hooks for single steel track, ₱ doz 1.40
Hanging Hooks for wood track, 10 in., ₱ doz 1.00
16 in., ₱ doz 1.20
Floor Hooks, ⅝ in., ₱ doz 1.40
Malleable Rafter brackets, ₱ doz ..... .70
Wrought Rafter brackets, ₱ doz ..... .70
Rope Hitch, ₱ doz 3.20
Discount on above 50%

Hay and Straw Knives
Auburn Hay, com. and spear point ..40&10%
Iwan's Hay, sickle edge, ₱ doz., net ..$3.50
Iwan's Hay, imp. serrated, ₱ doz., net 10.00
Kohler's Hay, sickle edge, ₱ doz., net. 9.00
Auburn Straw ..... 40&10%
Weymouth, pat., ₱ doz., net $3.00
Wadsworth's ..... 40&10%

Hedge Trimmers
Wadsworth's:
No. 1 ..... 10%
No. 2 ..... 10%

Hinges
WROUGHT IRON HINGES—

Screw Hook and Strap	6 to 12 in., ₱ lb	5½c
	14 to 20 in., ₱ lb	3½c
	22 to 36 in., ₱ lb	3½c

STRAP AND T HINGES—
(New Prices)
List December 20, 1904:
Light Strap Hinges ..... 65% Extra, 10&5&5
Heavy Strap Hinges 70%
Light T Hinges 60%
Heavy T Hinges 50%
Extra Heavy T Hinges 66⅔%
Hinge Hasps 45%
Corrugated Heavy Strap 70%
Corrugated Ex. Heavy T 66⅔%

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SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges....40%
Bommer B. B. Floor Hinges....40%
Bardsley's Patent Checking....15%
Chicago Spring Butt Co.:
Chicago Spring Butts....25%
Triple End Spring Butts....50%
Chicago Ball Bearing Floor Hinge....50%
Garden City Fire Engine House Hinge..25%
Chicago Saloon Door Hinge....25%
Columbian:
Steel Hinges....60%
Floor Hinges....60%
American....30%
Gem....30%
Oxford....30%
Acme, Steel....80%
" Brass....25%
Niles Mfg. Co....30&5%
Superior:
Floor Hinges....33⅓%

GATE HINGES—

Clark's, Nos. 1, 2, 3....50&10@60&10%
N. E., ₱ doz., $7.80....60%
N. E., Reversible, ₱ doz., $5.60....60%
N. Y. State, ₱ doz., $4.90....60%
Western, ₱ doz., $4.20....60%

BLIND HINGES—

Parker....70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13....75%
W. H. Co's., No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₱ doz. sets....30&10%

Hitching Cords

Covert Mfg. Co....45%
Hitchers Stall....30&2%

Hollow Ware

ENAMELED—

Agate Nickel Steel Ware....60%
"Never Break" Steel:
Spiders, Griddles, &c....65&10%
Maslin Kettles, &c....60%
" " Porcelained....50%

STOVE HOLLOW WARE—

Blacklock:
Ground....50@50&10%
Plain or Unground....60@60&5%
Country Ware ₱ 100 lbs. net....$3.00
Enameled Ware....45&10@50%

WHITE ENAMELED WARE—

Maslin Kettles....65@65&10%
Tinned Boilers and Saucepans....35&10%
Enameled....45&10%

GLUE POTS—

Tinned....30&10%
Enameled....35&10%

Hooks

BUSH—

Jennings & Griffin's....33⅓&5%
Wadsworths....55&10%

CAST IRON—

Ceiling, Sargent's list....50&10@60%
Chandelier....60@60@10%
Clothes Line, Sargent's list....50&10&10%
Coat and Hat, Sargent's list....50&10@60%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....60@60&10%
Picture....50&10%
Screw Hat....60&10@70%
Wardrobe....69&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz....$1.25
Wrought Staples, Hooks, &c.... See Wrought Goods.

MEAT—

Enterprise....40%

WIRE—

Atlas, new list, single cases....80%
Atlas, Metal Clasp....75@75&10%
Wire Coat and Hat, Acme....60&10%
Wire Coat and Hat, Gem....70&10@75%
Wire Ceiling, Gem....70&10@75%

MISCELLANEOUS—

Belt....80%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35&5%
Grass, Wadsworth's....60%
Cronk's, Grass, ₱ doz....$2.75
Hooks and Eyes, Brass....60&10%
Hooks and Eyes, Mal. Iron....70&10%
Cotton, box and hay....80@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.....	6	7	8	9	1	
A. C.....	25c	23c	23c	21c	21c	40&5%
American, all sizes, net.....						9½c
Nos.....	6	7	8	9	10	
Anchor and New Haven	12c. net for all sizes 5 to 10.					
Nos.....	6	7	8	9	10	
Ausable.....	29c	28c	25c	24c	23c	50&10%
C. B. K.....	25c	23c	22c	21c	21c	40%
Capewell.....	19c	18c	17c	16c	16c	10&5%
Champlain.....	29c	28c	25c	24c	23c	40&10@50%
Clinton Fin..	19c	17c	16c	15c	14c	30&10%
Essex.....	29c	28c	25c	24c	23c	40&10@50%
Lyra, all sizes, net.....						9½c
Livingston.....						10%&10%
Mand S.....	25c	23c	23c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb.....						12c
Northwestern.	25c	23c	22c	21c	20c	25@25&5%
Putnam.....	23c	21c	20c	19c	18c	33⅓%
New Putnam.	19c	18c	17c	16c	16c	10&10%
Vulcan.....	25c	21c	20c	19c	18c	25&10%
Western.....						40&10%

Shoes, Horse, Mule, &c.

F. O. B. Pittsburgh:
Iron, per keg....$4.10
Steel, " 3.85
Burden's all sizes....3.90

Horse Ties

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Sisal....33⅓%
Jute....44⅓

Hose, Rubber

Boston Belting Co.:
"Boston"....50%
Niagara....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Hose Bands

Star Hydrant....80&20%
Steam....70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross....$9.00 net
Crown....net
Gem Ice Shave....net
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise,.... No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain....20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping, net ₱ doz....$1.50
Foster Bros., butcher, &c....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw

Wadsworth....40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ₱ doz....$8.00
Solid Stone Carving Knife Hones ₱ doz....$2.50
Quick Edge Pocket Knife Hones ₱ doz....$8.00
Mounted Kitchen Sandstone ₱ doz....$1.50
} 40%

Knobs

Bardsley's wood, door, shutter and base....10@15%
Base, rubber tip, 2½ in bead, ₱ gro.... $1.15@$1.25
Door Mineral.... 65@70c
Door Por. Jap'd....70@75
Door Por. Nickel....$2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D....40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion....75&10%
Clipper Improved....50&10&10&5%
Enterprise....40&10"
Genuine Philadelphia Mowers;
Styles M, S, C, K, T....70&10%
Style A (all steel)....60&10%
Style E, low wheel....60&10%
Style E, high wheel....70&10&5%
Drexel, low list....50%
Gold Coins, low list....50%
New Departure, high wheel....70&10%
New Departure, low wheel....75%
Pennsylvania....60&10

Lawn Sprinklers

Enterprise....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy, net, ₱ doz....$7.50
Mystic....6.00
Rainmaker....4.80
Dew Drop....1.20

Leads

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....45%
Sisal....33⅓%

Lemon Squeezers

Berger Bros., ₱ doz...8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz....$9.60
Little Giant....50@50&5%
Porc. lined, Iron, ₱ doz....$1.75
Porc. lined, Wood, ₱ doz....$1.35
Wood, common, ₱ gro.,.... No. 0, $5.25 @$5.50; No. 1, $6.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon....25&10%
Iron Bench, new design....25&10%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish....40%
Cotton Chalk, 20 feet....40&10%
Cotton Trot....20%
Samson Cot., Nos. 4, $2.20; 4½, $2.75....20%
Silver Lake braided, ₱ gro., Nos. 0, $5.00; 1, $6.50; 2, $7.00; 3, $7.50....20%
Wire Clothes:

	18	19	20
100 feet	$2.25	$2.00	$1.75
75 feet	1.80	1.35	1.10

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co....40%
R. & E. Mfg. Co....10%
Reading Hardware Co....40%
Sargent & Co....40%

CABINET—

Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00..40%
Ames Sword Co....40@45%
Brown's brass....25%
Brown's chain....25%
Champion....40%
Eagle....40%
Smith & Egge bicycle....50%
Wrought iron....75&10@80%
Yale Lock Co.,....60%

TRUNK—

Corbin's....25&10%
Eagle....40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory....45@5&50%
Lignumvitæ....45@5&50%
Billes:
Carpenters, Tinners, Box, Carvers...33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden, net ₱ doz....$4.00
Regular Goods....70&10%@75%

Meat and Food Cutters

American....30%

Nos.....	1	2	3	4	5	6
Each.....	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz....30&10@40&10%

Nos.....	1	2	3	4
Each.....	$14	$17	$19	$60

Enterprise....25@25&7½%

Nos.....	5	10	12	20	22	32
Each.....	$2	$6	$2.75	$6	$4.50	$6

Little Giant....40@50%

Nos.....	305	310	312	320	322
Each.....	$35	$48	$44	$72	$68

Woodruff's, ₱ doz....40@50%

Nos.....	100	150
Each.....	$15	$18

Beef Shavers (Enterprise)....25@30%

Meat Juice Extractors

Enterprise....25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	20c
Kosmic	12c
Magnolia, Anti-Friction	25c
Mystic	16c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00....40%
Sargent's....60@60&10%

Mitre Boxes

C. E. Jennings & Co....30&10%
Seavey's, ₱ doz., $30....40%
Stanley Rule and Level Co.:
Nos. 340 to 460....30%
Nos. 50 and 60....35%

Mop Wringers

	₱ Doz.
No. 1 Reliance	$12.00
No. 2 Reliance	16.00

Motors

COFFEE MILL—

Specialty Novelty Co., each....$5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899....85@85&10%

PICTURE—

Niles' Patent....40%
Porcelain head, combination list....60&10%
Porcelain head, Sargent's list....60%

Nail Nippers

'Gem," ¼ gross lots, ₱ gross....$21.00
" less quantity, ₱ dozen.... 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net....$7.50
Black Hawk, ₱ dozen....9.00
Cyclops....40&10%@50%
Cronk's, ₱ dozen, net....$12.00
Eureka, No. 74, ₱ doz., net....$8.50
Eureka, No. 75, ₱ doz., net....$8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00....50&5%
Lightning, ₱ doz., $18.00....20%
Morrills No. 1, list $20.00....50%
National, ₱ doz., $24.00....10%
Pelican, ₱ doz., $ 9.00....40@40&10%
Rollis Hardware Co., No. 1, $18.00...50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	.55
Corrugated	.55
Knurled	.60@70%

Nippers

Acme....50%
Nettleton Mfg. Co.:
Reversible Cutting....40%
Smith's cutting....50%
Todd's cutting....50%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $3.00	20%

Nuts

Cold Punched:

	Off List
Mfrs. or U. S. Standard.	
Square, blank	$4.80
Hexagon, blank	5.10
Square, blank, C. T. & R	5.10
Hexagon, blank, C. T. & R	5.70

Hot Pressed:

	Mfrs. U. S. or Nar. Guage Standard
Square, blank	5.00
Hexagon, blank	5.40
Square, tapped	4.70
Hexagon, tapped	5.10

Oils

Linseed, city, boiled, in barrels
Linseed, city, raw, in barrels.
Out of town on spot.
Calcutta, raw, in barrels.
} See "Review of Markets"

Lard, prime city, ₱ gal....72@73c
Lard, Extra, No. 1....47@49c
Lard, No. 2....40@44c

Oilers

Brass and copper....50&10
Tin or steel....65&10&10%

Cushman & Denison's:	₱ Doz
Gem	$ .50
Leader	.80
Perfect oilers	1.50
Star pocket oilers	.75

"Paragon," brass....50&10%
"Paragon," zinc....65&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust....70&10&10%
Zinc and tin....65@65&10%
American Tube & Stamping Co.:
Spring bottom cans....70@70&10%
Railroad oilers, etc....60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':
Hindostan, large axe.... 8c ₱ lb
" small " .... 10c " "
Queer Creek Axe.... 20c " "
} 40%

OIL STONES—

Pikes':

Lily White Washita	....	60c ₱ lb
Rosy Red	"	60c " "
Extra	"	50c " "
No. 1	"	40c " "
No. 2	"	30c " "
Lily White	" round edge slips	90c " "
No. 1 Washita, round edge slips		70c " "
Washita Pen Knife pieces		70c " "
No. 1 Hard Arkansas stone 3 to 5¼ in. long		$2.80 " "
No. 1 Hard Arkansas stone 5¼ to 8 in. long		$3.50 " "
No. 1 Soft Arkansas stone 3 to 5¼ in. long		$1.50 " "
No. 1 Soft Arkansas stone 5¼ to 8 in. long		$1.70 " "
Soft Arkansas, round edge slips		$2.50 " "
Hard Arkansas, round edge slips		$4.00 " "
Hard Arkansas Pocket Knife pieces		$4.00 " "

} 33⅓%

Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes....40%
India Oilstones, all grades and sizes....33⅓%
Queer Creek Oilstones....20c ₱ lb
Chocolate Oilstones....50c " "
Regular Hindostan.... 8c " "
Small Hindostan....10c " "
} 40%

Pike's Selling Assortments:

Assortment No. 1		$20.00 net
" "	2	12.00 "
" "	3	15.00 "

Packing, Steam

RUBBER—

Boston Belting Co.:
Phoenix, net ₱ lb....50c
Plumbago....50%
Pure Packing, "Excelsior"....50%
Extra....30%

MISCELLANEOUS— ₱ Lb

American Packing....8@10c
Cotton Packing....16@25c
Italian Packing....9½@12c
Jute....4½@5c
Russian Packing....8½@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₱ doz	$ 4.00
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	5.25
Reading, 78	" "	6.25
Rocking Table	" "	6.50
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO— ₱ Doz

Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's:	₱ Gro
Carpenter's	$2.17@3.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.87
Colored lumber	9.00
Black artists	9.37
Colored	4.39@7.50
Assortment boxes	1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 28, 1899....70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire....50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.)....35&2½%
Bench, first quality....35@35&10%
Bench, second quality....45@45&40%
C. E. Jennings & Co....50&10%
Molding....30@30&10%

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....35%
Miscellaneous....30&5%

PLANE IRONS—
Buck Bros....30%
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@25%

Pliers and Nippers

Acme Nippers....50&5%
Button....75&10%
Cronk & Carrier Mfg. Co.:
American Button....75&10%
Cronk's....60%
Stub's Pattern....50%
Combination and others....33⅓%
Heller's Farriers' Nippers, Pincers and Tools....40&10@40&10&10%
The Nettleton Mfg. Co. Reversible Cutting Nippers....40%
P. S. & W. Tinners Cutting Nippers....40%
Utica Drop Forge & Tool Co.:
Pliers and Nippers, all kinds....40%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co....33⅓%

Plumbs and Levels

Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's Plumbs and Levels....60&10%
Disston's Pocket Levels....60&10%
C. E. Jennings & Co.'s Iron....33⅓%
C. E. Jennings & Co.'s Iron, Adjustable....40&7½%
Stanley R. & L. Co....40%
Stanley's Duplex....35%
Woods' Extension....33⅓%

Poachers

See Egg Poachers.

Police Goods

Tower & Lyon....25%

Polish Metal

Prestoline Liquid, new list....40%
Prestoline Paste....40%
George William Hoffman
U. S. Metal Polish Paste, 3 oz boxes, ₱ doz....$ .50
₱ gross....4.50
¼ pound boxes, ₱ dozen....1.25
1 pound boxes, ₱ dozen....2.25
U. S. Liquid, 3 oz cans, ₱ dozen....1.25
₱ gross....12.00
Barkeeper's Friend Metal Polish ₱ dozen....1.75
₱ gross....18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ₱ lb....10c
Black Eagle, liquid, 10 oz. cans, ₱ doz....75c
Black Jack paste, ¼ lb cans, ₱ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₱ gross, $10.00....50%
Joseph Dixon's, ₱ gross, $5.75....10%
Dixon's Plumbago, ₱ lb....8c
Fireside, ₱ gross....2.50
Gem, ₱ gross, $4.50....10%
Japanese, ₱ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₱ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ¼ lb. box, ₱ doz....1.00
Black silk, 5 oz box, ₱ doz....75c
Black silk, ¼ pint liquid, ₱ doz....1.00

Poppers, Corn

Square.	₱ Doz	₱ Gro
1 qt.		$ 8.00
1½ qt.		10.00
2 qt.		12.00

Post Hole Diggers

Avery's "Neverbreak" ₱ doz. $24.00....60%
Disston's Samson Digger, ₱ doz. $34....25%
Kohler's:
Little Giant....₱ doz., net $12.00
Hercules...." " 10.00
Invincible...." " 9.00
Pioneer...." " 7.20
Universal...." " 14.00
New Champion...." " 5.00
Rival...." " 8.00
Ryan's....₱ doz., $20.00....25%
Iwan's:
Split handle....net ₱ Doz $7.25
Perfection...." 8.25
Rockford Tack & Nail Co.:
Rockford brand....₱ doz., " 6.50
Atlas pattern...." " " 7.50

Post Hole Augers

Iwan's Patent improved....40&5%
Vaughan's, 4 to 9 in...." " 6.00

Potato Hooks, Etc

Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....25%
Disston's Pruning Hook, ₱ doz., $12.00..25%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....33⅓%
Waters' Tree Pruners....75&10%

Pulleys

Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60
Common Sense....60%
Dumb Waiter....60@60&10%
FompreSaah Pulley....60%
Axe sies 1, No. 3, 7, 2 in. t₱l doz....50%
Graud Rapids," all steel....50%
Hay Fork, swivel eve., ₱ doz., 4 in., $3.75; 5 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₱ doz., $6.00....50@10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps

Cistern, best grades....60%
Pitcher Spout, best grades....75&5@75&10%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz....$ 7.50
Mechanical, net ₱ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump....18.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump....15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 82, Fig. 528, 3 in. Deep Well Pump....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump....17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3½ in. Lift Pump..11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3½ in. Lift Pump..8.50
No. 235, Fig. 389, Windmill Pump...12.50
No. 235, Fig. 408, Windmill Pump...16.00
No. 240, Fig. 406, Regulator Pump..28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 518, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....40%
Niagara Solid....55&10%
Saddlers' or Drive, good....60@65&10%
Snells' Tinners'....40&5%

Rail

Barn Door, Light, Inches...	¼	⅜	½
₱ 100 feet	$1.40	1.95	2.80

Barn Door, "None Better" No. 1, ₱ ft...3½c
Barn Door, "None Better" No. 2, ₱ ft....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's:
₱ Ft
O. N. T. style, No. 18....2½c
Double braced, No. 10....2½c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ₱ 100 ft....3.50
" " 1¼ " " " " 3.98
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₱ ft....6½c
Sliding Door, Steel, Brass Plated, ₱ ft..5½c
Sliding Door, Wrought brass, 1¾ in ₱ lb. 35c....25@30%
Victor Track Rail, 7c ₱ ft....60&10&2½%

Rakes, Etc

Cronk's:
Malleable....70&10%
New Champion....$3.75, 4.00, 4.25 net
Victor....$3.00, 3.25, 3.50 net
Anti-Clog Lawn....$4.00 net
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:
Lawn Queen, 20....Net $3.15
" " 24....3.25
Jumbo Lawn, 36....5.40
Paragon (wood head)....2.50
Steel Garden, 10th....2.00
" " 12th....2.10
" " 14th....2.25
" " 16th....2.40

Rasps, Horse

Disston's....75%
New Nicholson Horse Rasp....70&10@75%
See also Files.

Razors

Electric....List Net
Boracic....60%
Fox....40%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones

Pike Mfg. Co.:
Belgian German and Swaty, all sizes...50%
Pike's Selling Assortments:
Assortment No. 1....$18.00 net
" No. 2....10.00 net

Registers and Ventilators

HOT AIR—
New list, July 1, 1903:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....66⅔@70%
White Porcelain....60%
Solid Brass and Bronze Metal....40&10%

Revolving Chimney Tops

Iwans' Volcano....55%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ₱ doz....$6.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—
Belt with Burrs....33⅓@30&10%
Hose with Burrs....33⅓@30&10%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....70&10%
Miscellaneous....70@10%

Rivet Sets

Regular list....70%

Rollers, Stay

Cronk's:

Nos.	50	55	56	60	65
₱ Dozen	.90c	.80c	.75c	.75c	.75c

Rope

Cotton Rope:	₱ Lb
Best ¼ in. and larger	16½@18c
Medium	15½@16½c
¼ in. and larger	——
Common	10½c

Jute Rope:
No. 1 grade....8½@9c
No 2. grade....8@8½c
Manilla Pure:
7-16 in. and larger....13½c
⅜ in....14c
¼ and 5-16....14½c
Sisal, Pure:
7-16 in. and larger....9½c
⅜ in....9½c
¼ and 5-16 in....10½c

Root Cutters

Lane's....25%

Rules

Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons

DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs....3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs....3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa. New List. 12½&7½%

Safety Fuse

See Fuse.

Safety Lifts

Burr Mfg. Co., steel....70&10&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth....50&10%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances

Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain

Competition....50&10%
Giant....40%
Pullman bronze....60%
Pullman cop steel....60&10%
Royal metal....60%

Sash Cord & Weight Fastener

Ives....40%

Sash Cord

Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia, ₱ lb....15c
Common India, ₱ lb....10@10½c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12 1-2@13c
Silver Lake:
A Quality, drab, ₱ lb....45c
A Quality, white, ₱ lb....40c
B Quality, drab, ₱ lb....40c
B Quality, white, ₱ lb....35c

Sash Fasteners

Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....65%

Sash Locks

Champion meeting rail....50%
Champion side....30%
Ives' patent:
Bronze and Brass....60%
Crescent....40&20%
Iron....62½
Window ventilating....55%
Robinson pat. ventilating sash lock..33⅓%
Wrought bronze and brass....55%
Wrought steel....55%
Paysons Signal....30%
Pullman patent ventilating....25%

Sash Weights

Ton lots at factory (Eastern)....$30.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co....25@35&7½%
National Specialty Mfg. Co....60%

Saws

Atkins:
Band to 14 in. wide....60%
Band ⅛ to 5-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....30&10&10%
Disston's:
Circular, solid and inserted tooth....50%
Band 8 in. to 16 in. wide....60%
Band ⅛ in. to 1¾ in....60%
Cross cuts....45%
Narrow cross cuts....50%
Mulay, mill and drag....50%
Framed wood saws....25%
Wood saw blades....25%
Wood saw rods....20%
Hand saws, Nos. 12, 99, 9, 16, D100, D66, 120, 76, 77, 8....25%
Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 00, combination....30%
Compass, keyhole, pruning, dovetail, &c....25%
Butcher saws and blades....20%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..20&2½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines..10%
Sterling Saw Machines....10%
Sterling hack and saw blades....25%
Sterling hack saw frames....25%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades..35%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....15&10%

Saw Filer

Disston's D8 Clamp and Guide, $30.00 ₱ doz....30%

Saw Frames

C. E. Jennings & Co....20%
Richardson's Wood....net
Sterling....25%

Saw Sets

Atkins,
Criterion saw sets, ₱ doz....$6.00
Excisior saw tools No. 1, ₱ doz....4.80
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$7.50
"Royal," ₱ doz. net....4.50
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $20.63; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz....1.00
Taintor's Positive, $18.00 ₱ doz....60%

Scales

Chatillon's:
Eureka....25%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....50@50&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80@$2.00
Striped....$3.00@$2.20
Pelouze....50%

Scale Beams

Chatillon's No. 1....25%
Chatillon's No. 2....25%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.) $6.00..45%
Box, 1 handle, ₱ doz....$2.00@$2.25
Box, 2 handle, ₱ doz....$2.50@$2.80
Foot....55&5&60&5%
Ship, Common, ₱ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz....$2.00

Screw Drivers

Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....45@50%
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₱ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75&5%
No. 10....75&10&10%
Nos. 20 and 30....60&10&10%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws

WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&5%
Iron, bright flat head....87½&5%
Iron, bright round and oval head....85&5%
Brass, flat head....85&5%
Brass, round head....80&5%
Bronze, flat head....77½&5%
Bronze, round head....75&5%
Nickel Plated, iron flat head....77½&5%
Nickel Plated, iron round head....77½&5%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50@60&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&5%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1890....75&10%
Cone Point....75&10%

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BENCH, HAND, ETC—
Bench, iron, ₱ doz.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....25@25&5%
Hand, wood.....25@25&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes
₱ Doz
Cronk's.....$8.00
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush.....40%

Scythe Rifles
3-Coat, ₱ gro., $10.00.....
4-Coat, ₱ gro., $12.00..... } 40%

Scythe Stones
₱ Gro
Pike's Selling Assortments:
Assortment "A".....$4.75 net
" "B".....$3.75 net
No. 1, Indian Pond.....$ 7.00
No. 2, " " 4.50
White Mountain..... 9.00
Black Diamond..... 12.00
Lamoille..... 11.00
Green Mountains..... 6.00 } 40%
Leader Red End..... 4.50
Willoughby Lake..... 9.00
Extra Quinnebog..... 7.00
Pike's Corundum..... 18.00
" Quick Cut Emery..... 10.00

Seeders
Raisin, Enterprise.....25@80%

Shears
Acme (cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutler Co.:
N. P. Straight Trimmers.....63⅓%
N. P. Bent Trimmers.....63⅓%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....10%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....10%

Shears, Hedge
Wm. Wilkinson & Sons.....50%

Sheep Shears
Wilkinson's:
1900 List.....80&10&5%

Sheaves
SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells
See Ammunition.

Ship Tools
L. & I. J. White.....25%

Shot
See Ammunition.

Shovels and Spades
Association List, Nov. 15, 1902.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Snow Shovels
Long Handles.....$2.75@$3.00
Black D Handles.....$3.25@$3.50

Shutter Bars
Ives'.....45%

Shutter Bolts
See Bolts, Shutter.

Skate Sharpeners
Eureka.....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools
Plumbs.....30%

Slaw and Kraut Cutters
Disston's:
Slaw, vegetable, corn grater, turnip shredder.....35%
Kraut cutters, 24x7, 26x8, 30x9.....35%
Kraut cutters, 36x12, 40x12.....35%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.@$20.00
2 knives, ₱ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers
See Hammers.

Slicers
Vegetable, Enterprise.....25%

Smiths' Bellows
See Bellows.

Snaps, Harness, &c
German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps....30&2%
Breast strap protector.....45%
Double for bits or trace carrier.....35%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&2%
Rope snaps.....40%
Yankee snaps.....30& %

Scythe Snaths
National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves
Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓

Spoons and Forks
SILVER PLATED FLAT WARE—
International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10%
German silver, unplated.....60@60&5%
KNIVES AND FORKS, NO. 12—
₱ Doz. Net
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....2.75

Springs
See Door Springs.

Spring Balances
See Balances.

Spring Hinges
See Hinges.

Squares
Disston's Try sq're & T bevels, new list 67½%
Try square and T bevel.....60&10&5@70%
Winterbottom's Try and Mitre:
Iron Handle.....35%
Wood Handle.....40%
Nickel-pl'ted, new list, Jan. 5, '00. 70&7½@75%
Steel and iron.....70&7½@75%

Staples
Barbed blind, ¼, ⅝, & ¾ in., ₱ lb...6@6½c
Poultry Netting.....5½@5¾c

FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers
Cronk's, No. 50, net ₱ doz.....$1.00
" " 55 " " " 80c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels
Chatillon's "Dicks".....30%
Foster Bros.....30%

Stocks and Dies
BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50@50&10%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%
PIPE MAKERS—
Holroyd & Co.....80@80&10%

Stones
See Oilstones.

Stops
See Bench Stops.

Store Door Handles
See Handles.

Store Ladders
Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts
See Bolts.

Stove Polish
See Polish, Stove.

Sweepers
See Carpet Sweepers.

Tackle Blocks
See Blocks.

Tacks, Finishing Nails, &c
New List, May 1, 1905.
American Carpet Tacks..... 90&30%
American Cut Tacks..... 90&30%
Swedes Cut Tacks..... 90&30%
Swedes Upholsterers'..... 90&40%
Gimp Tacks..... 90&40%
Lace Tacks..... 90&40%
Trimmers' Tacks..... 90&30%
Looking Glass Tacks..... 65%
Bill Posters' & Railroad Tacks..... 90&45%
Hungarian Nails..... 80&20@—%
Finishing Nails..... 70@—%
Trunk and Clout Nails..... 80%

NOTE.—The above prices are for Standard Weights. An extra 5% is given on Medium Weights, and an extra 10&5% is given on light weights.

MISCELLANEOUS—
Double Point, in dozens.....30&stens

Tack Pullers
Columbia, No. 1, ₱ doz., net.....$6.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring
Eddy's:
American Assee' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....55@55&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers
See Borers, Tap.

Tap
American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....30&20%
Pipe, 2 to 3 in.....30&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench
Rollis Hdw. Co., $6.00.....50%

Thumb Latches
See Handles.

Ties, Wall and Veneer
The Metal Stamping Co., Niagara...30&10%

Tinware
Stamped, Japanned and Pieced..net prices

Tire Bolts
See Bolts.

Timber Scribes
Bemis & Call's.....30%

Tobacco Cutters
National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers
See Clippers.

Trace Holders
Fernald's, ₱ doz. pairs.....net $1.25

Trammel Points
C. E. Jennings & Co., "Eureka".....25%
Disston's.....60&10%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters
Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps
FLY—
Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50
GAME—
Enterprise Mole..: .....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₱ doz.. $13.25
No. 2, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $3.35; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers
Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics
Brade's Brick.....30%
Disston's:
Brick and Pointing.....25%
Plastering.....20%
"Standard Brand" and Garden.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..35&5%

Trowels, Garden
Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$4.80
" " Tinned, ₱ gross, net..... 6.00
Wood Hdl., ₱ gross, net..... 4.80
Disston's.....30%
Avery's, net ₱ gro.....$6.00

Vegetable Slicers
Enterprise Mfg. Co.....25%

Vises
Oval slide.....50&10%
Solid box.....50&10%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....50%
Bonney's Champion.....40&10
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&8⅓
Lowell Hand.....33⅓
Massey:
Perfect.....15%
Clincher.....35%
Wood-working.....15%
Planer.....15%
Comb. Pipe.....15%
Millers' Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Sneliker's.....80@83⅓%
Stephen's.....80@83⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS
Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads
See Ammunition.

Wagon Jacks
Covert's Auto Screw Jacks.....80&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....80&10%

Washer Cutters
Otis A. Smith's.....20&10&10%

Water Motors
Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching
Covert Mfg. Co.....40&2%

Well Wheels
Japanned, 8 to 14 in.....net

Weed Extractors
"Pastime," ₱ doz., net.....$1.75

Window Cleaners
Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....35&10%
Phœnix.....60%

Window Stop Adjusters
Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges
See Guages.

Wire and Wire Goods
Brass wire.....Net List
Bright Wire Goods:
New list June 24, 1908.....90&25%
Cast steel wire.....50%
Copper wire.....10%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60@60&10%
Market Wire, Bright or Annealed:
Nos. 0 to 9.....80%
Nos. 10 to 18.....80&2½%
Nos. 19 to 26.....80&7½%
Nos. 27 to 36.....80&2½%
Galvanized:
Nos. 15 to 26.....75%
Coppered:
Nos. 6 to 14.....75&5%
Nos. 15 to 18.....72½&10%
Tinned:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&7½%
Cast steel.....50%
Picture wire, list of Oct. 2, 1900.....85&10@85&10&10%
Stub's steel wire.....$6.00 to$ 8½%

Wire Clothes Lines
See Lines.

Wire Cloth, Netting, &c
Galvanized wire netting.....80@80&5%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.30

Wire Rope
Bright.....45&2½%
Iron, galvanized.....87½&2½%

Wire Rope Clips
Crosby.....25%

Wire Stretchers
W. C. Heller's grip, ₱ doz.....$1.50

Wrenches
Agricultural.....75@75&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50&5%
Bemis & Call's:
Briggs pattern monkey.....40%
Merrick " " 50%
Steel Handle " 50%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Improved Adjustable, S nut.....40%
" " S pipe.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer.....70%
Eagle pipe.....50&10%
Stillson pipe.....80&5%
Acme.....60@60&10%
Hercules.....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Abrasives
Pike Mfg. Co., Pike, N. H.
Tanite Co., Stroudsburg, Pa.

Adzes
National Cutlery Co., Detroit, Mich.
Peck Edge Tool Co., Cohoes, N. Y.

Agricultural Implements
American Fork & Hoe Co., Cleveland, O

"Always Sharp" Calks
Always Sharp Calk Mfg. Co., Jersey City, N. J.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

"Atlantic" Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits
C. E. Jennings & Co., New York

Automatic Door Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Automatic Sash Holder
Automatic Sash Holder Co., New York.

Automatic Shears and Scissors
Davies Automatic Shear Co., New York.

Automobiles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Axes
National Cutlery Co., Detroit, Mich.
Peck Edge Tool Co., Cohoes, N. Y.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Bank Locks
The Yale & Towne Mfg. Co., New York.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.
Geo. W Pitkin Co., Chicago, Ill.

Bath Room Accessories
Forsyth Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Blind Hinges
Parker Wire Goods Co., Worcester, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Bolt and Screw Cases
American Bolt and Screw Case Co., Dayton, Ohio.

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York

Box Hooks
Patterson, Gottfried & Hunter, Ltd., New York.

Box Straps
Cary Mfg. Co., New York

Braces, Carpenters
C. E. Jennings & Co., New York

Brackets, Lace Curtain
Kenvin & Cummings Co., Philadelphia, Pa.

Brackets, Lamp
Kenvin & Cummings Co., Philadelphia, Pa.

Brackets, Shelf
Piqua Bracket Co., Piqua, Ohio

Brackets, Window Shade
Kenvin & Cummings Co., Philadelphia, Pa.

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"
Atlantic Stamping Co., Rochester, N. Y.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.
The Yale & Towne Mfg. Co., New York

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Butchers' Machinery
Cleveland Butchers' Supply Co., Cleveland, O.

Butchers' Scales
John Chatillon & Sons, New York

Butts, Door
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinet Hardware
The Yale & Towne Mfg. Co., New York.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Calks
Always Sharp Calk Mfg. Co., Jersey City, N. J.

Can Openers
Ellis Mfg. Co., Millidale, Conn.
A. F. Meisselbach & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Stretcher and Tack Hammer Combined
Richard W. Montross, Galien, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriage Trimmers' Clips
U. S. Clothes Pin Co., Montpelier, Vt.

Carriers, Hay
F. E. Myers & Bro., Ashland, O.

Casters
Faultless Caster Co., Nebraska City, Neb

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chain Blocks
The Yale & Towne Mfg. Co., New York.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers
Coates Clipper Mfg. Co., Worcester Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York

Clothes Pins
U. S. Clothes Pin Co., Montpelier, Vt.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coaster Wagons
Wabash Mfg. Co., Wabash, Ind.

Coat, Hat and Ceiling Hooks
Parker Wire Goods Co., Worcester, Mass.

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Combination Squares
A. W. Hight, Toledo, O.

Conductor Pipe
American Steel Roofing Co., Middletown, Ohio.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Knives
Wilkinson Shear & Cutlery Co., Reading, Pa.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Countersinks
C. E. Jennings & Co., New York

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Creamery Tin Ware
Atlantic Stamping Co., Rochester, N. Y

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Cutlery
Davies Automatic Shear Co., New York
Trout Hardware Co., Chicago, Ill.

Cutlery Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
Belden Machine Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers
Taylor & Boggis Foundry Co., Cleve., O.

Diamond Tools
The Tanite Co., Stroudsburg, Pa.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Check and Spring (Blount)
The Yale & Towne Mfg. Co., New York.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.

Door Pulls
Parker Wire Goods Co., Worcester, Mass.

Draught Springs
Beecher Draught Spring Co., New Haven, Conn.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Keuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.

Drawing Knives
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Drills, Brick and Stone
Star Expansion Bolt Co., New York.

Drop Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

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Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
Peck Edge Tool Co., Cohoes, N. Y.
L. & I. J. White Co. Buffalo, N. Y.

Electric Cooking and Heating Apparatus
Prometheus Electric Co., New York.

Elevators
Eaton & Prince Co., Chigcao, Ill.
Kimball Bros. Co., Council Bluffs, Iowa.

Emery
Oriental Emery Co., New Haven, Conn.
The Tanite Co., Stroudsburg, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Glue
The Tanite Co., Stroudsburg, Pa.

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.
Patterson, Gottfried & Hunter, Ltd., New York.

Enameled Wiring Rings
Star Expansion Bolt Co., New York.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Expansion Bolts
Star Expansion Bolt Co., New York.

Fans (Ventilating, Ceiling)
The A. Rosenberg Co. Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.

Fences, Wire and Iron
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Ohio Structural Iron Co., Sandusky, O.
Van Dorn Iron Works Co., Cleveland, O.

Files
G & H. Barnett Co., Philadelphia
Carver File Co., Philadelphia, Pa.
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
Martin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Escapes
Ohio Structural Iron Co., Sandusky, O.

Fishing Reels
A. F. Meisselbach & Bro., Newark, N. J.

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Phila., Pa.

Foot Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forging Drops
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
Alaska Freezer Co., Winchendod, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Richmond Cedar Works, Richmond, Va.
White Mountain Freezer Co., Nashua, N. H.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Fry-Pan Lids and Pot Covers
Kitchen Specialty Mfg. Co., Reading, Pa.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y.

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Cooking Ranges
Albany Foundry Co., Albany, N. Y.

Gas Heaters
Albany Foundry Co., Albany, N. Y.

Gas Industrial Appliances
Albany Foundry Co., Albany, N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gas Ranges
Albany Foundry Co., Albany, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Schooley Novelty Co, Homestead, Pa.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
C. E. Jennings & Co., New York.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Government Contracts
U. S. Government Advertiser, Washington, D. C.

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Catchers
Specialty Mfg. Co., St. Anthony Park, Minn.

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grass Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grinding Machines
The Tanite Co., Stroudsburg, Pa.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Trout Hardware Co., Chicago, Ill.

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saw Frames
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Cheney Hammer Co., Little Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand and Foot Power Grinders
Royal Mfg. Co., Lancaster, Pa.

Handles, Tool
Berger Bros. Co., Philadelphia

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware
Trout Hardware Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Forsyth Mfg. Co., Buffalo, N. Y.
Franklin Specialty Co., Reading, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Parker Wire Goods Co., Worcester, Mass.
Taylor & Boggis Foundry Co., Cleveland, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.
Peck Edge Tool Co., Cohoes, N. Y.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.

Hay Racks
Ohio Structural Iron Co., Sandusky, O.

Hedge Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co. Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hitching Posts
Ohio Structural Iron Co., Sandusky, O.

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn
Standard Horse Nail Co., New Brighton, Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Horse Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City N. J.

Hot Pan Lifters
E. L. Watrous Mfg. Co., Des Moines, Ia.

Household Specialties
Forsyth Mfg. Co., Buffalo, N. Y.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
Alaska Freezer Co., Winchendon, Mass.
North Bros., Mfg. Co., Philadelphia
Richmond Cedar Works, Richmond, Va.
White Mountain Freezer Co., Nashua, N. H.

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.

Importers
S. Guiterman & Co., Ltd., London and New York.

Inclinometers
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Kerosene Furnaces
Barnes Tool Co., New Haven, Conn.
Barthel Blow Lamp Co., Boston, Mass.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Knife Sharpeners
Luther Bros. Co., North Milwaukee, Wis.
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.

Ladders Rolling)
Bicycle Step Ladder Co., Chicago,

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Landing Nets, Ring, Staff
A. F. Meisselbach & Bro., Newark, N. J

Lawn Fences
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O
Ward Fence Co., Marion, Ind.

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Reading Hardware Co., Reading, Pa.
Worcester Lawn Mower Co., Worcester, Mass.

Lawn Mower Grinders
Root Bros. Co., Plymouth, Ohio.

Lawn Seats
Ohio Structural Iron Co., Sandusky, O.

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Russell-Kimball Mfg. Co., Dunkirk. N. Y.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels, Semi-Circular
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks
Yale & Towne Mfg. Co., New York.

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Rochester, N. Y.

Machinists' Supplies
Diamond Saw & Stamping Works, Buffalo, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa
Patterson, Gottfried & Hunter, Ltd. New York.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mallets
Stanley Rule & Level Co., New York

Manufacturers' Agents
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa. Phila.

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Measuring Tapes
Alfred Field & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metallic Adjustable Screens
Metallic Screen Co., Collins, Wis.

Metal Shingles
Montross Metal Shingle Co., Camden, N. J.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.

Metal Ware
Pritchard-Strong Co., Rochester N. Y.

Mills, Coffee and Spice
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.

Mitre Boxes, Steel
Goodell Mfg. Co., Greenfield, Mass.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mops
Bay State Mop Co., Woburn, Mass.

Mop Press
Goddard Mop Press Co., Akron, Ohio.

Mop Wringers
Lee Chair Co., Oneida N. Y.

Motor Cycles and Accessories
Thomas Auto-Bi Co., Buffalo, N. Y.

Moulding Hooks
Forsyth Mfg. Co., Buffalo, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nail Pullers
Belden Machine Co., New Haven, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
Nettleton Mfg. Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans
Atlantic Stamping Co., Rochester, N. Y.
A. F. Meisselbach & Bro., Newark, N. J.

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
The Yale & Towne Mfg. Co., New York.

Painted Porch Curtains
R. H. Comey Co., Camden, N. J.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
F. E. Nice, Philadelphia, Pa.
Trout Hardware Co., Chicago, Ill.

Paint Specialties
Eugene E. Nice, Philadelphia, Pa.

Paper Clips
Cushman & Denison, New York
U. S. Clothes Pin Co., Montpelier, Vt.

Paper Fasteners
Schooley Novelty Co., Homestead, Pa.

Patents
Davis & Davis, New York
O. J. Haegler, Philadelphia, Pa.

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Photograph Clips
U. S. Clothes Pin Co., Montpelier, Vt.

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Wrenches
Belden Machine Co., New Haven, Conn.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Plated Ware
Alfred Field & Co., New York

Platee, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Plate Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishing Pastes
The Tanite Co., Stroudsburg, Pa.

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Office Lock Boxes
The Yale & Towne Mfg. Co., New York.

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Poultry Specialties
Keyes-Davis Co., Ltd., Battle Creek, Mich.

Power Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
American Fork & Hoe Co., Cleveland, O.

Ratchet Wrenches
Patterson, Gottfried & Hunter, Ltd., New York.

Razors
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razors, Safety
Gillette Sales Co., New York, N. Y.

Real Estate
David P. Taff, Topeka, Kans.

Reamers
C. E. Jennings & Co., New York

Reels, Rope
Udell Works, Indianapolis, Ind.

Refrigerators
Alaska Refrigerator Co., Muskegon, Mich.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Removable Calks
Always Sharp Calk Mfg. Co., Jersey City, N. J.

Reversible Nippers
The Nettleton Mfg. Co., Middletown, Conn.

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Rifles
Hamilton Rifle Co., Plymouth, Mich.
Marlin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivet Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Rivets
Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates
M. C. Henley, Richmond, Ind.

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
American Sheet & Tin Plate Co., Pittsburgh, Pa.
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co. Jersey City, N. J.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.

Safety Razors
Gillette Sales Co., New York.

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sanitary Stoneware
Fulper Pottery Co., Flemington, N. J.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Hangers
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Lifts
Champion Safety Lock Co., Geneva, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Diamond Saw & Stamping Works, Buffalo, N. Y.
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co. New York

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago.

Scissors, Automatic
Davies Automatic Shear Co., New York.

Screen Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screwless Shears and Scissors
Davies Automatic Shear Co., New York

Screws
Robert Murray, New York

Screw Drivers
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Eyes, Screw Hooks
Parker Wire Goods Co., Worcester, Mass.

Screw Thread Rolling Machines
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.

Screw Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Screw Wrenches
Bemis & Call Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
American Fork & Hoe Co., Cleveland, O

Scythe Stones
Pike Mfg. Co., Pike, N. H.

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Seed Sowers
Cyclone Seeder Co., Urbana, Ind.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Sheep Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington & Richardson Arms & Tool Co., Worcester, Mass.
Marlin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Chisels
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

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Sink Brushes
Parker Wire Goods Co., Worcester, Mass.

Skewers
John Chatillon & Sons, New York

Slater' Tools
Belden Machine Co., New Haven, Conn.

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York

Snow Shovels ("Alaska")
Avery Stamping Co., Cleveland, Ohio.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Special Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spoke Shaves
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Armstrong Mfg. Co., Bridgeport, Conn.
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Patterson, Gottfried & Hunter, Ltd., New York.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
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Walworth Mfg. Co., Boston, Mass.
L. & I. J. White Co., Buffalo, N. Y.

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Turner Brass Works, Chicago, Ill.

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Royal Mfg. Co., Lancaster, Pa.

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F. E. Myers & Bro., Ashland, Ohio

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Adams & Elting Co., Chicago, Ills.
E. E. Nice, Philadelphia, Pa.

Ventilating Sash Locks
Champion Safety Lock Co., Geneva, O.

Ventilators
Berger Bros. Co., Philadelphia

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Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Wagon Jacks
Covert Mfg. Co., Troy, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.

Warm Air Generators
Kelsey Heating Co., Syracuse, N. Y.

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Columbus Bolt Works, Columbus, O.

Washing Machines
Blackstone Mfg. Co., Jamestown, N. Y.
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Lynn Water Filter Mfg. Co., Cincinnati, O.

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The A. Rosenberg Co., Baltimore, Md.

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Iwan Bros., Streator, Ill.

Wheelbarrows
American Fork & Hoe Co., Cleveland, O
Bryan Mfg. Co., Bryan, Ohio

Whetstones
The Tanite Co., Stroudsburg, Pa.

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Ohio Structural Iron Co., Sandusky, O.

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H. B. Ives Co., New Haven, Conn.

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Wire Straighteners
Chandler & Farquhar, Boston

Wire Stretcher Gates
C. F. Smith Co., DeKalb, Ill.

Wood Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.

Wood Fillers
E. E. Nice, Philadelphia, Pa.

Wood Hardware Specialties.
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New Britain Conn.

Woven Wire Stretchers
C. F. Smith Co., DeKalb, Ill.

Wrenches
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Patterson, Gottfried & Hunter, Ltd., New York
Smith & Egge Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Wrought Butts
Bommer Bros., Brooklyn, New York
McKinney Mfg. Co., Allegheny

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ALPHABETICAL INDEX TO ADVERTISERS

A

Adams & Elting Co., The 53
Ajax Mfg. Co 4
Alaska Freezer Co ..... *
Alaska Refrigerator Co. The ..... *
American Bolt & Screw Case Co .... *
American Fork & Hoe Co 5
American Shearer Mfg. Co 71
American Sheet and Tin Plate Co .. *
American Tool Chest Co ..... *
American Tube & Stamping Co 14
Ames Sword Co 71
Arcade Mfg. Co 13
Armstrong Mfg. Co 9
Atlantic Stamping Co 53
Automatic Sash Holder Co. ..... *
Avery Stamping Co 60

B

Baeder, Adamson & Co 8
Barnett (G. & H.) Co 72
Barrett, W. L ..... *
Barthel Blow Lamp Co., The 58
Bay State Mop Co 71
Beecher Draught Spring Co. 2
Belden Machine Co 2
Bemis & Call Hardware & Tool Co. *
Berger Bros. Co 71
Bicycle Step Ladder Co 59
Blackstone Mfg. Co 6
Bommer Bros 72
Boston & Lockport Block Co ..... *
Brammer (H. F.) Mfg. Co 12
Bristol Co., (The) 1
Bryan Mfg. Co 12
Buffalo Wire Works Co 59

C

Caldwell Mfg. Co 71
Capewell Horse Nail Co 72
Cary Mfg. Co 60
Champion Safety Lock Co 6
Chandler & Farquhar Co 2
Carver File Co. 72
Chatillon (John) & Sons 58
Cheney Hammer Co., Henry 47
Clark, Horrocks Co 12
Cleveland Butcher Supply Co. 71
Coates Clipper Co 57
Coes Wrench Co ..... *
Coldwell Lawn Mower Co 10
Cole (George W.) Co. ..... *
Columbus Bolt Works 72
Comey (R. H.) Co ..... *
Consolidated Sporting Goods Mfg. Co. 57
Covert Mfg. Co 1
Cronk & Carrier Mfg. Co ..... *
Cushman & Denison Mfg. Co 6
Cyclone Seeder Co 2

D

Davies Automatic Shear Co ..... *
Davis & Davis 2
Diamond Saw & Stamping W'ks 72
Disston (Henry) & Sons, Inc 4
Dixon (Jos.) Crucible Co 8
Duby & Shinn Mfg. Co 9

E

Eaton & Prince Co 60
Ellis (F. E.) & Son 71
Ely (Theo. J.) Mfg. Co 37
Enterprise Fdy. & Fence Co 71
Enterprise Mfg. Co. of Pa 5
Erie Specialty Co 2
Eureka Chair Seat Co 3

F

Faultless Caster Co 9
Field (Alfred) & Co 6, 8
Forsyth Mfg. Co ..... *
Foster Bros 58
Franklin Specialty Co., The ..... *
Fuller Bros. & Co 2
Fulper Pottery Co. 3

G

Galusha Stove Co 49
Gem Cutlery Co. ..... *
Gillette Sales Co 42
Goddard Mop Press Co 58
Goodell Mfg. Co 37
Guiterman S. & Co., Ltd. 49

H

Haegler, O. J ..... *
Hamilton Rifle Co 57
Hapgoods 59
Hardwaremen's Exchange 59
Harrington & Richardson Arms Co. *
Heinisch's (R.) Sons Co 58
Henley, M. C 13
Hight Mfg. Co., (The) ..... *
Hoffmann, Geo. W 72
Horton Mfg. Co. The ..... *

I

Imperial Brass Mfg. Co 2
Iowa Farming Tool Co 5
Ives (H. B.) Co 1

J

Jennings (C. E.) & Co 1
Josef Mfg. Co. (E. E.) ..... *

K

Kampfe Bros ..... *
Kelsey Heating Co 49
Kenvin & Cummings Co ..... *
Keuffel & Esser Co 3
Keyes-Davis Co., Ltd. (The) 57
Kimball Bros. Co 4
Kitchen Specialty Mfg. Co 49

L

Lane Brothers Co 2
Luther Bros. Co ..... *
Lynn Filter Co. 12

M

Magnolia Metal Co 1
Manhattan Screw & Stamping Works 47
Marlin Firearms Co., (The) 2
McCalla, Harold 4
McKinney Mfg. Co 71
Meisselbach (A. F.) & Bro ..... *
Metallic Screen Co., (The) 10
Miller (Frank) Co 8
Montross Metal Shingle Co., ... 58
Montross, Richard W 12
Murray, Robert 59
Myers & Bro., F. E 4, 58

N

National Cutlery Co 7
Nettleton Mfg. Co 14
New Jersey Wire Cloth Co 7
Nicholson File Co 40
Nickel Plate Stove Polish Co 71
Niles Mfg Co 2
North Bros. Mfg. Co 8

O

Ohio Structural Iron Co 71
Oneida Community 1
Oriental Emery Co. 2

P

Parker Wire Goods Co. 1
Patterson, Gottfried & Hunter, Ltd. 5
Peck Edge Tool Co 2
Peck, Stow & Wilcox Co. 38
Pelouze Scale & Mfg. Co ..... *
Philadelphia Lawn Mower Co., The 9
Pierson (W. G.) Publishing Co 47
Pike Mfg. Co, ... 1
Piqua Bracket Co 3
Pitkin George W. Co. 7
Prentiss Clock Improvement Co 6
Pritchard-Strong Co. (The) 1
Prometheus Electric Co. The ..... *

R

Reading Hardware Co. 11
Richmond Cedar Works 55
Rochester Lunch Box Mfg. Co ..... *
Rockwell Mfg. Co. ..... *
Rodgers (Joseph) & Sons 6
Root Bros. Co ..... *
Rosenberg Motor & Mfg. Co. (The A.) 1
Royal Mfg. Co 4
Russell-Kimball Mfg. Co., ... 6

S

Schooley Novelty Co 49
Schwerdtle Stamp Co 4, 49, 58
Smith (C. F.) Co. 6
Smith & Egge Mfg. Co 14
Snowflake Axle Grease Co ..... *
Specialty Mfg. Co., (The) 4
Sprague Correspondence School of Law, The 8
Standard Horse Nail Co 72
Standard Mfg. Co. 49
Stanley Rule & Level Co. 40
Star Expansion Bolt Co 1
Starrett (L. S.) Co 14
Stevens (J) Arms & Tool Co 1
Stowell Mfg. Co 6, 9

T

Taff (David P.) 6
Tanite Co. (The) 6
Taylor & Boggis Foundry Co 47
Toledo Cooker Co ..... *
Townsend, C. C. & E. P 1
Trout Hardware Co. 10
Turner Brass Works, The 58

U

Udell Works ..... *
U. S. Clothes Pin Co 72
U. S. Government Advertiser 59

V

Van Dorn Iron Works 71
Voorhees Rubber Mfg. Co 13

W

Wabash Mfg Co. 11
Walworth Mfg. Co 1
Ward Fence Co. The ..... *
Waterbury Farrell Foundry Machine Co 72
Watrous (E. L.) Mfg. Co 2, 58
West Haven Mfg. Co 1
West Leechburg Steel Co 49
White (L. & I. J.) Co 53
White Lily Washer Co 9
White Mountain Freezer Co. The .. 55
Wilkinson Shear & Cutlery Co. The *
Wilkinson (A. J.) & Co., ... 1
Windsor Stephens & Co ..... *
Withington & Cooley Mfg. Co. 5
Worcester Lawn Mower Co 71

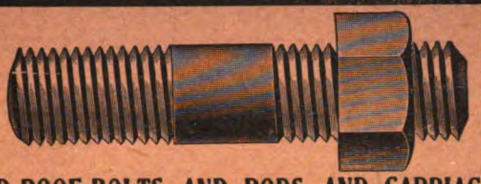
Y

Yale & Towne Mfg. Co. The ..... *

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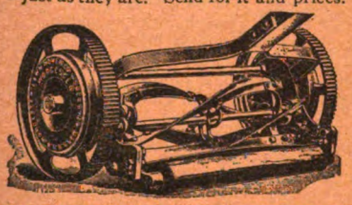
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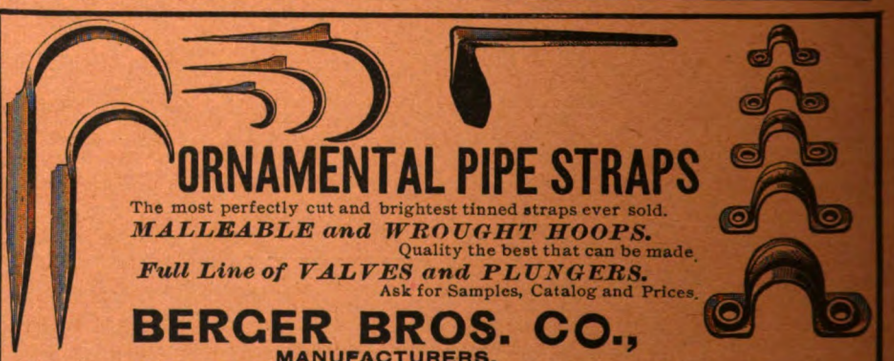
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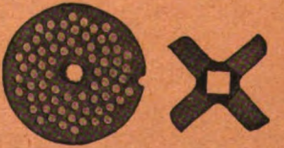


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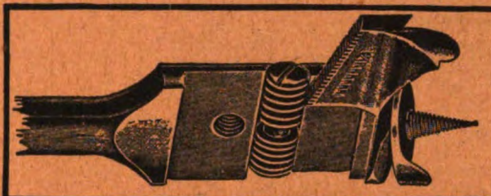
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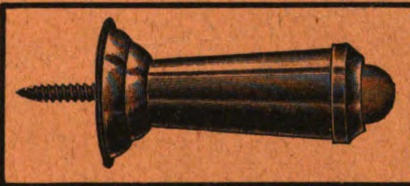
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CHEAPER and better than "Genuine Babbitt." Lasts longer with less friction. Saves oil, fuel, power, etc. The only anti-friction babbitt metal that is used all over the world by the leading Railroads, Steamships, Manufacturers, etc., and by twelve leading governments. Sold by leading dealers everywhere or by

FAC-SIMILE BAR OF MAGNOLIA METAL.
MAGNOLIA METAL CO., NEW YORK,
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The Champion Metallic Base Knobs
NEVER BREAK
(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by

THE CHAMPION SAFETY LOCK CO., Geneva, O.

Universal and Utility
HACK SAWS

Cut faster,---don't bind,---stick,---or overheat; and last longer!

Do *you* sell them! *Ask for sample and prices!*

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THE ORIGINAL AND ONLY GENUINE
STILLSON WRENCH
WILL BE KNOWN BY THIS TRADE MARK

See to it when buying from jobbers that they do not give you an imitation wrench. If your dealer does not keep the Genuine Stillson Wrench write to the WALWORTH MANUFACTURING COMPANY for prices and terms.

128-136 Federal Street, Boston, Mass.
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Write for Red Book of Tools showing complete line.

STILLSON TRADE MARK

STILLSON TRADE MARK



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BRISTOL'S STEEL BELT LACING
PERFECT FASTENER FOR ALL BELTS.
TONS SOLD EVERY WEEK. WRITE FOR CIRCULAR A. R.
THE BRISTOL CO., WATERBURY, CONN., U. S. A.
NEW YORK: 114 Liberty St. CHICAGO: 753 Monadnock Bldg.



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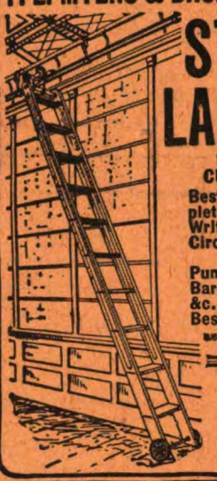
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"PRISCO" MONEY-BACK METAL WARE "PRISCO"

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139 GREENWICH STREET,
NEW YORK.
STEEL WIRE NAILS.
Iron and Steel
CUT NAILS.
Plain and Galvanized Wire.
BARB WIRE.
Wire Straightened and Cut to Length

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NOISELESS. CUSHION TIRE.
Best and Most Complete in the Market. Write for Descriptive Circular and Prices.
MFRS. Pumps, Hay Tools, Barn Door Hangers, &c. Largest and Best Line in the World

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Quick and Easy
Steel Tempered Anti-Rust Nickel Plated Ice Picks. Every one tested and guaranteed.
ERIE SPECIALTY CO., ERIE, PA.



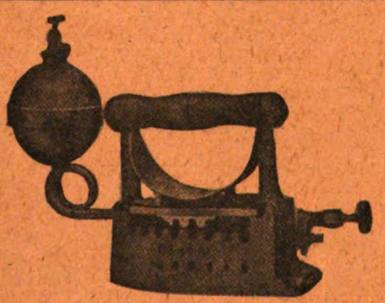
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NILES
SPRING HINGE AND PIVOT.
WRITE FOR PRICES.
NILES MFG. CO.,
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FRY-PAN LID AND POT COVERS
prevent greasy stoves and spattering of grease
Standard Victuals and Boiler Protector
keeps food from being burned. Two quick sellers
KITCHEN SPECIALTY MFG. CO.
Reading, Pa., U. S. A.

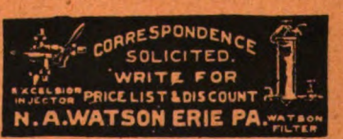
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We are now putting up PURE TURKISH EMERY in 10 lb. tin cans.
Write for Prices.
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REPEATING RIFLES
REPEATING SHOTGUNS
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Latest Complete Catalog for 3 Stamps.
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THE SCHWERDTLE STAMP CO.,
Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
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IF YOU WANT YOUR WIFE TO BE HAPPY!
And save money at the same time send for one of our **IMPERIAL SELF-HEATING FLAT IRONS.** All your gasoline customers will want them. They are the best you ever saw. One cent's worth of gasoline does an ordinary ironing. Price $2.50. Handsomely nickel plated. Weight 6 lbs.
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243 So. Jefferson St. Chicago.


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Fits any size barrel or keg. Light, strong, durable. Excellent prices to the trade.
W. H. HAYWARD,
BALLSTON SPA, N. Y.



25¢ Buys a Life Saving DAVIS SANITARY FOUNT
Clean, fresh water is LIFE to young chicks. Davis' founts insure a constant supply and chicks can't get drowned or wet in them, or tip them over. Only fount made that feeds water, grit, oyster shells, grain, etc.
Price 25c each, $2.70 per doz. Postage 15c each extra. No bottles or cans included, but any size old can or bottle can be used.
Ask your supply, hardware or feed dealer for them, or write for our catalogue of Up-to-date Necessities for Poultrymen, including poultry and pigeon leg bands, founts, roost brackets, metal nests, poultry punches, etc.

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Manufacturers
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Hand-Forged Hatchets, Axes, Adzes, etc.
Write for Catalog.
Peck Edge Tool Co.
COHOES, N. Y.


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THE "CLEVELAND" LAWN WEEDER
"Quality first always" A Hardware Staple, Malleable Castings, Crucible Steel Blades, Varnished Hardwood Handle.
Awarded Silver Medal at St. Louis Exposition, 1904. Awarded Silver Medal at Portland Exposition, 1905. Write to your Jobber for price or to us direct for free sample.
The CLEVELAND LAWN WEEDER CO.
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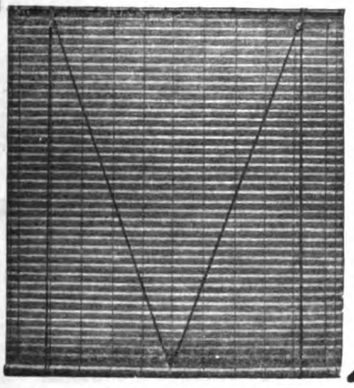
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Komi Green Painted Porch Curtain



You should have a good stock on hand of this profitable seller before the rush comes.

They are made and painted of the best material, fitted with iron non-rusting pulleys, ready to hang.

All sizes for all kinds of porches.

SEND FOR CATALOG AND PRICES TO-DAY.

R. H. Comey Company, CAMDEN, N. J.

PHILADELPHIA: 1200 Chestnut St. CHICAGO: 810-24 Washburn Ave.

Improved Natural Stone Germ Proof Water Filters



Prevent zymotic diseases of every kind in your town and vicinity.

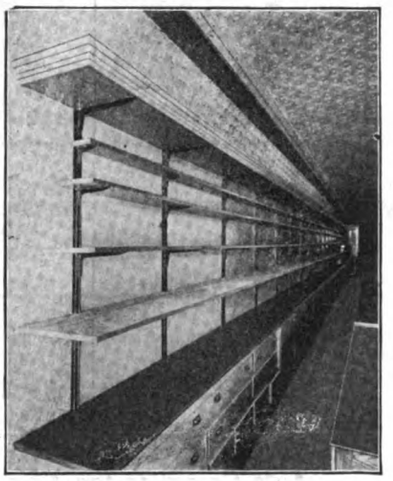
An absolute necessity for every household, office, school, or public building.

We furnish you with handsome display card and other advertising literature to help you sell them.

Write today for catalog and prices.

FULPER POTTERY CO.

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Order or Dis-Order-

Which?

If your Hardware store is disorderly,—If you and your clerks have difficulty in waiting quickly on your customers,—If you have too little room for too many things,—Install

Piqua Adjustable Brackets

They'll relieve the congestion by giving you at least 30% more room, make your store look better and attract more trade. Try it and see.

PIQUA BRACKET CO.,

Piqua, O.

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The Imperial Rotary Washer

Does a bigger "wash" with less noise than most washers—and in less time. Why? Has extra large tub, all steel roller bearings, sliding cylinder on square post, insuring the greatest strength of any Rotary Gearing yet produced. It's THE High Speed Washer Par Excellence.

Handsome Finish: Gold and Aluminum Bronzed Castings. Tub Finely Finished.

Our Catalog shows the most complete line of Washers on the market. Want a copy with prices?



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Sell one "Imperial" in your town—other sales will follow.

The Blackstone Mfg. Co. Jamestown, N. Y., U. S. A.

BAY STATE MOP CO.
Wm. H. Curtis, Prop'r
Manufacturer and Wholesale Dealer in all kinds of **MOPS**
Yacht and Hard-wood Floor Mops a Specialty.
Office and Factory, Buel Place, WOBURN, MASS.
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Tackle Blocks
for every purpose. 65 years' experience.
Boston & Lockport Block Co.
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HAROLD McCALLA
IRON AND STEEL
Plain and Galvanized Bars. Hoops. Bands, Angles, Channels, Tees. Plates, Sheets, Wire, etc.
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PHILA., PA.

Federal Bench Punch
10 inches high, 10 inches long, Weighs 64 pounds
PUNCHES 5-16 inch hole in ⅜ in. Iron plate, 2½ in. from edge. Send for Circular.
Chandler & Farquhar Co.,
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FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND
Has had neither equals nor superiors in the manufacture of

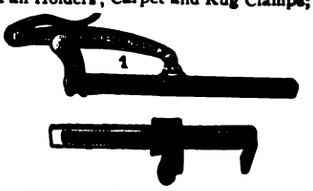
Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

HARDWARE SPECIALTIES
Pillow Sham Holders, Broom and Dust Pan Holders; Carpet and Rug Clamps;



Flask and Corebox Clamps, etc,
E. E. JOSEFF MFG. CO.,
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Do You Get Your Share?

SNOWFLAKE

Axle Grease is the Grease you can swear by.

There's no guess work on our part in making it the Best—none on yours in buying.

Display it for a few days and watch it go!

We willingly rest our reputation on every can of Snow Flake we sell.

It's "up to you," Mr. Dealer.

Snow Flake Axle Grease Co.
FITCHBURG, MASS.

Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
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General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
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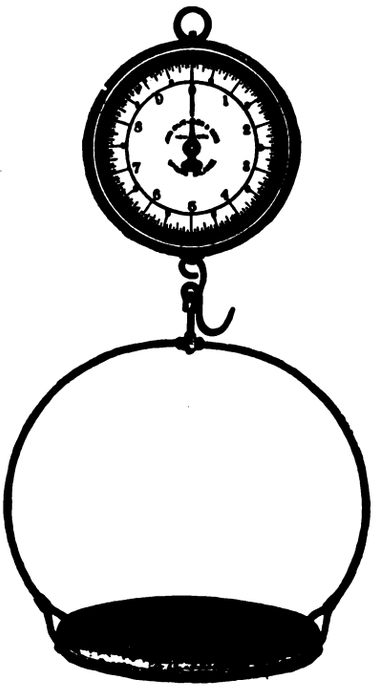
SECURE PROTECTION AND LONG SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRING
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Send for Samples and Pamphlet
STOWELL MFG. CO.
JERSEY CITY, N. J.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chatillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

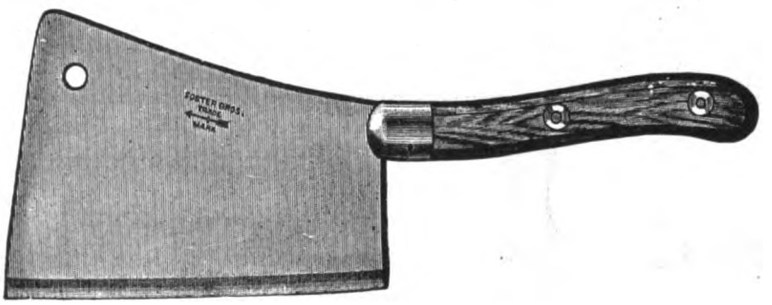


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York. U.S.A.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.



These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



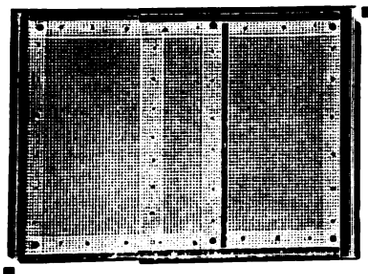
Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

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JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.

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Our

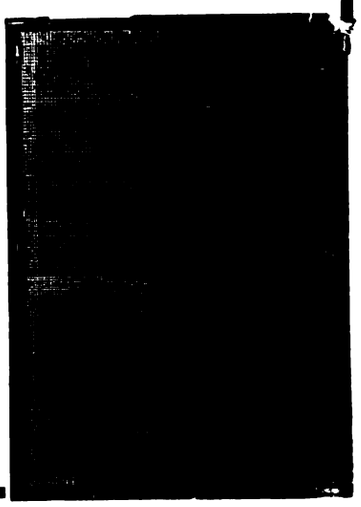
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made a big hit last season

In Great Demand for the Coming Season.

They are entirely rust-proof.
They are also fly-proof.
They cannot warp or shrink.
They are strong and lasting.
They can be adapted to any shape.

Ask your Jobbers.

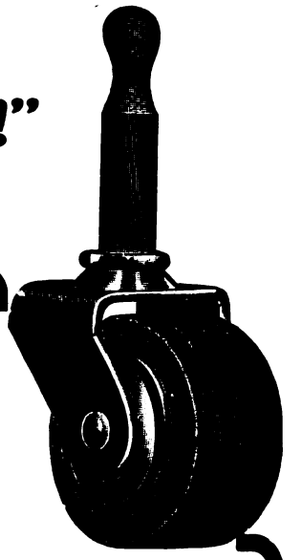


The METALLIC SCREEN CO.

Sole Manufacturers

COLLINS, - - - - WISCONSIN

The "Faultless!" Why?



Because it is "the CASTER that never refuses to turn."

That's pretty near perfection, isn't it? Especially when we remember what we get with the ordinary kind.

It's all owing to our little patent pivot bearing socket. By the way, that same little socket won us the **Highest Award** at the World's Fair in St. Louis, in 1904.

Then notice the **Leather Wheels**, they give ease and steadiness in rolling and turning.

We make them with interchangeable sockets so they can be used on any kind of furniture.

If you want a seller, a money maker, carry the **"FAULTLESS"** line. Our illustrated catalogue will show you what we make.

THE FAULTLESS CASTER MFG. CO.
Nebraska City, Neb.

Pure and Absolutely Safe

Cooking Utensils are those which will NOT SCALE OFF like cheap enamel; NOT SCORCH OR BURN like light fry-pans and skillets; NOT ABSORB GREASE OR FLAVORS like Cast-Iron. In a word "HYGIENIC" is the condition and "HEALTH" the result when using

"NEVER-BREAK" STEEL SPIDERS, GRIDDLES AND KETTLES.

Look for the BRAND—it is what the signature is to a bank check—you can't expect the GENUINE from more than one.

THE AVERY STAMPING CO., Cleveland, O.
Sole Mfrs. of "NEVER-BREAK" GOODS.

Consult

our catalog file for anything you need in the hardware line.

We keep it up-to-date for your benefit.

Write --- wire or telephone us.

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The best Tools
You have Ever Bought
At the Same Prices
You have Always Paid.

FREE SALES AIDS
To Help You Increase Sales

Instruction book for your clerks.
Valuable books for your customers.
Ready written advertisements and cuts.
Large attractive colored posters.

Find out all about this—write us today.

AMERICAN FORK & HOE CO., CLEVELAND, O.

S.&S. KNIVES
WARRANTED



THEY HOLD AN EDGE — NO HARD OR SOFT SPOTS

National Cutlery Co. DETROIT, MICH.

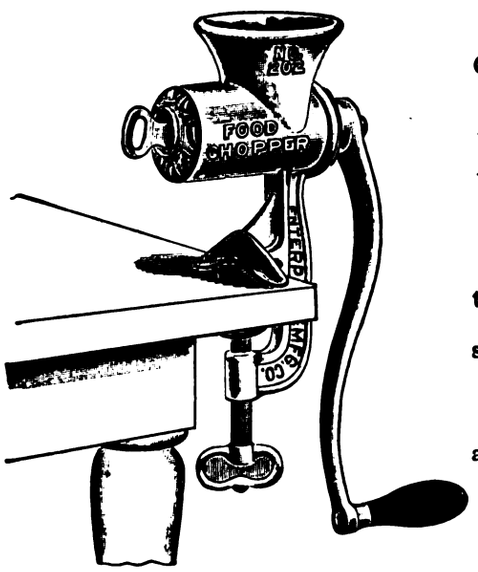
and con[illegible]tion activ[illegible] a hus[illegible]
this year.

each ning have otato quor and the

PERSONAL. — The hardware dealer who is not making a handsome profit selling Enterprise Meat and Food Choppers will learn something to his advantage by addressing the undersigned.....

Sometimes life's little [illegible]nities show

hous[illegible] ping Th the Joh wer an a Ne on



We are breaking all records in sales of Meat and Food Choppers.

If you are not selling more

Enterprise Meat and Food Choppers

than ever before there is something wrong.

Write us for "ginger" (live advertising matter), to start business bubbling your way.

People are afraid now of packing house products.

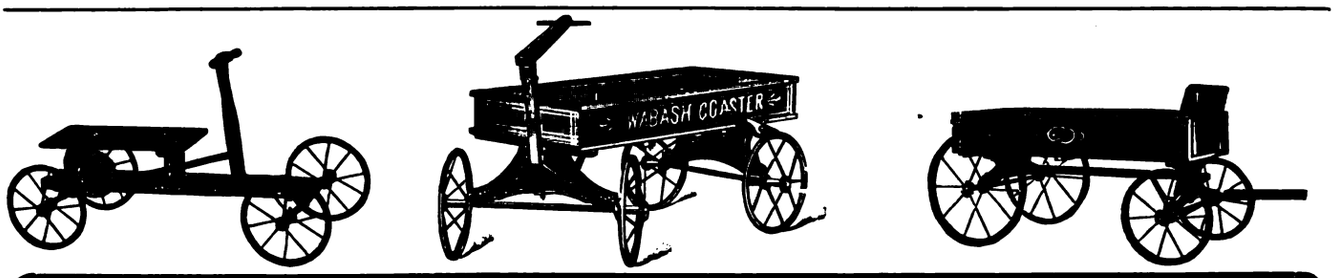
They want to chop their own meats.

They are buying Meat Choppers from the dealers who are pushing them. Get in line!

THE ENTERPRISE MFG. CO. OF PA.

PHILADELPHIA, U. S. A.

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Three Of A Kind---All Winners

of Holiday trade. Are you ready for the demand we have created for them through advertising? To avoid delay in shipping, we have established

Nine Shipping Stations:

PHILADELPHIA, PA. PITTSBURG, PA. LOUISVILLE, KY. MILWAUKEE, WIS. ST. PAUL, MINN. KANSAS CITY, MO. SEATTLE, WASH. PORTLAND, ORE. WABASH, IND.

Get Busy, Mr. Dealer. Order of your jobber or direct from us No more profitable line of children's vehicles was ever placed on the market. Our guarantee with each: The Wabash Limited—Wabash Coaster—Wabash Farm Wagon. Strongly made for "rough-and-tumble" use. They are easy running, all of them and—easy selling.

Send for our catalogue illustrating Wabash Farm Wagons, Hand Cars and Steel Sleds.

Direct all mail to Wabash office.

Wabash Manufacturing Co., - Wabash, Ind.



It's the Better

part of wisdom to stock up with Garden Hose with a reputation for hard service—

Voorhees Garden Hose

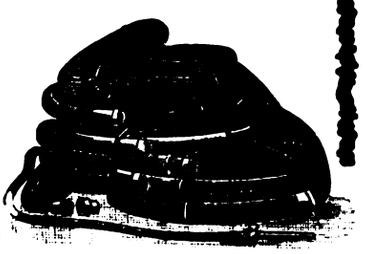
A single trial order will convince you of this. Repeat sales will follow because claims for defect are not made.

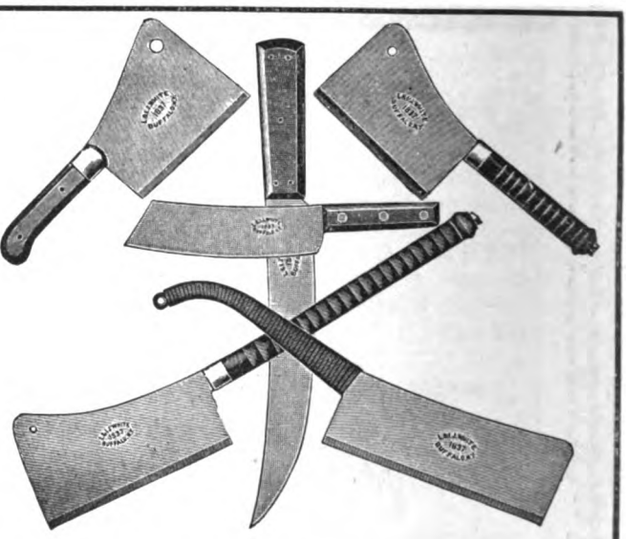
We make Rubber Hose, Belting, Packing, Rubber Mats, Matting, etc., of Superior Quality.

Send for catalog and prices.

Voorhees Rubber Mfg. Co.

Jersey City, N. J.





BUTCHERS' TOOLS

OF SUPERIOR QUALITY

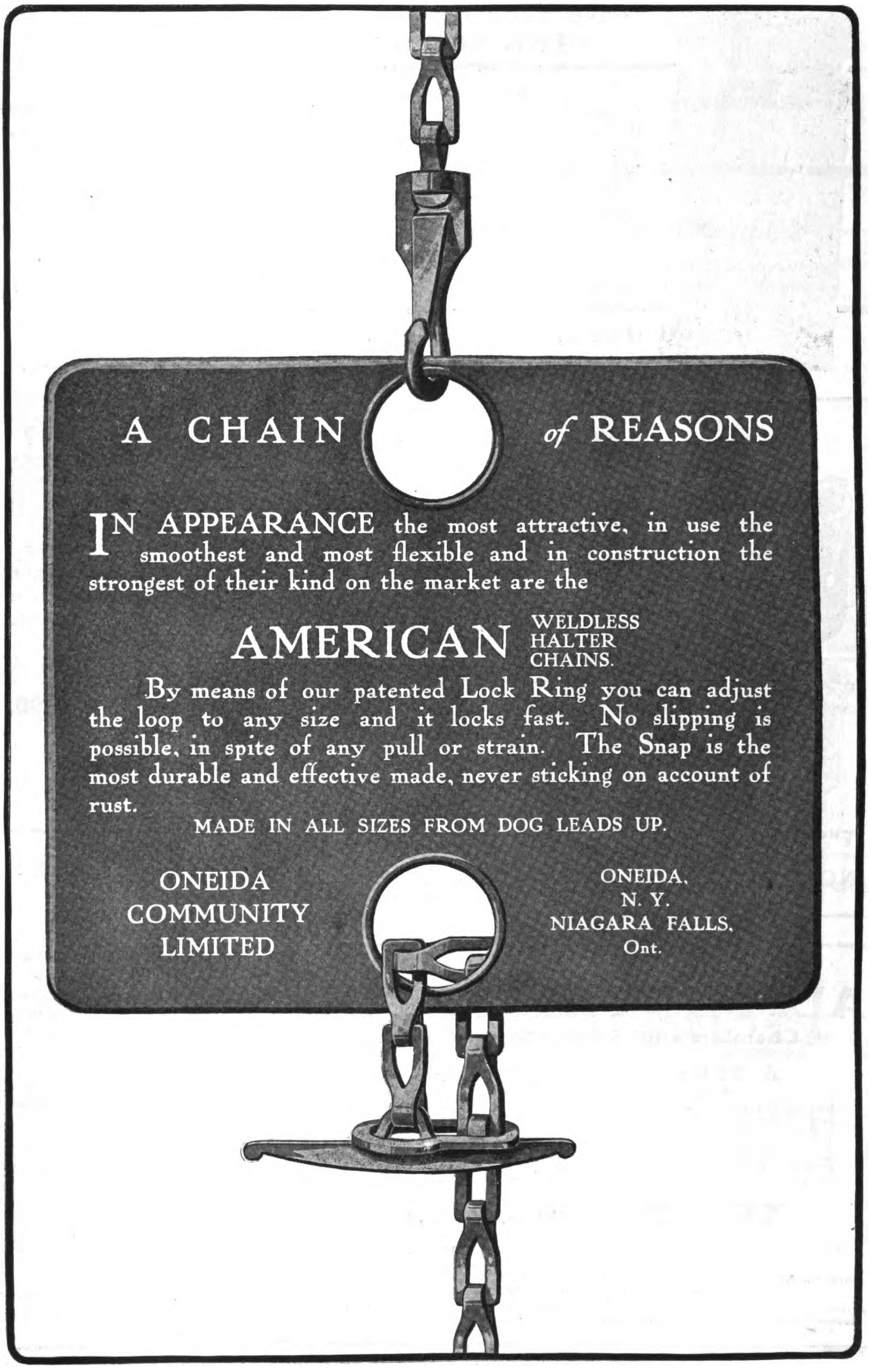
Pork, Lamb and Beef Splitters; Market and Family Cleavers; Butchers' Knives and Steels ---have been made by us for **nearly three-quarters of a century.** They are the best that money can buy.

The L. & I. J. WHITE CO.

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Branches—New York, N. Y., Chicago, Ill.

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A CHAIN of REASONS

IN APPEARANCE the most attractive, in use the smoothest and most flexible and in construction the strongest of their kind on the market are the

AMERICAN WELDLESS HALTER CHAINS.

By means of our patented Lock Ring you can adjust the loop to any size and it locks fast. No slipping is possible, in spite of any pull or strain. The Snap is the most durable and effective made, never sticking on account of rust.

MADE IN ALL SIZES FROM DOG LEADS UP.

ONEIDA COMMUNITY LIMITED

ONEIDA, N. Y.
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This is an attractive 32-page booklet containing authoritative information on the care of the horse in and out of the stable. All of your customers interested in horses will want a copy.

We will give you free copies with orders for Dixon's Graphite Axle Grease —number of copies depends upon quantity of grease ordered.

Write for a sample copy of "The Horse" by number 54—I.

Joseph Dixon Crucible Co.
Jersey City, N. J.

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You take no risk on the quality. We make only the best-t



Sand Papers IN **Reams and Rolls**
- Flint Paper
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HAIRFELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.
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"AMERICAN" TWIN FREEZER



Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one Freezer.

Something Entirely New Never Done Before


"LIGHTNING"


"GEM"


"BLIZZARD"

THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or deserts with little bother and less work.

NORTH BROS. MFG. CO., PHILADELPHIA.
New York Agents, John H. Graham & Co., 113 Chambers St.

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93 Chambers and 75 Reade Street. New York.

A STRONG COMBINATION.

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T. U. S. Shear Co. Operative Society Ltd.,
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Best Cutlery in the World.
Best Steel Pens in the World.
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Best Sheep Shears in the World.
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Best Lawn Scythes and Grass Hooks.
Hedge and Garden Shears.

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AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTER MAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

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HARNESS REQUISITES



FRANK MILLERS HARNESS OIL

Preserves and softens the Leather, consequently adds life. Compounded with pure Neatsfoot Oil.



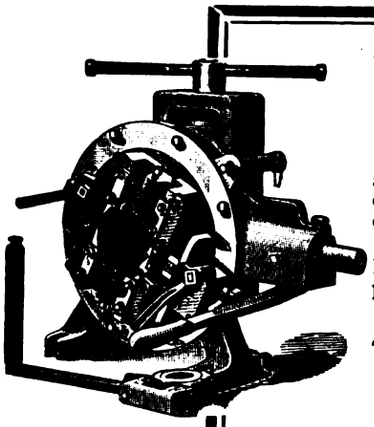
FRANK MILLERS HARNESS DRESSING

The very best article of its kind for owners and manufacturers of harness. Used all over the world.

Send for Booklet.

THE FRANK MILLER CO.
349 & 351 WEST 26TH STREET.
NEW YORK

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YOU CAN TAKE THE MACHINE TO THE WORK

and save almost any amount of time over cutting and threading pipe by hand with a cutter and stock.

Armstrong's Pipe Cutting and Threading Machines are light, strong, compact and portable in all sizes up to 4".

Interesting and complete catalogue free.

THE ARMSTRONG MFG. CO.
Bridgeport, Conn.
Chicago Office: 23 South Water Street

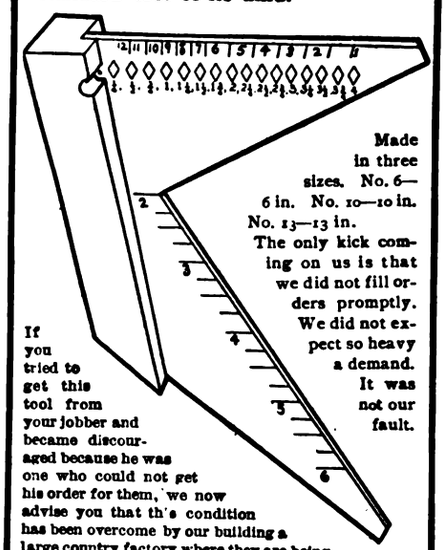
"A PERMANENT ROOF"
CONCRETE STOWELL'S ROOFING

SECURE

PROTECTION AND LONG SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRS
SAVES RECOATING
SAVES RENEWING
Send for Samples and Pamphlet
STOWELL MFG. CO.
JERSEY CITY, N.J.

The NEW Universal Square

Is proving itself sure to become the standard tool of its kind.



Made in three sizes. No. 6—6 in. No. 10—10 in. No. 13—13 in.

The only kick coming on us is that we did not fill orders promptly. We did not expect so heavy a demand. It was not our fault.

If you tried to get this tool from your jobber and became discouraged because he was one who could not get his order for them, we now advise you that this condition has been overcome by our building a large country factory where they are being made by the thousands, and every order whether sample or stock, is shipped promptly. So, Try, Try, again.

DUBY & SHINN MFG. CO., Inc.
Home Office and Works,
LONG BRANCH, N. J. Branchport Station.



... THE ...

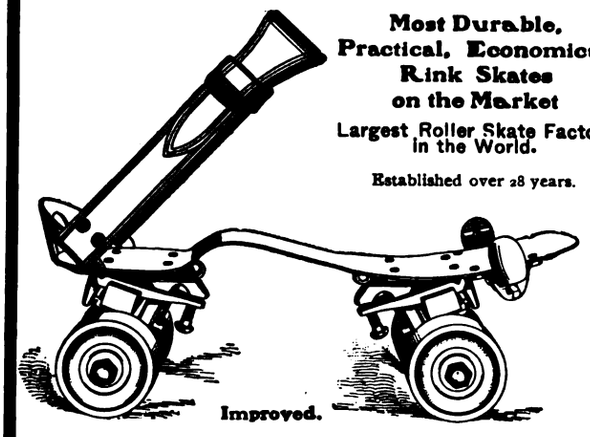
WHITE DAISY

The Most Perfect Rubber Type of Washer Ever Produced

Double Ball Bearing Throughout, Corrugated Tub, Hinged Cover, Adjustable Drip Board, and Fully Guaranteed.

WHITE LILY WASHER CO.
Toledo, O. Davenport, Ia.

M. C. Henley's Roller Skates



Most Durable, Practical, Economical Rink Skates on the Market

Largest Roller Skate Factory in the World.

Established over 28 years.

Improved.

"The Easiest and Lightest Running Skate on Earth." Used in All Principal Rinks.

Spring Steel Foot Plates. Rubber Cushions between trucks and foot plate. Trucks instantly removed or replaced. Finest construction—one of the most desirable features being the light weight of these Ball Bearing Skates. Full nickeled or bronze finish.

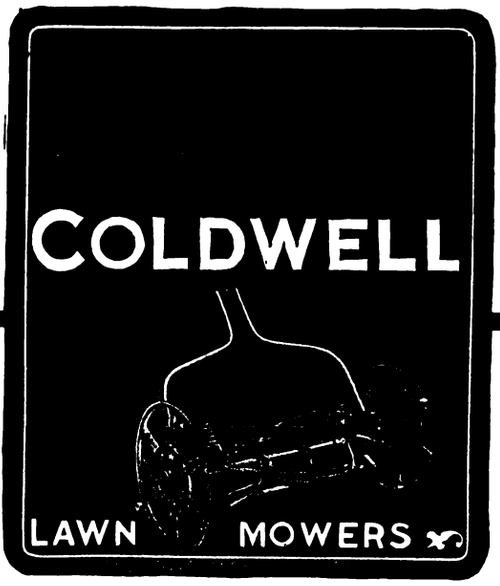
Ball Bearing Noiseless Club Skate.

STEEL OR BOXWOOD WHEELS.

POLO—Complete Polo Outfits, including Polo Goal Cages, Arena Guard Nets, Polo Skates (professional and amateur), Polo Shoes, Leg Guards, Polo Balls, Finest Grade Hickory Polo Sticks, Polo Suits. Over two million Henley Skates sold in the U. S.

Send for Catalogue and Official Polo Guide.

M. C. HENLEY, Richmond, Ind.



90 Per Cent.

of the lawns in the United States are mowed by Coldwell Lawn Mowers, because they are adaptable to the greatest variety of grass.

We make Hand, Horse and Motor Power Mowers.

Their reputation makes them quick sellers. Try 'em.

COLDWELL LAWN MOWER CO.

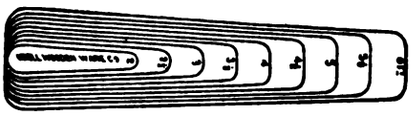
NEWBURGH, N. Y.

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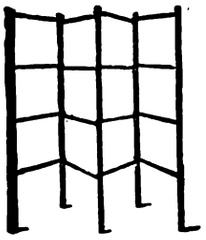
THE UDELL WORKS

INDIANAPOLIS, IND., U. S. A.

IRONING BOARDS



SECTIONAL CLOTHES BAR



LAP BOARD



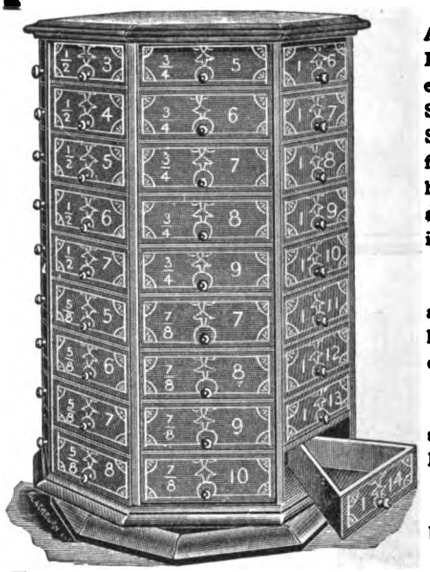
GOOD
Woodenware, Housefurnishings and Ladders.

Write for Catalog and Prices.

EASTERN REPRESENTATIVES:

W. A. STOKES & CO.,
30 Warren St., New York, N. Y.

Bolt and Screw Cases Save Time and Money



A necessity for Hardware Dealers, Machine Shops, Pattern Shops and in fact anyone who handles small articles. Last indefinitely.

For sale by all Wholesale hardware dealers.

Send for Descriptive Booklet.

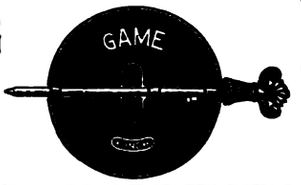
Manufactured by

The American Bolt & Screw Case Co.

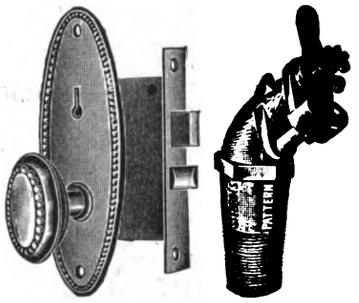
DAYTON, OHIO, U. S. A.



MOST PROFITABLE AND QUICK SELLING



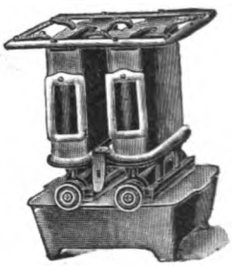
Is our line of Light Gray Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes and Hardware Specialties.



Have you our Catalog? Send for it at once.

THE TAYLOR & BOGGIS FOUNDRY CO.
CLEVELAND, OHIO.





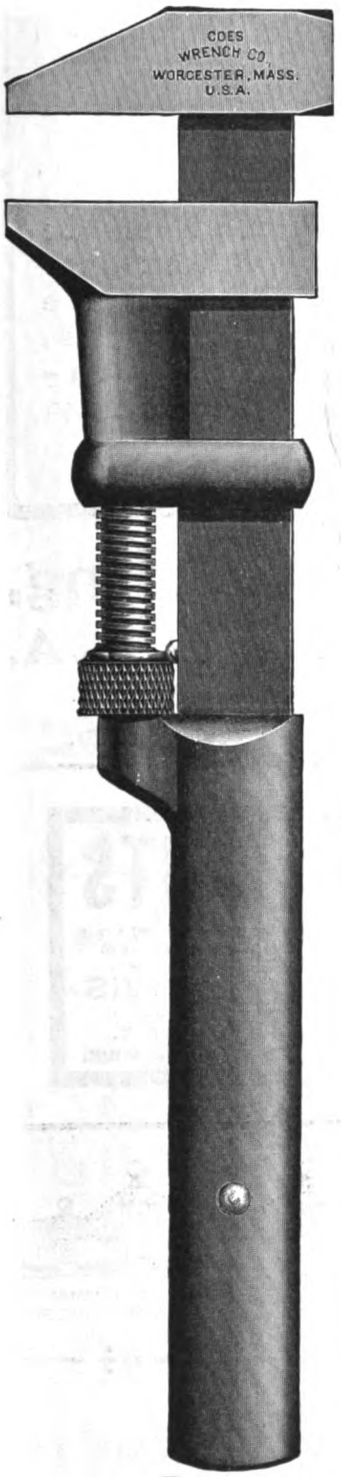
New Jersey Wire Cloth Co.

MANUFACTURES
THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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30 Per Cent



More endurance, in actual service, under the most exacting conditions, puts the Coes Family of Wrenches at the head of the list of screw wrenches.

Search the world over--you will not find their equal anywhere.

Coes' Wrenches

Have achieved fame as sellers, simply because the oldest mechanics in the land have used them for years in preference to any other---and they recommend them to their friends.

The question remains: How many do you need? Write your Jobber to-day to avoid delay in shipping.

Cees Wrench Co., Wercester, Mass.

AGENTS, J. C. McCarty & Co. and John H. Graham & Co., New York.

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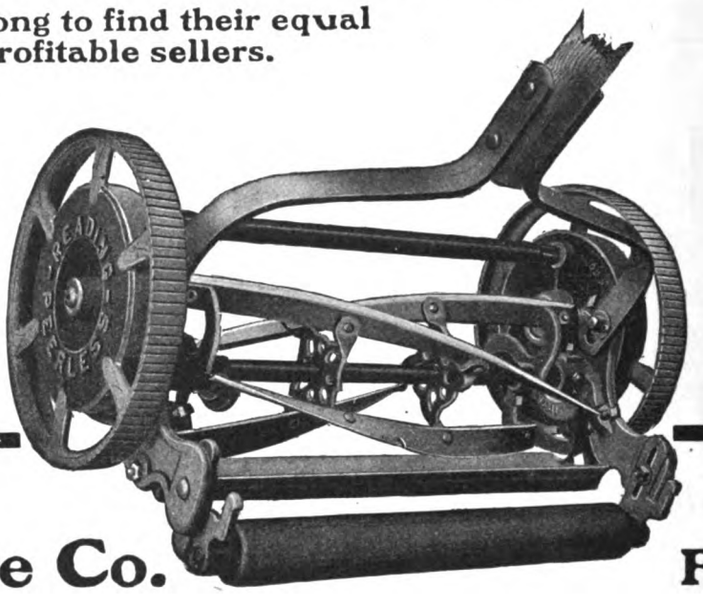
"PEERLESS"

In every respect is the New Line of "Reading Mowers." They are made in a new plant---by new machinery---from new patterns. We make

Fourteen Styles---All Guaranteed

You'll search long to find their equal anywhere as profitable sellers.

Each style and size has ball bearings and parallel bearings.



You ought not to be without our catalogue and prices. Send for them to-day.

Reading Hardware Co. **Reading, Pa., U. S. A.**

New York 96-98 Reade St. **Philadelphia** 617 Market St. **Chicago** 105 Lake St.

Take off your Hat to The Myers!" BEST PUMP ON EARTH.



GLASS VALVE SEAT PUMPS
HAY UNLOADING TOOLS
and BARN DOOR HANGERS
HAY RACK CLAMPS

Myers Hay Unloader.



Steel Track. Aluminum Finish.



O. K. Stay-on Door Hanger.



Flexible.

Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.

F. E. MYERS AND BRO., ASHLAND, OHIO.

PATENTS

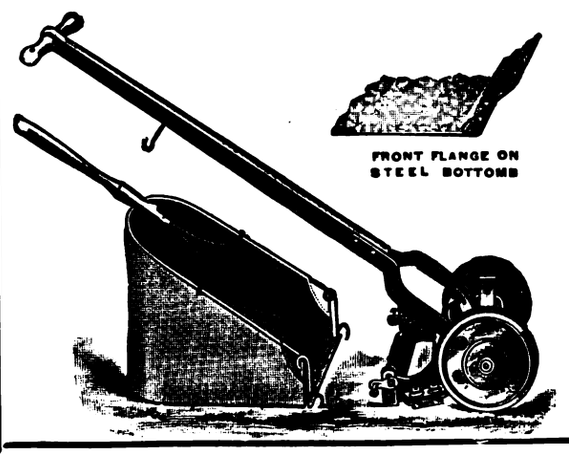
procured promptly and with care in all countries. Also trade marks and copyrights.

DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.



FENCING, JAIL CELLS, LAWN SEATS, ORNAMENTAL IRON WORK
OHIO STRUCTURAL IRON CO. 8 Warren Street Sandusky, Ohio

EASY EMPTYING GRASS CATCHERS



FRONT FLANGE ON STEEL BOTTOMS

are now made with

Galvanized Steel Bottoms

having adjustable Front Flange as well as with regular duck bottoms. Made in two sizes, which fit any size or make of lawn mower and are guaranteed to give entire satisfaction.

Sold through Hardware Jobbers.

◆◆◆◆

Manufactured by

The Specialty Mfg. Co.

St. Anthony Park, Minn

Tool Chests

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.

Machinists' and pipe fitters' empty Tool Chests.

Agents for Steel Tool Chests.

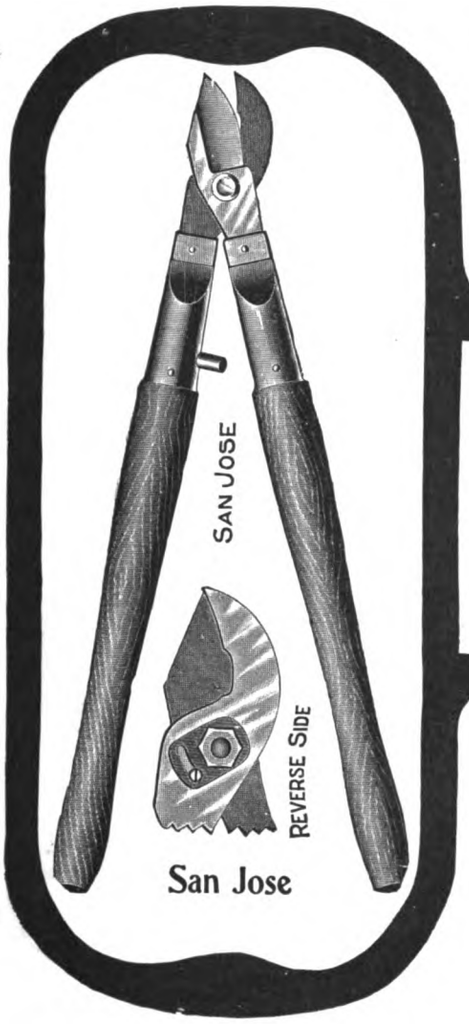
Send for Catalogue.

AMERICAN TOOL CHEST CO.
200 West Houston St., New York, U. S. A.

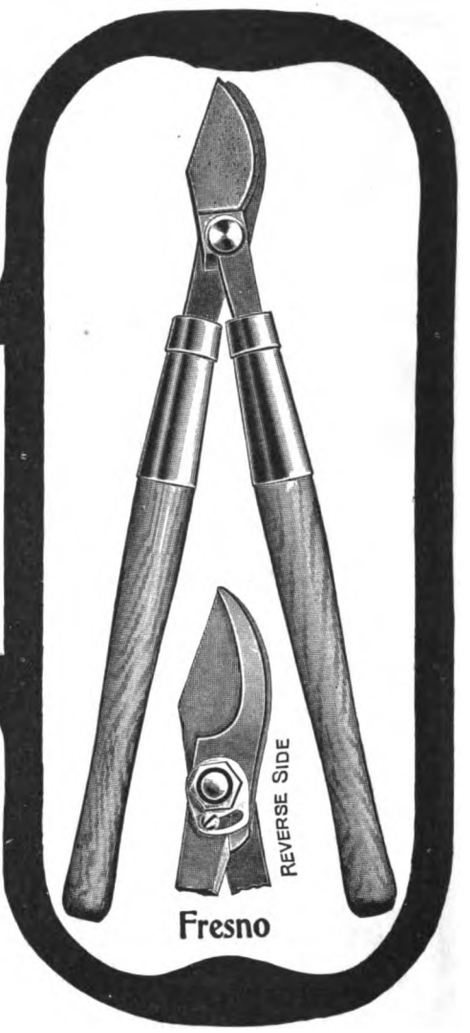
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Pruning Shears

NEW FEATURES:
LOCK NUT
SEAMLESS FERRULES
NOTCHED HOOK
(Patented Dec. 31, 1901. Dec. 8, 1903.)



San Jose



Fresno

The Cronk & Carrier Mfg. Co.
Elmira, N. Y.

Garden Rakes
Garden Mattocks
Garden Hoes

Write for
1906
Catalogue.

5 Tools In One



8-Inch Try-Square
Bevel
Butt Gauge
Marking Gauge
Mitre---

none other than

Hight's Union Combination Square

It is the best tool of its kind on the market. No mechanic's tool kit is complete without it. Accurately made of the best material; all nickel plated. Sell? We never saw the beat of it. Send for description and prices.

LARGE PROFITS FOR DEALERS.

The Hight Mfg. Co., Toledo, O.

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There's a Screw Loose in the Shear You Are Using



UNLESS You Have the **Screwless Spring-set Shear**

THAT Is the Shear You Should Buy and the Shear You Should Sell

Because:

1. It never wears loose at the joint.
2. Blades always held together automatically with just the right spring tension.
3. Pivot free to rotate, forming roller bearing
4. Largely self-sharpening.
5. Handy to take apart.
6. Tension adjustable.
7. **Gives complete satisfaction to your customers**

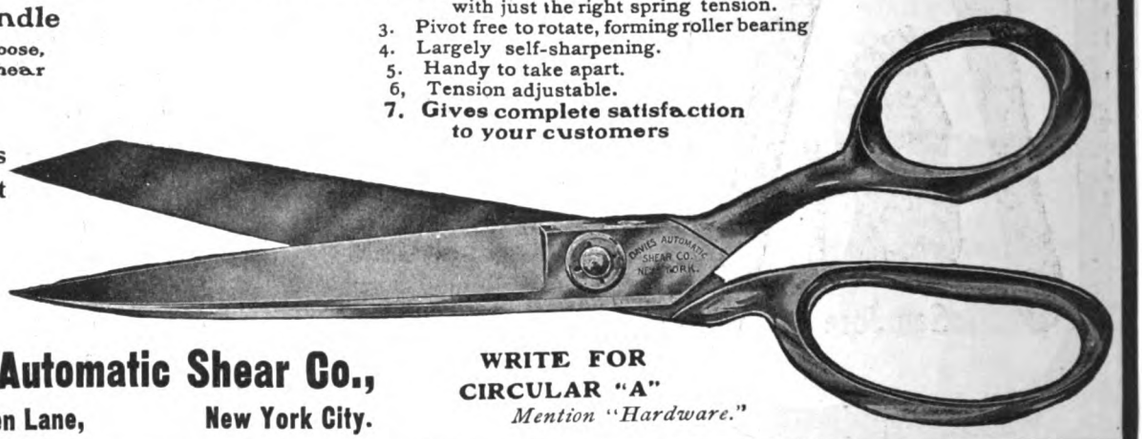
Which Kind do YOU Handle

The Screw-loose, Screw-set Shear

or *The*..

Screwless Spring-set Shear

?



Davies Automatic Shear Co.,

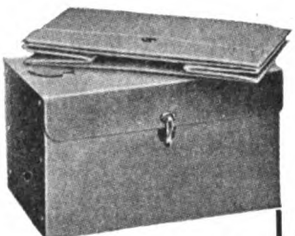
41-43 Maiden Lane, New York City.

WRITE FOR CIRCULAR "A"

Mention "Hardware."



The "CAMERA" Folding Lunch Box.



FITS ANY POCKET FIT FOR ANY LUNCH

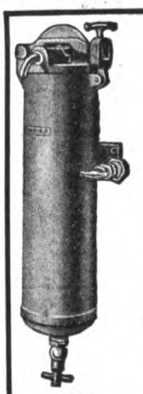
INSECT--DUST--WATER-PROOF

This is the original and best folding lunch box on the market. Made from one entire piece of material of best fiber board, cloth-covered, and is easily folded, lasting and attractive in appearance.

Send for Samples and Prices.

Rochester Lunch Box Mfg. Co.

Rochester, N. Y.



C-2

Spring Is Coming

and with it muddy water making a demand for good drinking water filters. The "LYNN" quality is sure to please. They are never dead stock after once handled. A dozen styles and forty sizes to select from.



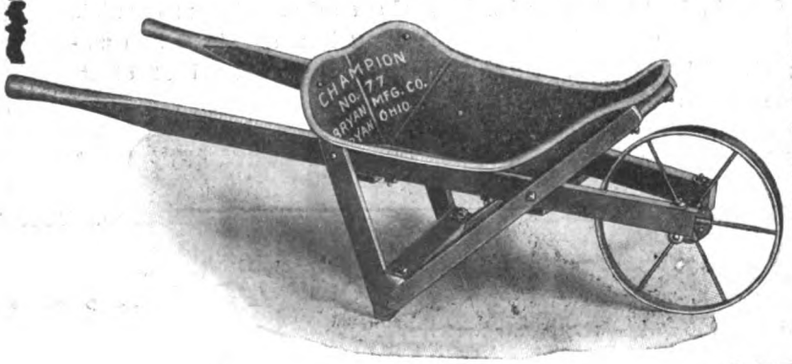
Style C

Write to-day for prices.

The Lynn Filter Mfg. Co.

Cincinnati, Ohio.

You Have Heard of the Man Behind the Hoe



But the Man Behind the Barrow is pleased when it's malleable shod, or a steel frame as light as wood. Runs easy and more service for the money. That's the kind to sell.

THE BRYAN MFG. CO.

BRYAN, OHIO, U. S. A.

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GET BUSY

That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

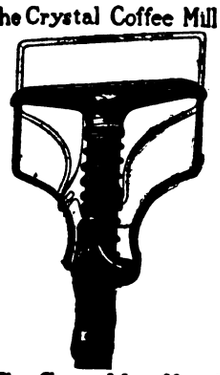
To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

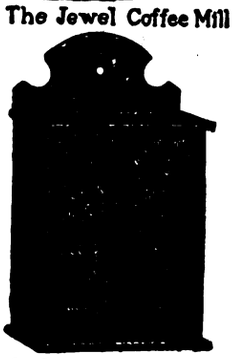


The Jewel Coffee Mill

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.



AD-EL-ITE

TRADE MARK

PAINT and VARNISH REMOVER

Do You Sell It?

That's the question your customers wi soon be asking you. Do you sell Ad-el-ite?

We are going to spend thousands of dollars in advertising and will acquaint millions of people with Ad-el-ite.

Our advertising will create an enormous demand for Ad-el-ite. Are you prepared to meet this demand?

Is your stock of Ad-el-ite complete? If not, now is the time to place your order. Don't wait until your competitor has taken advantage of it and is reaping the profits that our advertising is sure to bring.

Do it now. Today. Write for prices.

Adams & Elting Co

Sta. 3 Chicago

Quality Tells

When Henry Disston was asked the question:

"What do you put in your saws?"

He replied:

"Good steel and honest work."

UPON THIS FOUNDATION IS BUILT

DISSTON QUALITY



"If you want a saw it is best to get one with a name on it that has a reputation. A man who has made a reputation for his goods knows its value as well as its cost and will maintain it."

HENRY DISSTON & SONS., Inc.

Established 1840. PHILADELPHIA, PA.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . . .



Sash Chains

"Giant," "Red Metal"

Cable and Jack

Chains . .

Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*. :-: :-: :-:



No. 40.

New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

CENTER PUNCH

No. 18-A



AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.

Athol, Mass., U. S. A.

Akron Eclipse Levels

Are adjustable and absolutely accurate.

The glasses are completely visible in all positions.

The Eclipse bands dividing the bulbs are clear and distinct—easily seen at a distance of ten feet.



These distinctive features have made a hit with carpenters.

If you have never handled the Best Spirit Levels, try the Akron.

Ask for catalog and prices.

The Baker, McMillen Co.
No. 17 Bowery Street,
Akron, Ohio.

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HARDWARE

The Joseph Dixon Crucible Co., Jersey City, N. J., are distributing an interesting post card, on which is depicted the City Investing Building, now in the course of construction at Broadway, Cortlandt and Church Streets, New York, in which Dixon's Silica Graphite Paint forms an important item. This Paint is manufactured in one quality and in four colors. This post card will prove a valuable addition to a collection of New York views, and incidentally keep in mind the name of the Joseph Dixon Crucible Co.

F. P. MAY HARDWARE COMPANY.

The Hardware business heretofore conducted by Frank P. May and George J. May as a co-partnership under the firm name of F. P. May & Co., Washington, has been dissolved and the assets, good will and accounts have been transferred to the F. P. May Hardware Co., a corporation duly organized under the laws of the District of Columbia, which said company assumes all outstanding liabilities and to whom all bills receivable are to be paid. The F. P. May Hardware Company will be under the same management as the old firm, and the same general policy that characterized it for so many years will be continued.

PLUMB'S ANCHOR BRAND TOOLS.

We are in receipt of a folder from Fayette R. Plumb, Inc., Philadelphia, which they have just had prepared to insert in each box of their Handled Hammers and Hatchets sent out by them, and which is entitled "Selling Points on Plumb's Anchor Brand Tools." This is in accordance with the plan which has been advocated quite extensively by the retail dealers at their conventions and is known as the Bush plan. This folder, we are sure, will be of considerable assistance to salesmen in retail stores, and is of convenient size to put in the waistcoat pocket. Owing to the fact that one of these will be placed in each box, every retailer will have quite a supply, and will find it to his interest to place the surplus on his counter where they can be read by his customers.

GAS MANTLES ONLY ASHES.

The gas mantle is nothing but ashes, and it is wonderful how science makes its particles cling together as long as they do.

The gas mantle was invented by a chemist of Vienna. He noticed the intense heat given out by a small quantity of thorium thrown into a stove in his laboratory. He realized the importance of the discovery and in 1880 began a series of experiments to utilize this remarkable quality of the element in intensifying light. He found that pure thorium would not cohere well enough to be of use, and he then began searching for a combination of elements that would answer.

In 1887 he produced his first mantles, but they were so delicate that they could not be transported and were delivered by hand. A boy was trusted to carry two, one in each hand, for delivery about the streets of Vienna. In the early '90s he found that a good mantle could be made from a combination of the two substances, thorium oxide and cerium oxide, and that a coating of collodion would give a sufficient firmness to allow it to be transported. Since then gas mantles have gone into general use in nearly all parts of the world and thousands of factories are producing them.

INCREASING USE OF COPPER IN BUILDINGS.

There is a great revolution going on in the building trade, iron, concrete and copper superseding bricks, wood and stone, a very good illustration of which can be seen in the new depots of the Delaware, Lackawanna & Western Railroad, which are being built in New York and Hoboken. It will be noticed that copper is used almost entirely for the outside walls and facing of the structure, taking the place of cut stone.

The making of bronze fittings for buildings is an industry which has doubled within three years, and is increasing at a ratio perhaps greater than that of other branches of the copper consuming industry. This is due to the enormous amounts of bronze trimmings specified by architects in the form of decorative interior work.

The new Hall of Records, in New York City, has 62,000 pounds of copper in its dome. The building contains copper in all forms to the amount of 600,000 pounds. Three office buildings under construction in the financial district will require in the aggregate 2,450,000 pounds of copper within a year, in the forms of wire, window sheathing, roofing, leaders and bronze and brass fittings.

RETAIL DEALERS' HARDWARE AND IMPLEMENT ASSOCIATION OF TEXAS.

J. W. McManus, Dallas Secretary of the Retail Dealers' Hardware and Implement Association of Texas, has recently sent out to the members the following letter announcing the establishment of offices at Dallas for the convenience of its members:

To Our Members:

After considering the proposition of the importance of the Association having headquarters located in Dallas, it has been done, and it is hoped that this move will help stimulate our members to renewed effort in interest of the upbuilding of the Association.

Convenient offices have been secured in the Slaughter Building, at the above address, opposite the St. George Hotel, for the "Dealers' Exchange." It is within easy reach of the wholesale district and the several hotels. You are urgently requested to make this your headquarters when in Dallas, and remember, please, that our Insurance Department is now in full operation and ready for your business.

The fact of lessening the cost of insurance to our members through establishing the Dealers' Exchange by the Association, should appeal to every dealer in Hardware, implements and vehicles in Texas.

To those members who subscribed at the Convention for insurance and authorized the Secretary to draw on them for the required $20.00 deposit, and who have not already paid it, or do not do so by March 1st, I will make them the draft for $20. as requested, to enable us to complete this important part of our insurance plan.

RULES FOR BUYING.

By B A. Chambeau.

The careful and conscientious buyer (and this usually means the proprietor of the store) should adopt a few rules, and as an illustration, I suggest the following:

Keep complete stock records.

Take advantage of quantity whenever possible, especially on staples.

Order in ample time to avoid running out of goods should there be a slight delay in transit.

Patronize the traveling salesman as much as possible, and have confidence in his representations.

Don't deal with a house unless you are fully convinced that it will not take advantage of whatever confidence you may repose in it, as this is one of the necessary requisites for mutually satisfactory business relations.

Make quality the prime consideration, and do not compare prices without comparing quality.

Take advantage of all cash discounts and make your remittances wherever possible direct to the jobber in ample time to reach him before the expiration of the discount period.

If you are interested in the welfare of the salesman, don't burden him with collections and claims, as his success depends upon the amount of goods he sells.

Don't hold the jobber responsible for everything that goes wrong, irrespective of whether he is to blame or not.

Don't make an arbitrary claim and threaten to "stop buying" if it is not allowed.

Select a source of supply where you can secure accuracy, completeness and just treatment.

Before writing a caustic letter of complaint to your jobber, place yourself in his position and try to think how you would feel if you would receive such a letter.

Don't fail to properly introduce yourself when opening an account with a house you have never dealt with, especially if you have only recently started in business and have no established credit rating.

Answer all business communications promptly, and extend the same courtesy in this respect to others that you exact from them.

File all price lists, catalogues and quotation sheets where they can be quickly referred to.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

T. A. MACINTYRE, - - - - - - President.
J. H. EDWARDS, - - - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - Editor.
J. W. PENTZ, - - - - - General Manager.

MARCH 10, 1907

Editorial Trade Review

The weather during the last fortnight would surely satisfy anyone that the winter was not over. The ice-making properties, so lacking previous to January 1, are more than offset by the influences that have prevailed since, and frigid atmosphere has had its innings. The orders given by men who were wise in their day and generation, and who last year ordered goods they knew they should need this Spring, and stipulated when the time would be convenient for them to be received by them, were by no means few in number, and the advanced quotations that were new at the time did not affect the goods either, and in this respect they were doubly wise, for which they have abundant reason to felicitate themselves, for pretty soon the replenished stock of the jobbers will begin to feel advanced prices, and he will go out of the philanthropic business of providing the retailer at "the same old price."

There is going to be a big business done during the first six months of 1907, and the way to do it and make some money at it is to have the goods in full supply. Far from feeling any undue anxiety about the disposal of their heavy stocks, the jobbers are felicitating themselves on the ample provision they have made that will enable them to look after their trade at the prices that prevail. They have not been hoggish in trying to get the last dollar of profit from the business of the Winter, and have suffered no little loss from having to pay higher prices for goods which were sold too low, according to the way they were invoiced. They found in consequence they did not add greatly to their wealth from the trade, and were somewhat disappointed; they had figured the percentage of profit too liberally, when the commercial activity seemed in the way of large profits to "breathe the word of promise to the ear, but break it to the hope."

The volume of trade has been very satisfactory on the whole; in fact, the East is full of promise to an extent that is surprising. The month of February is reported by some concerns to show a vigor that could not be expected would spring from the frigid conditions that characterized the weather. The factories, after paying good dividends, are working hard to turn out a product that is already ordered; in fact, the high standard of wages now prevailing in the fields of industrial activity gives evidence of present prices being well sustained and no weakness is noticeable of a lower range. In fact, were the factories only able to make their shipments of goods that are wanted on orders they have already booked, the business would show up in larger volume than it does. Manufacturers have advanced prices with rare discretion; so much so that it is thought that in regard to the market prices may be supposed to have reached their highest level.

THE LESSON FROM FRENZIED LITERATURE.

It's right enough to take an active interest in public affairs; that is one of the duties of good citizenship under popular government; but see to it that some of the very evils you decry in the mismanagement of public officers are not to be found in their worst form in your own business.

Are your own employees busy while you are decrying the shameful expenditure of public funds in salaries to men who have little to do, or are they idle half the time because you have not given your own business enough thought to keep them occupied? They may have been willing enough to work when you first hired them. See that you are not spoiling them by teaching them idle habits.

Are you sure the government officers alone are given over to graft? If not, how close to your own business does it ever get? Is there a tendency on the part of your buyer to confine his contracts to one house year after year without any good reason for it? It may be owing to the various advantages of long-continued business relationship and then again it may be—well, better investigate.

Are your own obligations met and settled promptly with good cash, or are you "kiting" checks and resorting to all sorts of hair-raising expedients after the most approved frenzied-finance methods? You know you disapprove of that in every other line of business.

After all, one of the most valuable features of the vindictive literature to which we have been treated by the magazines is one that many of us overlook entirely; the expense of an aggravated form of abuses and deficiencies that are eating holes of more or less importance in our individual affairs. There is doubtless some truth in all of this cry against present-day political methods and leaders. We do not know how much, and most of us have no particular way of finding out for certain. We have a way, however, or ought to have, of finding out what is right and what is wrong with our own commercial, or official machine, and if there is anything wrong with it, to right it. If every merchant and business man would do that, there would be a good deal less reason to find fault with general conditions, and it would be easier to expose and improve such as need the renovation. Criticism as well as charity should begin rather close at home, and the critics who should be the most alert in looking up the flaws in our own management are ourselves. We alone understand all the conditions. We understand them better than we do the conditions that control any other business, public or private. Why then should not our first attention be directed toward an improvement in our own affairs?

Again, it is wise to have an eye on public matters. It is not only a safeguard, but a business education. We have a partnership interest in this great old government, though we are heavier stockholders in the establishments of "We, Us and Company" and ought to apply our very best business ideas first of all to that. These general discussions of matters out of our control teach many lessons of what to do, what to avoid, what to condemn, what to be wary of. It is truly a wise business man who can turn the faults of the parent to the advantage of the child in every instance, but we may assert our skill to some extent by doing so as often as we can.

A QUEER ADVERTISING IDEA.

A short time ago the writer, on entering a certain retail establishment, was confronted by a sign somewhat like this:

"Our recent advance in prices was due solely to a sharp advance in raw material."

This notice made two or three distinct impressions which probably were duplicated in the case of every man whom it impressed at all. The question is, were the impressions favorable for advancing trade. Here they are:

First.—That this dealer had for some reason, either legitimate or otherwise, raised the price of his goods to a point where he was ashamed of it, and therefore wished to make some apology and shift the blame before he dare quote figures at all.

Second.—That raw material being high, it was a poor time to make the purchase at that time, if it could possibly be avoided.

All things considered, that notice was probably as good an advertisement as that merchant could possibly put up if he carried a stock of goods that he really wished to keep exclusively for his own use.

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GETTING ACQUAINTED.

Do your own bookkeeping occasionally for a little while, even though you have not the slightest doubt about the man who does that part of the work for you. A close acquaintance with the details of the ledger may surprise you in many ways that will benefit the management of your business. A good many expenses will be modified if you find the items coolly winking at you in that insolent way they assume with the bookkeeper.

Be your own advertising man a little while sometimes. Find out by actual experience if the publicity department is being run in harmony with your ideas. If it is not, find out, if you can, which is in the lead, yourself or your advertising manager and bring the laggard impartially up into line, whichever it may be. Some good advertising men would be improved by getting into closer touch with the establishment they represent. A good many proprietors would manage better if brought into more direct view of the public they are trying to serve. It's a pretty easy matter for a business man to get his eyes so closely fixed upon his business that he forgets to consider the public. It's quite as easy for the publicity man to go astray from his business in his efforts to please the public, so an occasional jab from the people, such as the advertising man gets, is pretty sure to wake the management up a little if it reaches the right personage in it; while an occasional pinch in the rear will prevent the ad-man having his business instinct distracted by the plaudits of the multitude.

Be your own clerk a little while sometimes. Then you will find out more about those things that make life distasteful to the clerks in your own establishment than you can learn from books in many moons. You will find out why this stock fails to move as you expected; why that occasions discord, why something else acquires a worn and battered look so promptly after being taken out of its inconvenient shelving space and then returned to it a few times. You will learn what things require a lot of argument before their merit is appreciated; what things need little argument, and what things won't go with any amount of argument. Perhaps you will even learn to wonder, with the rest of your clerks, why the old chump who runs that store don't use a little sense in the arrangement and selection of his goods.

Even be the office boy a little while, at least, by following his various moves with close attention, sufficient to ferret out a portion of his troubles. Perhaps he isn't to blame if that old worn-out, rusty hinge will squeak whenever he approaches you; or if some portion of your room is in a howling draught. A certain degree of untidiness should be charged up to something else than the boy. He may sometimes fail to deliver important messages that you forget to give him, and may take a good deal too much time in hunting up for himself directions that you ought to have given him in language that is eligible somewhat beyond the boundaries of your own mind. Anyway, if he is much of an office boy and you have been kicking about him more or less, you will be surprised after watching him a little while to see how many aggravating things there are that he might do and doesn't, or how many duties he might shirk that he doesn't.

And after all, be your own customer sometimes, without fail or favor. See if you like the look of things as you approach the store, or does an establishment across the way seem more attractive? If it does, do what the other fellow will be pretty sure to do, go there to trade and learn something. After you get inside, do you receive the right sort of attention, or are you left to hunt around for the article you want, made to wait a quarter of an hour before any one tries to find out whether you wish to buy or borrow the article? Find out, before you abandon the experiment whether the average busy man would find life long enough to trade with you; whether he would feel like a meddling interloper or a country victim in a Baxter Street clothing shop. It's sometimes worth a little valuable time to find out why that customer doesn't come back the second time.

Finally, after having been all things until you get a better idea about most of them, go back to your manager's desk and manage. Bring into force what innovations are needed, strengthen what are weak, strike out what are wrong, whether it be in the establishment or in yourself. Strive to bring every department of the whole concern up to that stage of self-dependent pride that will consider itself it, and then proceed to make a big enough I out of yourself to capitalize the whole caboodle of personal pronouns.

HARDWARE EXPANSION AND PROFIT.

In a recent number of HARDWARE appeared an article on "Profit." The writer used an illustration of a Hardwareman who had branched out for a Mill Supply trade. This merchant had increased his trade, but the increase showed only a little profit, and according to the writer of the article in reality it netted a loss.

The case in point was that of a merchant who had been having a small part of the trade of a local mill—but by figuring down close, had been able to secure the mill's entire business, but by so doing his stock was enlarged and his profit on the small volume of trade which he had formerly was now entirely sacrificed.

The conclusion reached by this Hardwareman was that he would have been better off to have held the smaller trade and not looked for the larger business at the closer margin of profit.

Let us look at this in a practical way, seeing the other side of the question.

GROWTH IS THE LAW OF BUSINESS JUST AS SURELY AS THE LAW OF NATURE.

and the merchant to hold his place must continually grow; his business must be constantly expanded. To be content each year with the same amount of trade as in the preceding year, means untimately to lose some of that trade which the merchant has, and "dry rot" will soon set in, the merchant will soon find himself without business.

Conditions and business methods are constantly changing and are continually bringing new phases into business life, which must be taken into consideration by every wide-awake merchant, and therefore to hold his place the Hardwareman must be constantly enlarging his field.

Business is being done on a closer margin and this merchant whose experience is quoted above had not been able to meet competitors in this mill business, it would be only a question of a short time when he would have lost all of that trade.

By his own admission he purchased in larger quantities and in this way is able to sell not only this mill, but others in his town and locality.

His increased volume of trade must be on a close margin, but it is necessary for him to keep up a certain volume of trade in order to meet his regular running expenses. A certain volume of business must be maintained in order to meet the fixed charges of the store such as rent, light and heat, and a certain amount of salary must be met whether business is being done or not.

This Hardwareman quoted above being now in a position to meet other competition, can undoubtedly enlarge his trade and by so doing will be enabled to reduce his percentage of carrying on the business.

Another point to consider is that of being able to make a larger profit on the small business that does come to the store, by having these goods purchased at from ten to fifteen per cent. lower. This larger profit to other small buyers need not be sacrificed. It is just in the way that this merchant has started, that others have begun building up a business that has in time become very large and profitable.

It comes back to the proposition of what a merchant wishes to do; whether he is content to run along doing a little small retail pick up business, or whether it is his ambition to have a large business on which in time a much larger profit can be made, than with a small retail trade.

AMERICAN CONSULS AND AMERICAN FIRMS.

"Under the present system it is the merest accident if a consular officer knows what American concerns are represented abroad, and he is not in a position to answer inquiries when made concerning machinery and other supplies."

The above quotation speaks for itself. It is taken from a report made by Mr. Heaton W. Harris, American Consul at Mannheim, to the Department of Commerce and Labor in Washington and calls attention to a serious defect in American Consular practice in Germany. Consul Harris makes the suggestion that American consulates should be supplied with the names and addresses of the general agent of American goods in the country where such consulates are situated. He thinks this could best be done by such agents or the firms they represent. The consul believes that the practice of supplying consulates with lists of general agents would lead to further acquaintance and co-operation between such agents and consular officers that would be mutually helpful to both. The fact, he says, that there are in Germany alone thirty-two American consuls and consuls general, all American citizens and interested in American trade, besides a large number of subordinate consular officers, many of whom are also American citizens, would seem to suggest to those who handle American merchandise in Germany a closer co-operation with this service than has heretofore existed. Mr. Harris believes that a further extension of this plan so as to furnish each consular office in Europe with information as to general agents of American goods in the continent would be of value.—*Berlin Bulletin.*

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CONNECTICUT RETAIL HARDWARE ASSOCIATION

The Connecticut Hardware Association held its fourth annual meeting at Hartford, Conn., in the rooms of the Hartford Business Men's Association on Wednesday and Thursday, February 20 and 21. The early part of the Wednesday afternoon session was devoted to the roll call, receiving reports of committees and other routine work. Appropriate greetings were wired to the Iowa Retail Hardware Association, New York State Retail Hardware Association and the Indiana Retail Hardware Association, which were holding conventions at the same time.

PRESIDENT BASSETT'S ADDRESS.

The annual address of Geo. J. Bassett, New Haven, president of the association, was in part as follows:

Our membership is large when we compare it with the size of our State and with the total number of Hardware dealers in it. But in a State like Connecticut, where the towns are so near together, there is no good reason why all the live Hardware merchants should not be with us. And I want to ask you men before you leave to-morrow to give our secretary the names of dealers in your own or neighboring towns who ought to be members of the association. And I want to further ask each one of you to act as a special committee of one to get your neighbors to join. And if you need any help you'll find the officers of our association ready to extend it. Don't put this off, but get them in now.

FIRE INSURANCE.

Another matter of much importance to us is that of fire insurance. The Business Men's Association of this State have done a good work in persuading the companies to take off the extra premium added after the San Francisco disaster. Much praise is due to their committee, of which one of our own members was a member. The high premiums of the regular companies have caused many of us to try the Hardware mutuals, with the result that we have effected a saving of from 25 to 40 per cent. on such insurance. I have within the last few weeks corresponded with five of these mutual associations in regard particularly to the limit of the stockholders' liabilities and the safeguarding of their funds. Their answers have been quite satisfactory, and I honestly believe that in all cases the probable benefit much exceeds the possible risk.

THE POSTAL RESOLUTION.

A few weeks ago a resolution was railroaded through the General Assembly endorsing a bill before Congress for the consolidation of third and fourth class postal matter under the third-class rate of 8 cents a pound. This matter was brought to our attention and as the policy of this association has always been against any revision of the postal laws that would give special privileges to any one class of people, I instructed our secretary to write the proper parties in the General Assembly asking that this matter be recalled or reconsidered. I now understand that the protests against the resolution have been so general that it has been tabled. Our association does not I think, take any narrow position on the subject of postal reform. We are opposed to any change that tends to create a large deficit in the Post O..ce Department. We would welcome a change which would give us 1-cent letter postage and which would compel publications made up largely of advertisements to pay a rate which would cover their proportionate expense of carriage and delivery. A law like that might increase the cost of advertising in some publications, but it would weed out a lot of worthless matter from the mails.

THE CATALOGUE HOUSE QUESTION

is not of such vital importance to us as it is to our Western brethren. But it is of sufficient importance to give us a lively and partisan interest in the fight. The catalogue house has undoubtedly come to stay. It can supply better than any other source a certain class of purchasers. You cannot damn it out of existence. You cannot hit it with legislation. If you hit it too hard it will hit back, and it has shown itself a hard hitter. But there are certain things we can do which will minimize the effect of mail order house competition. We can insist that our manufacturers and jobbers put us on the same purchasing level as they do the mail order house. We can decline to buy of manufacturers and jobbers who sell mail order houses or who make price concessions to them. And instead of sitting up and howling about the injustice of it all we can use our brains in meeting intelligently such competition as comes to each one of us.

A local condition which has caused us some trouble is the habit

SOME OF THE MANUFACTURERS AND JOBBERS HAVE OF SELLING THE CONSUMER

in places where they have no representation in the trade. This is a matter which can easily be remembered in most cases by our association if we have the proper data to work on. There is no use in going to a manufacturer or jobber and making a complaint unless you can prove your claims. Let me suggest that all complaints of this kind, with full particulars, be mailed to our secretary, or Grievance Committee, and if they cannot adjust the matter it can be handed up to the National Association. You will find that neither manufacturers nor jobbers will care to take too arbitrary a position if they see we are in earnest.

NEW OFFICERS.

The election of officers for the ensuing year resulted in the unanimous choice of the following:

President, I. C. Treat, Hartford.
First Vice-President, Eli C. Birdsey, Meriden.
Second Vice-President, F. T. Terry, Ansonia.
Recording Secretary, James De F. Phelps, Windsor Locks.
Financial Secretary, F. A. Farrar, So. Manchester.
Treasurer, Lewis B. Crosby, New London.

CONCERNING POSTAL MATTERS.

Resolutions similar to those adopted by other Retail Hardware Associations were adopted in opposition to the establishment of parcels post, and advocating the reclassification of second-class mail, and one-cent letter postage.

F. E. MUZZY'S ADDRESS.

F. E. Muzzy of the J. Stevens Arms & Tool Company, Chicopee Falls, Mass., representing the American Hardware Manufacturers' Association, made an interesting address in part as follows:

It affords me great pleasure to bring to you to-day greetings and good will from the American Hardware Manufacturers' Association, that I am delegated to represent. The president of our association has often expressed in no uncertain terms

HIS LOYALTY TO THE RETAILER,

and his views on this subject are in accord with the views of every member. His candor and fearlessness command the respect and admiration, I believe, of every retailer and jobber, and his bidding would be to extend to you the right hand of fellowship. We realize you are our distributers; that as you prosper we prosper, and although many of us can distribute our goods more economically through the jobber, it does not prevent our having the same interest in your welfare as though we sold to you direct. Nearly every Hardware manufacturer whose goods you distribute is trying in his own way to assist you.

HIS METHODS MAY NOT ALWAYS MEET WITH YOUR APPROVAL,

but if he makes mistakes they are of the head and not of the heart.

I am pleased to note the decided progress made in every way by the retail Hardware merchant during the last decade. The retail Hardware merchants of the United States are the best and brainiest class of retail merchants in the country—yes, in the world. Bradstreet and Dun show them the strongest financially, and especially so in the small towns and cities where they are the molders of public opinion. Your associations are better organized for work and accomplish more than any other trade organization in the field in which they work, for which you should feel justly proud. In the older associations they no longer meet for a love feast only, but to work and to do. They are fast accumulating members, and in numbers there is strength so if every member does his duty in an incredibly short time every retail Hardware merchant will belong to your association as he should, leaving the "dealers" only behind, whom you should convert into merchants, for it is the "dealers" and not the merchants who lose to the catalogue houses the 5 per cent. of this country's Hardware sales.

THIS IS AN AGE OF ORGANIZATION.

All of the larger industries, both manufacturing and mercantile, are organized for self protection and advancement of their interests. Competitors from nearby towns whom you think by foul means have stolen your legitimate trade you find, when meeting them at conventions, do not have horns and cloven feet as you imagine. You cease to cut your profits to injure them, not benefiting yourself, and all are benefited thereby. You cannot stand still. You either progress or retrograde, and it is entirely up to you to advance or recede. Every failure has its excuses justifying the failure. Business methods change and you must change with them. Because your grandfather was a successful merchant, heated his store with a fireplace and lighted it with a tallow "dip," does not signify that you to be successful must do likewise.

IN REGARD TO CASH DISCOUNTS.

Many retailers and a few jobbers have not discovered the value of cash discounts. Bills carrying a 2 per cent. cash discount that are net 30 days, mean for the 30 days of time that you have the same as 36½ per cent. annual interest. Bills carrying 2 per cent. in 10 days and net 60 days from date of invoice, mean that a merchant can afford to borrow money and pay 14 3-5 per cent. to discount his bills. It pays to borrow money at 5 per cent. to discount bills that carry a 2 per cent. cash discount in 60 days and are net five months from date. No in-

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telligent merchant would think of embarking in business and borrowing a part of his capital, paying 15 per cent. for the use of the same, yet this is just what hundreds of the brightest merchants in the United States are doing to-day.

Prosperous jobbers and catalogue houses never miss a cash discount. They realize the profit that it means to them, and they figure on saving every cent. Then why not the retail merchant? It is a profit that you cannot afford to miss, besides sustaining a reputation for prompt pay which is valuable to every merchant. Do you get into the habit of taking your discount 5 or 10 days after the discount period has passed. It is odious to the one that you send it to, even if they do not complain.

PARCELS POST.

As actions speak louder than words, I would call your attention to work of the jobbers and Hardware manufacturers who were responsible for the resolution passed by the National Board of Trade at their annual convention held January 15th and 16th last at Washington, D. C.: "Resolved, That the National Board of Trade is opposed to any legislation looking to the establishment of a parcels carrying system in connection with the Post Office Department of the country at this time." This after the National Board of Trade had endorsed parcels post for 12 years in succession. Thus you see we work for your interest when you least expect it.

THE NATIONAL CONVENTION.

F. Alexander Chandler, secretary of the New England Hardware Dealers' Association, and D. Fletcher Barber, a member of the Executive Committee of the National Retail Hardware Association, were present at the Thursday morning session and spoke of the advantages and pleasure which would result to the members of the Connecticut Association by attending the annual meeting of the National Retail Hardware Association to be held in Boston in June, 1907. It was decided by a unanimous vote that the association should give up its usual summer outing and instead attend the national convention.

THE QUESTION BOX.

The Question Box brought out the fact that about three-fourths of the association membership sold Field Grass Seeds and would be interested in frequent reports of market conditions from other sources than the wholesale dealers.

It also developed the fact that a certain manufacturer was selling his "seconds," including Tools and other products, to other than the legitimate Hardware trade, in boxes without the manufacturer's labels, marked "Imperfect;" also that a portion of these goods found their way into jobbers' hands, all to the injury of the retail Hardware merchants. It was resolved that the matter be taken up by the Grievance Committee.

An interesting discussion followed the question, " Is it better to hire green boys and break them in, or to hire men?" One merchant had found it was more satisfactory to train boys in his methods.

The question, "Does it pay to allow customers 2 per cent., if they pay accounts before the first of the month, for the preceding month?" brought out the fact that one merchant billed Nails to carpenters and builders at a certain base price, and stamped on the bottom of the bill "25 cents per keg less for cash." He found that these bills were paid promptly.

A difference of opinion was expressed, owing to local conditions, "whether it is good policy for a merchant to go out of legitimate territory and quote lower prices outside than in his own town."

BANQUET.

The annual banquet of the association was held at Hotel Garde, Thursday afternoon, with about 70 persons in attendance. Mr. Treat, the newly elected president, efficiently acted as toastmaster. The speakers included Hon. Rollin Woodruff, Governor of Connecticut; Hon. Wm. F. Henney, Mayor of Hartford; Chas. H. Parsons, New Britain; D. Fletcher Barber, Boston; F. Alexander Chandler, Boston, and Geo. J. Bassett, New Haven.

GEO. W. PITKIN CO. REMOVE THEIR MANUFACTURING PLANT.

The George W. Pitkin Co., paint and color makers of Chicago, who have the distinction of selling the first bill of prepared or ready-mixed paints sold in the West and who are also the originators of a ready-mixed paint suitable in price and quality for barns and warehouses and widely advertised as Pitkin's Barn Paint, have purchased a property in Benton Harbor, Mich., and will remove their manufacturing plant and general offices there in April. A most desirable site, containing about five acres, with side track directly into the plant and conveniently situated near all railroads and boat docks, has been obtained and large and exceedingly commodious buildings are now being rapidly pushed to completion. The manufacturing, power plant, general warehouses and offices will occupy separate buildings and are constructed and arranged so as to make practically impossible any repetition of the disastrous fires which have wrought such havoc among the paint houses of Chicago during the past year.

The George W. Pitkin Co. have thoroughly investigated the shipping facilities of Benton Harbor and say that their patrons will receive the same prompt shipment service as heretofore, for it enjoys shipping advantages superior to Chicago in many ways. The greatly increased capacity and convenience of their new plant will enable them to meet every demand of their constantly increasing business.

CREDIT.

BY B. A. CHAMBEAU.

Are you doing justice to yourself in the matter of credit, both as regards your credit with the wholesalers and also in regard to extending credit to your customers? Your credit is a part of your capital; in fact, where you do not use it, or in other words, do not abuse it, it becomes a very powerful factor and lever in upbuilding and upholding your business; hence, it becomes necessary for you to guard your reputation in this respect, at all points and under all circumstances, and leave nothing undone to prevent the slightest spot from tarnishing it. Who can obtain the most credit? Naturally, the one who asks it least often and is most ready to pay cash. Prompt payments give you a commercial rating and this is worth having, no matter where you are; for some time you may need an A No. 1 rating. It is easily procured if you will only live up to your every word and promise. Prompt payments mean something else, for when you command discounts, that each year mean more profits than you probably are making on some of your side lines. When you pay promptly, or pay cash, it is you that can make terms, not the other fellow. While one or two per cent. off for cash in ten days is good, five per cent. off for cash in hand is better, and while many firms would not give the five per cent. off for cash in hand, they will sell the cash buyer certain lots of goods far below what they would accept on a credit basis.

The first incentive to prompt payments is a bank account, however small, for without a bank account you are always to a certain extent handicapped by a certain carelessness and indifference which only a bank account can obliterate. Probably the greatest incentive to pay promptly lies in the fact of being free from every cent of debt when you become owner of a store.

Another encouragement to pay promptly is: Do not order anything unless you have the money to pay for it. This does not mean the expectation of having it when the goods arrive, but the actual possession of the money at the time of ordering. Don't make the mistake of paying your large bills promptly and neglecting the smaller ones; for the smaller ones are generally due to houses who need the money more than any one else. Look upon a $2.75 account the same as you would one for $100—get the cash discount.

Failure to pay small accounts at maturity will generally prove the ruination of your credit, the same as a neglect of your larger ones, and your safety lies in meeting both promptly when they become due.

The world of business is very closely allied. There are many sources of information and a constant spying process is going on, in everyone's affairs. Very little information escapes the agent who follows this spying-out business, and if it does not cause immediate trouble for the neglectful man of business, it is remembered and will operate against him in the future.

Do not get into the habit of making promises to pay, and begin to construct hard-luck stories; your creditors want their money and care nothing whatever for you and your feelings. The sooner you realize this and act accordingly, the better for you and your credit. Get the habit of looking at it from the other side; you are not the only one concerned. This habit of delaying, from whatever cause, the payment of small accounts, always proves a source of great annoyance to the house that deals with those merchants that practice it. Such a house, having many of these small accounts (in fact all of its accounts may be small) depends upon the prompt payment of them to meet its own obligations; and failure to collect means disappointment and annoyance to themselves, their creditors and their employees. And now ask yourself the question: What right have you to keep from such house the money that you owe it? Money is a circulating medium; keep it going—at least that part that you owe—that it may continue circulating.

So much for your credit. Now, how much credit can you afford to give to your customers? This depends in a great measure upon whether you are located in the city or in the country. However, the principle should be the same—give as little as possible, and then only to such people as will guarantee the payment of their bills every month. Any customer that feels offended at you for asking him to guarantee his bills is a poor customer at best, and to lose him you are not losing much; for he is asking an accommodation of great value to himself, not to you, and he should be more than pleased to afford you every possible protection that you may lose nothing by it. A charge for Mr. Jones may be good to-day; to-morrow it may be doubtful; and next day it may be no good at all; you don't know Mr. Jones' private affairs. In introducing a cash system or a prompt monthly payment system, you must exercise some diplomacy; don't be too impulsive; prepare the public beforehand for it.

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NEW YORK STATE RETAIL HARDWARE ASSOCIATION

The Fifth Annual Convention of the New York State Retail Hardware Association was held at Syracuse February 19, 20, 21 and 22. The speakers touched on subjects most pertinent to the trade, and much benefit came from the various addresses. The present membership is close to 320 Hardware houses, and from all appearances this will be materially increased before the next convention.

TUESDAY AFTERNOON SESSION.

The convention opened in the large assembly hall of The Alhambra at 2:30, President Louis J. Ernst briefly welcoming the members and guests, who had assembled in unusually large numbers for the first day's meeting. He introduced acting mayor John W. Sadler, who took the place of Mayor Alan C. Fobes, who was unavoidably absent from the city. Mr. Sadler extended a cordial greeting to the Association, and extended the freedom of the city to its members. At the request of President Ernst, R. R. Williams of *The Iron Age* responded on behalf of the Association. President Ernst then delivered his annual address, from which we give a number of extracts:

PRESIDENT ERNST'S ANNUAL ADDRESS.

He said in part:

Heretofore our conventions have been favored with the presence of representatives of manufacturers, who sought to display their goods in the narrow and insufficient quarters of hotels. This feature, while no doubt pleasant and instructive, yet on account of the crowded condition of the hotel where the convention was held created a great amount of discomfort, which detracted much from the pleasure of the gathering. Realizing this and with the knowledge that more manufacturers would be pleased to be represented at the convention, your Executive Committee decided on the, to them, new experiment of a Hardware exposition, and accordingly authorized the Exposition Committee, consisting of Messrs. Sherwood, Ferres and Foley, which was appointed for the purpose, to lease the building known as The Alhambra, and sublet space in it for exhibition purposes. That the Executive Committee acted wisely is evident from the fact that much more space was applied for than was at the committee's disposal. The thanks of this association are due to the Exposition Committee for the success of the enterprise. The members of the committee were called upon to give much time, labor and thought, but this was most cheerfully given, and the result is before you. The exposition promises to be a very interesting adjunct to the convention, and visits to it cannot fail to be interesting and instructive to the members and profitable to them and to the exhibitors. It would seem as though our manufacturing friends could display their wares and interest the merchants with much less expense, and more ease by means of such an exhibition than by any other method. The merchant comes unhampered by any details of his own business. He is in a receptive mood and can be shown and discuss the merits of goods without being interrupted, as he usually is in his own store. The same argument applies to the exhibitor, who can show and explain his wares to his customers, or possible customers, by means of samples at hand much more understandingly than by catalogues. Who can tell but that in the future such expositions as this may be looked upon as a necessity?

In his very able address delivered at the convention at Atlantic City last October President E. M. Bush of the National Retail Hardware Association touched upon a subject of the greatest importance to every Hardware merchant in the country. He appealed to the manufacturers to assist the retail merchants and their salesmen by furnishing them

WITH MORE INFORMATION REGARDING THEIR GOODS.

The maker of a Saw, a Knife or a Lock is fully conversant with the article he manufactures. He knows why a certain kind of steel or a brand of iron or a kind of wood is better adapted to the purpose than any other and why the article is made of this particular steel, iron or wood, how a mechanic can best use a tool to the best advantage; why not impart this information to the merchant and his clerk so they can understandingly describe their wares to their customers?

How can it be expected that a merchant with hundreds and thousands of different articles on his shelves can talk with knowledge and point out the merits of different articles when the only guide he has is the label on the package giving quantity, size, number and name of article? Why has not the manufacturer seen the necessity of imparting this knowledge to his customers before? Possibly because he has not looked at the matter from a merchant's standpoint. He may see the advantage of taking the suggestion offered by President Bush and acting on it; if he does not we ought to all collectively and individually see that it does not slip his mind.

Catalogues should be more explanatory regarding goods mentioned in their pages. There is no reason why goods should not be properly described, so that a merchant can readily understand wherein one article differs from the other. Many an expensive catalogue is rendered almost useless for

THE WANT OF NECESSARY INFORMATION.

A few weeks ago I was called upon by a manufacturer of Chucks who handed me his catalogue. I looked through it and reached two pages on each of which cuts exactly alike were used. There was no description whatever, excepting the numbers and list prices. The prices of one were much lower than the other, and upon inquiry I was told that the discount on the lower price Chuck was greater than on the higher priced one. I did not understand it, and accordingly asked for the reason and was told that the cheaper one was made of iron and lighter, while the other was of steel and heavier. I immediately called the gentleman's attention to the deficiency in his catalogue, which if descriptive might be of some use to his customer. He admitted the criticism was deserved, but said

HE HAD NOT THOUGHT DESCRIPTION NECESSARY.

This undoubtedly is the reason why many catalogues lack a very essential feature in their make-up. The manufacturer fully understands everything regarding his product and without giving the matter any further thought imagines that every merchant possesses the same knowledge, and consequently that which would make the book much more valuable and convenient, is omitted.

In my early Hardware days catalogues, price-lists and circulars were not nearly as plentiful as they are now, and consequently easily taken care of. It would seem as though the number of such publications had doubled within the last ten years, and it has become a very serious question how to provide place for them and how so to arrange them that they will be of use and any particular one easily found when wanted. It seems apparent that the only solution to this problem is in standard sizes.

This matter has been agitated before in other conventions, and has been considered and reported upon by committees without any appreciable result. We all continue to receive these publications printed in all imaginable lengths, widths and thicknesses and colors, in sheets, folders, pamphlets and books. If publishers only knew how much of this typographical art is thrown into waste paper baskets, because solely of the want of established standard sizes, it would undoubtedly hasten the day of some uniformity in this kind of literature. There is no such thing as providing suitable places now for catalogues and price-lists. As an illustration I offer this as an example: I recently had a case built in my office for bound catalogues, and was pleased with the new piece of furniture, when along came a catalogue just one-half inch larger than its predecessor and just one-quarter inch larger than the space between shelves. The result was that it was in the way everywhere, and finally laid aside where it may be entirely lost sight of.

The average Hardware store as a rule has not

ANY TOO MUCH ROOM TO DEVOTE TO LIBRARY PURPOSES,

and consequently it becomes very much of a conundrum to know what to do with the ever-increasing quantity of this printed matter. If the publishers would only take a sensible view of the situation and adopt standard sizes the matter would shape itself.

The single sheet if of a uniform size can be accommodated by filing in loose leaf binders, or in the numerous filing devices which now exist. The so-called folder is a nuisance. There is no way of filing it, and it should find its way into the waste basket as soon as received.

Of pamphlets there is no limit to the assortment. They vary in size from that of a business card to a door mat. It would be interesting to know if the publishers of some of these freaks expect to have them preserved any length of time. In these pamphlets, as in



JOHN B. FOLEY, SECRETARY.

many other things in life, a happy medium is desirable. It does not matter so much just what size these pamphlets are so long as they are of a uniform standard size. There can be no possible reason for this great diversity of size, except that nothing has been decided upon among manufacturers to accomplish this result, although various committees and conventions have had the matter placed before them.

THE TIME MAY COME WHEN DECISIVE ACTION WILL BE TAKEN.

It is certain that concerted action by the members of the National Retail Hardware Association would bring about a desired result.

In bound catalogues, while the great assortment as in the pamph'ets does not exist, yet there is no reason whatever why they should not be uniform as to size, except thickness, leaving out, of course, the few very large books which form a class by themselves.

Another criticism regarding catalogues is the carelessness of some firms issuing them

WITHOUT DATE OR NUMBER

to distinguish them from the preceding edition. It is beyond comprehension how business houses will spend large sums of money on catalogues and show such indifference in this one particular.

A suggestion here seems apropos regarding the issuing of a new catalogue. It ehould always be accompanied by a circular calling attention to any new goods represented, and giving the page on which these new goods can be found. The result would be that a merchant's attention would be given to the goods which otherwise he might pass by unnoticed. Changes in list prices in a new catalogue should also be announced on a similar circular.

Backs of bound catalogues should bear the name of the firm issuing it, the same as the title of a book would be expected to appear on its back. There are many bound catalogues deficient in this respect, making it necessary for the seeker after Hardware knowledge to unnecessarily waste time and patience and good nature in his search for information.

I suggest that our representatives to the National convention take these matters up, with a view of concerted action by the National as well as the several State Associations. This is offered not by any means in a fault-finding spirit, but as

PRESENTING THE MERCHANT'S SIDE OF THE QUESTION

hoping that at some day in the near future manufacturer and merchant may meet and adopt some system meeting the views of both.

I suggest that in the future the Committee on Legislation be continued in office until the adjournment of both the State Legislature and Congress, and that the secretary be instructed to have sent to each member of the committee the paper called "Merchants' Legis-

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lative League Advocate" from January 1 to July 1. Each member of this committee would be expected to carefully examine each number of this publication and note any matters of interest to the members of our Association as merchants, and communicate with the chairman, calling his attention to the matter and giving their views, so that he can call the attention of the full committee and act jointly.

Considering the considerable expense incident to sending our full quota of delegates to the National Convention I would recommend that the number of delegates from this Association in the future be limited to two, and that they be the president and secretary. It is self-evident that these two officers can better represent this Association at the National convention, inasmuch as they are fully conversant with all the affairs of the Association, and by virtue of their knowledge of association matters can render better service to both State and National Association.

I submit for your consideration the advisability of the incorporation of this Association and would suggest that the matter be referred to the Committee on Organization to investigate and report at the convention in 1908.

A committee of three, consisting of John G. Ferres, of Johnstown, as chairman, W. D. Hollowell, of Penn Yan, and A. R. Grant of Syracuse, were appointed to consider the president's address and apportion its recommendations to the several committees. R. R. Williams, of *The Iron Age*, made an address touching the many conditions affecting the Hardware trade, dwelling on the sentimental side of the business as it touches the relations between merchants and customers and between the merchants themselves.

W. P. Foster, president of the Rochester Commercial Travelers' Mutual Benefit Association, made an address on "The New York State Retail Hardware Association from the Traveling Man's Point of View." The value of suggestion and criticism from a man who for twenty-five years has been in touch with the trade and who has had the faculty of discerning the weak places in the methods of some merchants, may readily be seen from the following extracts from his speech:

* * * *

I am sorry to say that the following bit of advice is one much needed in places: "Clean up." A clean, orderly place of business costs less to manage than one that is dirty and disorderly. The good influences radiating from a well kept place will bear fruit every year in the increase of sales and the greater efficiency of your employees. Clean up your stock and get rid of some of the antiquated goods on your shelves and make room for something more modern. I was called to inventory a stock of goods a few years ago and found on a shelf on the second floor $80 worth of coffin trimmings that had not been disturbed since 1862. Goods that are out of date are worth less every year that you keep them. So get them out of sight and sell at cost or less. It is like a tooth pulled to the average dealer to sell goods less than cost, but after it is over he feels better.

Have your store well lighted at night. Nothing is more attractive from the street than a well lighted store, and nothing is more dismal than a store with a few dirty, smoky lamps.

HAVE YOUR WINDOWS CLEAN AND WELL TRIMMED

with seasonable goods. See that your clerks are polite and obliging. Equip them with knowledge necessary for the intelligent conduct of your business.

Observation is a good teacher, but not all clerks in a Hardware store have their faculty of observation so trained that it will work automatically in every instance. A clerk needs help and should not be left to grope his way upward unaided. Frequently kindly counsel will not come amiss.

MISTAKES SHOULD BE POINTED OUT AND THEIR REMEDY SUGGESTED.

Above all, every employer himself should be to his clerk a shining example of industry, intelligent effort and absolute honesty in all things.

Now here is a statement calculated to make a merchant sit up and take notice, and the more he thinks the more he will feel like thinking until he has thought the question dry. What is the reason that last week when John Smith came in to buy a pair of skates that you did not sell him, but he went across the street and bought from the other fellow? What is the reason that yesterday your competitor had an ad in the local paper that filled his store to-day with customers, while your clerks were standing around chewing gum? I know what you will say. Maybe this or maybe that, but the biggest "maybe" is you are not as good a merchant as he is. Don't you know that it is harder work to think like "blazes" than it is to go out and black a stove. The most of us are inclined to shrink from looking our business fairly and squarely in the face, and then make plans to make "her hum."

IT IS A GOOD DEAL EASIER TO SIT ON THE COUNTER

than it is to write up a good ad. It is a good deal easier to empty a barrel of oil than it is to sit down and figure out how to become a better salesman. What I am trying to get at is that it is mighty hard work to be a "cracking" good merchant. It takes a whole lot of energy and push, and it takes it every day in the week. When you sit down and read good trade journals you have got to get the wheels in your head in motion if you get any good out of it.

Why is it that so many clerks and merchants do not exert themselves more in the art of salesmanship? They are respectful, courteous, polite, dignified, friendly. They answer questions with skill and knowledge and they are sincere in thinking that they have performed their duty to the utmost. But they do not. They are negative in their attitude and talk. They leave all the positive work and positive thinking to the prospective buyer, and therefore unless the person has a real and hungry, persistent, positive want he goes away from the store without purchasing and a sale is lost.

Study your goods, then the art of salesmanship, and finally

STUDY THAT WONDERFUL SUBJECT, HUMAN NATURE,

and how to sway and influence the members of the human family. I have a merchant in mind who has for his motto, "We have it, can get it, or it isn't made." No one can come into his store and ask for an article, be it ever so small, but that the goods are immediately forthcoming, or the remark that "we are just out, but will have it to-morrow," and he makes good his promise by ordering the goods by mail or express. He figures that a satisfied customer is one of the best assets a dealer can have, and he naturally expects to see him again when in want of goods.

There is a natural attraction in the big order, and merchants are too frequently tempted beyond the limits of good business policy to obtain it.

SOMETIMES THE MARGIN OF PROFIT IS CUT INTO,

or extravagant concession made. In fact, it sometimes seems as though any method is regarded as legitimate to obtain a nice, fat order. As a matter of fact the dozen or two little purchases that are so apt to be despised and frequently neglected are very apt to represent more profit, as well as a wider clientage, than the one order that is a dozen times as big.

It is the steady customer that pays in the end, even though his individual purchases fall within the list of despised small orders.

DON'T NEGLECT THE SMALL ORDER FOR THE BIG ONE.

Rather depend upon the little one for profit, and get as many of them as you can. The man who spends 25 cents a day with you at a good rate of profit will make you more money in a life-time than the one who once or twice in a dozen years gives you a $100 order, after frying every drop of fat out of it by the extra concessions he demands with it because of its importance.

WEDNESDAY SESSION.

The Wednesday meeting was given up to reports, election of officers, some routine business and a question box, which developed some interesting features. After some talk it was unanimously voted that manufacturers' exhibitions in connection with the Association meetings should be encouraged. The first important question announced by Chairman L. G. Mattison, of the Question Box Committee, was as to the methods of collecting outstanding accounts. A number of members detailed their experiences in this line, and others joined in the discussion by suggestion or question, and this part of the meeting proved most popular and interesting.

President Ernst explained that the serious illness of Secretary Foley prevented the presentation of the secretary's report, and an announcement of the condition of the Association's membership. The report of Treasurer F. E. Pelton showed a prosperous financial condition.

J. J. Douglas made the report for the Finance Committee and B. L. Andrews that of the delegates to the National Convention.

A few minor changes in the by-laws, following President Ernst's suggestion, were made upon the recommendation of the Committee on Constitution, headed by Chairman John E. Larrabee.

Giles H. Stillwell, president of the Syracuse Chamber of Commerce, spoke briefly as the representative of the city's association of business men, and expressed the hope that Syracuse be made the permanent place of meeting of the Association.

THURSDAY SESSION.

In the morning the Association was the guest of the Camillus Cutlery Co., at its works at Camillus, the members going out by special train. At the meeting in the afternoon a warm welcome was extended W. P. Bogardus, Mount Vernon, Ohio, former president of the National Retail Hardware Association, who was the first speaker. He made an interesting address.

President Ernst read a letter of regret from George H. Sargent, of Sargent & Co., New York, who was unable to be present because of illness, and who was on the programme for an address entitled "Looking Backward."

L. B. Elliott, of Rochester, spoke on

ADVERTISING IN RELATION TO THE HARDWARE DEALER.

His address was in part as follows:

* * * *

As to general publicity, the newspaper is the first and most important medium. I notice among the objects of your Association is "to place the business of the retail dealer upon such a basis as will enable him to meet the changed conditions of our business life." One of these changed conditions is the absolute necessity for newspaper advertising. The newspaper is the daily companion and source of information for the public. The people have become educated to desire more information and more general information than ever before, and this information can be obtained from the newspaper. An extensive employment of the newspaper by merchandising concerns for advertising purposes and the excellent information contained in their announcements for the guidance of the buying public

HAS CREATED A NEW CONDITION,

in that the public depends to a large extent for its information as to purchases upon the advertisements in the newspapers.

It pays to use liberal space in the newspaper. The public is going to judge of your business largely from the kind of an advertisement that you put forth. Liberal space gives an opportunity to speak of a number of articles, to get attractive and convincing display, to use attractive illustrations and to command position in the newspaper. A large advertisement is more readily seen and commands more attention. It also shows the public that you have faith in your own business. Liberal space alone, however, will not prove a paying investment. The matter that is used in the space is of even more importance.

ABSOLUTE TRUTHFULNESS AND SINCERITY

in the advertisement is the keynote of success. Make your advertising in keeping with the news spirit of the newspaper.

Have a story to tell, or else do not advertise. If the public finds in each of your announcements something of interest, real information, the public will continue to read your advertisements. If they are deceived once or twice after they have spent their time in reading your advertisement by finding that after all there is nothing of importance told there, the tendency will be to pass over your announcements from that time forward. Tell your story as briefly as possible, but tell it well.

* * * *

It pays to use good illustrations in newspaper advertising, and with the present methods of making illustrations these can be had at comparatively small cost.

The public is largely eye-minded. Impressions are

MORE QUICKLY RECEIVED THROUGH THE EYE

than through type matter. A good picture of an article will often sell more of them than any amount of type matter, and any good picture will serve to attract attention and fix the eye on the advertisement. Fancy pictures are of little use themselves. Illustrations showing the articles in actual use where practicable are the most satisfactory in making up a display advertisement. Do not try to put in too much matter, use good white space all around your type matter. The more easily the advertisement is read the more certain you are of having it read.

Change your advertisement every time it appears. Many dealers think that it is simply sufficient to keep the name before the public. If you will call to mind your circle of acquaintances, you will find that some of the best known names are known chiefly for unprogressiveness.

The insertion of a set announcement of any store tends to create in the minds of the public the impression that

THERE IS NOTHING NEW IN THAT STORE.

Then again the advertiser who puts before the public 365 different arguments in the year, telling about 365 different articles, has 365 more chances to interest the possible purchaser than the man who runs the same advertisement continuously.

The great drawback to progressive advertising in many retail stores is the lack of time or ability on the part of the proprietor to prepare the proper kind of advertisements and illustrations. Let me suggest that if there is no competent firm in your city that devotes itself especially to the preparation of advertising, select some young man from among the sales force and give this work over to him. He will take a great deal of interest in it as a rule, and will be continually striving to outdo your competitors in the advertising pages of the paper. With your assistance he will be able to prepare daily advertising matter that will be of real value.

W. M. PRATT'S ADDRESS.

This was given in our last issue, and was on the subject of "Tool Topics," and which was an able and thoughtful address.

There was some discussion as to the employment of collection agencies in collecting small accounts. The clubbing together of merchants to employ the same lawyer for collecting bills was advocated as the result of the experience of several members.

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RESOLUTIONS.

Chairman F. E. Pelton of the Committee on Resolutions embodied in his report a resolution that the Association extend to Secretary J. B. Foley hearty sympathy and sincere hope of recovery, and "that much of the success of this convention is due to the careful preliminary work which he has done, and the courteous and faithful services he has rendered have been of vital interest to the Association since its formation."

A resolution expressed thanks to C. P. Sherwood for his labors at his stepping into the breach when Mr. Foley was stricken, and the sentiment was expressed that "We feel the success of the Hardware exposition is largely due to his untiring efforts and business management."

THE BANQUET.

The banquet was held at the Yates Hotel, with a very large and representative attendance, which included a goodly number of ladies. John G. Ferres was a graceful toastmaster, and other speakers were Hon. Theodore E. Hancock, Syracuse, ex-Attorney-General of New York; W. P. Bogardus, William M. Pratt and E. C. Neal, Buffalo. Marshall P. Wilder, the humorist, told amusing stories. The speakers' remarks were rich in humor, coupled with more serious topics. There was singing by the assembled guests, which added to the gayety of the evening. The banquet Committee consisted of John Hosey Bradish, L. G. Mattison, John B. Foley, W. E. Cook, F. E. Pelton, J. G. Ferres and Charles P. Sherwood.

EXHIBITS AND EXHIBITORS.

The exhibition by manufacturers and jobbers was a very representative one of the products which go to make up the stock of the Hardware merchant. The modern trend of the trade was strongly in evidence. The manufacturers of paints and kindred materials were much in evidence, recognizing that the Hardware merchant has come to consider paints and varnishes and the like as not only legitimate, but very profitable lines. Stoves, ranges and furnaces were equally well represented for the same reasons.

BICYCLE STEP LADDER CO.'S LITIGATION.

We have received the following, which is self-explanatory, from the Bicycle Step Ladder Co., Chicago, Ill.:

The United States Circuit Court of Appeals for the seventh circuit (Chicago) on February 8, 1907, handed down a decree finding the Victor and Bon-Ton ladders, in addition to the Columbia and Nox-em-all ladders previously passed upon, to infringe the Murray patent.

WHAT THE MURRAY PATENT COVERS.

The Murray patent, as interpreted by the opinion of this court of last appeal in patent cases, covers any store service ladder built upon the plan of sustaining the whole weight, practically, on rollers at or near its lower end and making use of a loose guide bearing at its upper end for the purpose of preventing the ladder from tipping over. The court has decided that plain hooks, hooks in combination with rollers or rollers with flanges which serve the purpose of hooks (as in the Coburn ladders) are all covered by the Murray patent.

HISTORY OF THE LITIGATION.

This suit was commenced in March, 1902, by E. M. Murray (The Bicycle Step Ladder Co.) against The Orr & Lockett Hardware Co., Chicago selling agent for the Coburn ladders. The case was defended from first to last by The Coburn Trolley Track Mfg. Co., making it in fact, if not in name, their case. The suit has been most thoroughly contested and has been three times before the United States Court of Appeals. In the first instance the court found the Murray patent valid and infringed and rendered an opinion in part as follows:

> "The Murray patent is a store ladder whose weight is wholly upon rollers upon the floor or base-shelf—the upper fastening being a loose one, by means of hooks intended solely to keep the ladder from tipping over. . . . . It differs from (the prior art patents cited) in that, practically, it runs on only one track, utilizing the balancing of the man's body to propel it laterally without friction." (This the court found to be "a new thought in the art of ladder making.")

In the second instance the court denied a petition for rehearing presented with an extensive argument, and in the third instance it found the Victor and Bon-Ton ladders made by the Coburn concern to be infringements. In its last opinion the court said in part, referring to these ladders:

> "Defendant does utilize the essential features of Murray's invention as we defined it" and "the changes from the Columbia type (the type previously found to infringe) are only colorable."

Injunctions of course will follow as speedily as possible and suits will be instituted against other infringers who fail to respect our rights. In the meantime we ask the public to respect our rights. We are sure that with the facts thus before it the law-abiding portion of the community will avoid buying infringing goods. To the other portion we would merely hint that the user of an infringing device is equally liable for damages with the maker or seller.

A "FOLLOW UP" SYSTEM.

Evidently one of the most dangerous things a man can do in America is to write to a manufacturer or his agent inquiring for a price. In illustration of this the *Engineering Times* quotes a letter which Mr. George H. Pedlar, Jr., a keen young Canadian merchant, says he sent to his agents the other day on the subject of following-up. "In our business," says Mr. Pedler, "a man may write for prices with the intention of ordering some kind of building materials right away, and for some unknown reasons his plans may be altered. He might have a death in his family, or sell his place and buy another, or for a hundred and one reasons change his plans, but the point is, that having once received an inquiry from a man, he should not be lost track of till you receive a definite understanding or order from him. Inquiries cost money. Every postcard you receive, saying 'Send catalogue and best prices, costs money—much more than you imagine—very much more; but it pays provided the inquiry is properly handled after it is received. It's all right for one to say that such and such a postal received is N. G., and calls for nothing more than a reply, and then to be passed up and forgotten. That's wrong. I have tried it myself, and was very much surprised later on to get an order from the same man, who in the beginning inquired in the tone of a schoolboy. There is no rule to follow except the correct one, of treating them all as if they were from the largest concern in the world. One is very apt to slight a reply to a man rated at nil, while giving minute attention to a man of position. Nevertheless, one is just as apt as the other to use some goods.

"A 'Follow Up' system is simple, and while involving some trouble—like anything else that is worth while—it pays without a doubt. If you have a card index, this is being written first with an idea of giving you some slight idea of the cost of each inquiry, and, second, with the idea of impressing you with the importance of following it up thoroughly. The most profitable business you can get is the business that comes in by mail. It is also the best, because you can write twenty letters a day at the expense and time of going personally to one man, and while the chances for orders solicited by mail are not to be compared with the chances of getting an order by personal solicitation, still the cost is not so great. The form in which letters are written is the basis of all successful mail order propositions. Every one agrees that the live business man avoids entirely the stereotyped form of business of fifty and even a dozen years ago. Don't say, 'Yours of the 6th inst., received, and in reply beg to say'; that's antiquated and does not serve the purpose. Throw it right into a man from the first word. Go right at your subject on the first line. Ninety-nine inquiries give you some clue as to what the man had in mind when writing, and if he does, go after that particular point on the jump. People are not interested now in anything that pertains to dead wood—they want the meat. Another thing. Don't trust to your memory. You may have the best memory of anybody in the world, but you will forget. Besides, it doesn't pay. A man to make a success of his business nowadays has enough to think of without cramming his head full of details. Whoever heard of the president of any company keeping his cash-book in his head? It could not be done and done correctly, neither can a 'Follow Up' system."

CONCLUSION OF IOWA RETAIL HARDWARE ASSN.

(See page 28.)

Resolved, That we appreciate the interest taken in our association work by the manufacturer, jobber and traveling salesmen, and fully realize that by their hospitality, good-fellowship and instructive methods this association has been assisted very much in making this meeting one of the most successful in the history of the association.

Resolved, That we, the Retail Dealers of the State of Iowa in convention assembled, respectfully petition the Thirty-second General Assembly of the State of Iowa to pass Senate Bill No. 196, known as "The Bulk Sale Bill," we believing said bill to be in the interests of the reputable retail dealer: and we recommend that the term "creditors" as used in the Bulk Sale bill be interpreted to mean only the direct creditors of the particular stock to be sold in bulk, by reason of said creditor having furnished either merchandise or money for said stock.

Whereas, There has been introduced in the present Legislature a bill known as the "Exemption Bill;" and

Whereas, We believe this is an honest bill and legislation that is justly due the retail merchants of Iowa: therefore, be it

Resolved, That this convention of retail Hardware dealers approve this bill, and the secretary be instructed to write the members of the Legislature, requesting them to give the bill their favorable consideration and support.

In an announcement made some time ago the association offered a series of three prizes, aggregating $25 in amount, for the best window display by members of the association. Photographs of these displays were directed to be sent to the convention for exhibition and judgment. From this collection the following exhibitors were awarded prizes: A. J. Hoffman, Murray; Marvin Bros., Grinnell; Miles Hardware Company, Mason City. Several of the remaining photographs received honorable mention.

On Thursday evening members of the association were entertained by the Des Moines Hardware Club, at a reception and theatrical programme given in Knights of Pythias Hall. The entertainment was admirably conducted, and much enjoyed by the large number of guests present.

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IOWA RETAIL HARDWARE ASSOCIATION

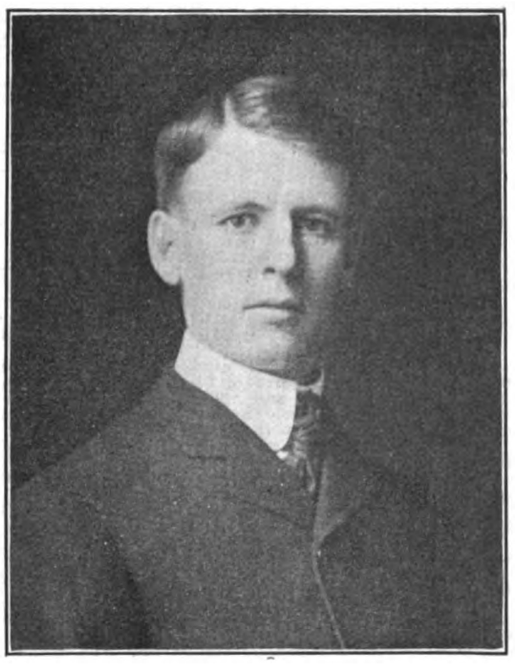
The Ninth Annual Convention of the Iowa Retail Hardware Association was given at Des Moines on February 19, 20, 21 and 22. The business meetings of the convention were held in the Auditorium of the Christian Church, Ninth and Pleasant Streets, while exhibits were displayed in the rooms of Shriners' Temple on the corner diagonally opposite. The remarkably large number of members in daily attendance at the regular session was easily the feature of the convention. With a seating capacity of over 450, the large Auditorium was on Wednesday and Thursday afternoons filled to overflowing, and the unusual spectacle of standing room only was presented.

After calling the meeting to order on Tuesday, President H. S. Vincent introduced Lucius Wilson, secretary of the Greater Des Moines Committee, who extended to the Iowa Retail Hardware Association a sincere and hearty welcome to the city.

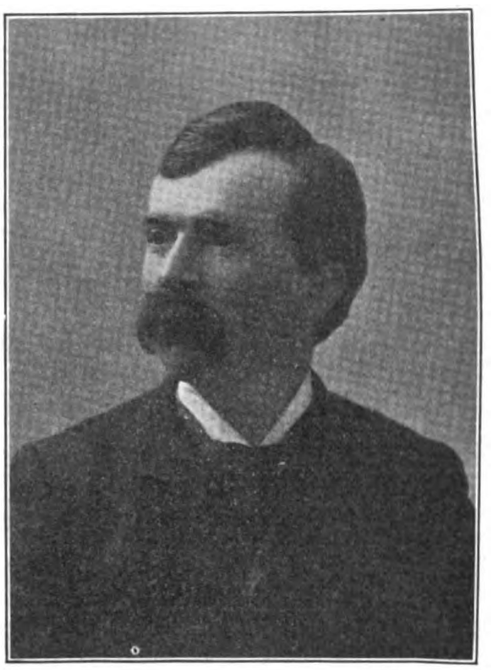
In a few well chosen words President Vincent made due acknowledgment of the courtesy shown the Association, and expressed the wish that the hopes of the Greater Des Moines Club might be realized, and that a new Coliseum Building, suitable for the entertainment of conventions, might be the first fruit of their labors.

COMMITTEES.

The real work of the meeting then begun by the appointment of committees to act during the convention, which were named by the president as follows:



H. S. VINCENT.



A. R. SALE.

RESOLUTIONS: S. R. Miles, E. C. Moore, Mr. Moulton.
NOMINATIONS: P. C. DeVol, J. J. Sobolik, W. H. Mallard.
AUDITING: L. A. Gnam, Charles Griebling, L. R. Bailey.
PRESS: E. C. Barbour, L. Lindenburg, A. R. Sale.

"THE BUSINESS MAN IN POLITICS."

L. C. Abbott, Marshalltown, Iowa, read a paper full of practical advice on the "Business Man in Politics." Mr. Abbott was able to speak from personal experience, having served for a number of years on the aldermanic board of his home city, besides having held other positions of public trust.

STOVE DISPLAY.

The paper on "Stove Display," read by F. R. Currie, Mason City, proved to be of unusual interest and elicted prolonged discussion, in which a large number of the members took part. Extracts covering the principal features of this paper are given, as follows:

Realizing that the representation in this convention is from all sized stores and from all sized towns, I will endeavor to treat the subject of Stove Display in as comprehensive a manner as possible.

If there are any fundamental principles governing this subject they may be briefly summarized thus: Stoves should be well blackened, kept free from dust and dirt, as well as from miscellaneous Hardware merchandise, and the nickel put in place and polished well. Stoves should be arranged in classified groups, Oak Stoves, Base Burners, Ranges, and so on, all side by side throughout the line. I believe these are the fundamental rules for the displaying of Stoves, but we may add one other, and that is, the Stoves should be shown in as good light as possible.

We will begin with the conditions that confront the majority of Hardware dealers in the State of Iowa, namely, limited amount to help in the sales department and the fact that Stoves are generally displayed on the same floor with the general line of Hardware. Under these conditions you can begin with the fundamental principles laid down. My experience is that the best way of lining up the stoves is to arrange them in a double row, back to back, through the center of the store. This would apply of course particularly to stores of ordinary width in which there are no counters. You will then

HAVE AISLES OF GOOD WIDTH ON EACH SIDE OF THE STORE.

Use platforms not less than 9 inches in height and paint them a bright red: keep them well dusted and swept, the same as the floor and the shelving: and rest assured that the display will be detracted from if you use these platforms for Stove Castings and miscellaneous Hardware. In lining up your Stoves be sure to keep the classes in groups. This affords comparison as to size and makes the best impression; you will find it easier to lead up a customer from a small Stove which carries a low price to a large stove of higher price.

It is a good idea, as an aid to salesmanship, to have sectional pieces of Firebacks, Steel Ovens and other parts of the Stove to show your customer. I do not at all favor the system adopted by some of erecting platforms under the shelving at the side of the room.

WHILE THIS INCREASES THE FLOOR SPACE FOR THE DISPLAY OF STOVES it does not have the same clear-cut effect upon the purchaser, as do Stoves shown in the open, and arranged in the right manner. Of course where stores use counters running the entire length of the floor a different arrangement will be necessary. It also pays to change the location of stoves, or, rather, exchange location. Put your Ranges where the Cook Stoves are, and your Cook Stoves where the Heaters are. You will be surprised at the number of the people who will remark when they call at your store that you have been getting in new Stoves, when, perhaps, these very Stoves have been in another position on your floor for weeks.

I come now to the consideration of what I belive to be

THE "IDEAL WAY" OF DISPLAYING STOVES

namely, that of a separate Stove room or department. This will only apply to stores having two or more salesmen always available. In our own store it happens that the Stove room is in the basement, the front portion of which is used exclusively for a Stove display and salesroom. We chose the front part of the basement for several reasons. In the first place we had it: then it had a fair amount of light from the front: but most of all because the stairs to the basement were short and went down.

IT IS A TRAIT OF HUMAN NATURE

that people will go down a short pair of stairs more willingly than they will go up a long pair. Over the cement floor in this room we spread three of four coats of good floor Paint, put on a light pattern Steel Ceiling, plastered the walls and frescoed the entire walls and ceiling white. Platforms 12 inches high were placed on both sides of the room, with a double row down the center. Electric lights were freely distributed down each aisle, all controlled by an Electric Button. The platforms are painted red, the floor gray, and

A STRIP OF CARPET RUNS DOWN EACH AISLE.

If you can arrange a room of this discription, then follow the fundamental principles laid down above in the arrangement of your Stoves and you will have a most pleasing effect: the appearance of it all will create an impression upon the purchaser, and will not only back up the advertising, but will prove a first and last aid to the salesman.

Let me emphasize here a rule which will apply to all Stove departments, and I insist that you underscore it: *There should be nothing in the Store room but Stoves.*

We have been entreated time and again to put a display of Utensil's, or Enamel Ware, in this room, but it would be a most damaging thing, both in its effect upon the appearance of the room, and the greater fact that it would be a hindrance to a Stove salesman. When you take a Stove customer to a Stove room, as described above, you blot out everything else from his mind but the subject in hand—Stoves. The average customer does not buy a Stove often. He is not able to concentrate his mind upon this subject when there are other goods in the room that detract from its appearance, and also attract his attention. Lots of women, for the time being, would be more interested in a bright new Tea Pot, to take the place of the old one, with the lid gone and the handle loose: I say, she would be more attracted to this than the vital question of Stoves.

I hear one criticism from those who have not tried this scheme, and that is, that the every-day customer does not see your Stoves. My answer to this is that there is not a man or woman in your town, unless it be a very large one, who if they wish to buy a Stove would not go to a Hardware dealer for it. After two years' experience with the "ideal plan," as I choose to call it, I can emphatically state that the impression made upon the customer when he first enters the Stove room more than counteracts the loss you may antici-

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pate from this source. But in addition we would advise that you have one or two Stoves on the main floor, which would suffice to call the attention of people to the fact that you have stoves for sale.

PRESIDENT VINCENT'S ANNUAL ADDRESS.

In his annual address, delivered at the opening of Tuesday's session, President H. S. Vincent expressed his warm appreciation of the loyal support given him by members during his term of office, and congratulated the association on its wonderful growth and its achievements. Noting the extent to which unfriendly and bitter competition has been removed by the closer contact and acquaintance afforded in these gatherings, Mr. Vincent continued, speaking in part as follows:

I wish to dwell upon this matter because I think it is one of the most important results that can come from association work. I refer to the personal side of competition in business. In coming to these conventions and meeting your competitor here you find that he is much the same kind of a man that you are. He is in the Hardware business to make money; and you should be in it for the same purpose. And anything that you can do to honorably further that aim should be done, and you should act with him in all matters tending to the building up of the Hardware business to that high plant to which it is entitled in the mercantile world of to-day. In picking out the leading business men of any city in the State, I think I can safely say that you will find the Hardwaremen in each and every instance close to the top of the list.

The insurance feature of our association work has been of the greatest assistance to us in obtaining new members and retaining those that we have. Since I have been in Des Moines this week I have a number of times heard the statement, "I am carrying all the insurance I can get from the Iowa Retail Hardware Association, and am sorry I can't get more." This statement is one we should all be proud of, and reflects great credit upon the association and its officers.

MUTUAL FIRE INSURANCE.

Addresses upon the subject of mutual fire insurance were made by C. A. Peck, Berlin, Wis., secretary of the Wisconsin Retail Hardware Association, and by S. R. Miles, Mason City, president of the Iowa Mutual Insurance Company in which facts and figures were freely given that prove the unquestioned security of these organizations, their economical expense ratio and low premium rates.

The Hon. J. A. Smith, Osage, representing the Lumbermen's Insurance Association, also gave a talk upon this subject, in which he told of the marvelous growth of that company, which in 13 years has accumulated a business that in round numbers amounts to $16,000,000

"INVENTORY, HOW TO TAKE."

A paper on "Inventory: How to Take," was read by Paul C. DeVol, Council Bluffs, Iowa, in which Mr. DeVol described the methods used for taking inventory in his own store. We present the following extracts:

* * * *

On January 15 we begin at the front end of our Builders' Hardware and Shelf Goods department, and count the number of articles in each broken package, placing a slip of paper on each article stating the quality, number, size and cost of same. Having thus disposed of broken packages we set two men to writing down and two to calling off the stock. If we had more men in our employ that were competent for this kind of work we could use as many crews of two men each as would be required to expedite the work. These slips should not be left too long on the shelves, as they are liable to get lost, making a recount necessary and occasioning omission from the invoice. In this connection I will say that you will find it advantageous to mark your goods to show the cost by the dozen instead of the piece. We formerly marked a part of our goods by the piece and it invariably made us trouble when we commenced to extend our invoice sheets, as we would have the quantity down by the piece and the price by the dozen, or *vice versa*. A double system of marking will cause confusion in extending invoice prices.

It is also very important that you get the stock down on your invoice in proper form. We try as far as possible to properly classify our goods on the invoice and avoid scattering them. We may wish to know how much we have invested in a certain class of goods, and this method enables us to figure by lists and discount to better advantage in getting the market prices. We use a loose leaf order sheet,

WITH THE SHEETS CONSECUTIVELY NUMBERED

similar to those used by the wholesalers, having a net price column, a list price column and a third column for the extensions.

Our shelving is constructed in sections, there being 20 in all. These we designate in our invoice sheet as upper section and lower section. For instance, we start with upper section No. 1, which contains all the full or unbroken packages, and when these goods are taken we go to lower section No. 1, which contains the broken packages; and we continue in this way through the entire 20 sections. The advantage of this method is that it enables us to readily refer to any article on our shelves from our invoice. It also familiarizes our clerks with the places for different kinds of goods, and they have no difficulty in properly putting away new goods on the shelves.

In taking down our invoice we put the net price of each article in the "Net" column in plain figures, and if we know there has been an appreciable change in price on these articles we price them in our cost mark. This enables us to readily refer to the price when extending the sheets, and

IF THE PRICE HAS CHANGED WE INVOICE THE ARTICLE AT MARKET PRICE.

We also mark such items with a blue pencil and after figuring the invoice all goods in our stock having this blue pencil mark are remarked. This method keeps us in touch with changes in the market price of our goods.

I wish to say here that retailers owe a great deal of their advancement in late years to the efforts being made by jobbers to keep them in touch with price changes, through the distribution of loose leaf catalogues with their accompanying discount sheets. We have loose leaf catalogues to-day that keep us within 30 to 60 days of the market, and you will find it a great help, in pricing up your inventory, to use these catalogues.

Goods sold by list and discount are put down in the "List" column on our sheets, and we figure the discount from the total list price. In case we wish to know

HOW MUCH MONEY WE HAVE INVESTED IN A CERTAIN CLASS OF GOODS

we start a new sheet, heading it with the name of the goods, and using as many sheets as may be required. By adding the footings of these sheets we get the amount invested in the goods so classified.

We try to keep our inventory in such shape that we can refer to it at any time and see just what quantity, sizes or number of an article we had in stock at the time of invoice. It is helpful in making future purchases, especially of Spring and Fall goods.

It is a great advantage to have your stock arranged right on your shelves. Do not misplace goods, or put them away on the shelves regardless of the permanent place provided for them. Have a place for everything and as far as possible,

KEEP ALL GOODS IN THEIR PROPER PLACE ON THE SHELVES.

In figuring your invoice use market prices as near as you can. Do not figure goods at the price you bought them at six months or so ago. Figure them at the present market and if you have bought cheaply it will show to your advantage on your invoice.

WINDOW DISPLAY.

No paper presented at the convention aroused more interest than was shown in the address on "Window Display," delivered by E. H. Simmons of the Simmons Hardware Co., St. Louis. Mr. Simmons, with the help of two experts from his own house, dressed the windows of the Garver Hardware Company, one of Des Moines' principal retail Hardware stores. The general plan as outlined in his discussion of this topic, was followed by Mr. Simmons in the arrangement of these windows.

SECRETARY SALE'S REPORT.

Secretary A. R. Sale's report was replete with records of the year's achievements, and, though full of optimistic hope for the future, sounded a warning to members of the danger that lies in over-confidence and content with present results. Relative to the gains made last year in membership, he said:

The Iowa Retail Hardware Association has added to its membership roll the past year 208 new names, or a gain of 41 per cent. on the number on the books at the opening of the eighth annual convention. This substantial growth has been made without any other aid than that of the usual efforts of the office solicitation by correspondence. To be more exact, we have on our books up to the date of this convention a total membership of 677. With members taken in at this meeting our total membership will probably be increased to 700.

In Mr. Sale's report as treasurer it was shown that the total of the association for the last fiscal year were $6341.14, the disbursements were $3445, leaving a balance of $2896.14.

The report of the Insurance Department showed the assets on January 1, 1907, to be $17,480.57; ratio of loss to gross receipts, 30 per cent.; ratio of expense to gross receipts, 20 per cent.; cash rebate for 1907, 35 per cent.; total insurance in force January 1, 1907, $1,564,290.

NEW OFFICERS.

The election of officers resulted in the choice of the following officials:

PRESIDENT, P. C. DeVol, Council Bluffs.

VICE-PRESIDENT, J. F. Doty, West Liberty.

SECRETARY AND TREASURER, A. R. Sale, Mason City.

DIRECTORS: E. C. Barbour, Fort Madison, First District; J. F. Doty, West Liberty, Second District; H. C. Chapin, Union, Third District; F. R. Currie, Mason City, Fourth District; L. C. Abbott, Marshalltown, Fifth District; F. P. Marvin, Grinnell, Sixth District; C. T. Gadd, Des Moines, Seventh District; C. H. Thomas, Kent, Eighth District; P. C. DeVol, Council Bluffs, Ninth District; H. C. Vincent, Fort Dodge, Tenth District; C. E. Hass, La Mars, Eleventh District.

EXECUTIVE COMMITTEE: F. R. Currie, Mason City; L. C. Abbott, Marshalltown.

SHELF DISPLAYS.

A paper prepared by J. P. Talcott, Williams, Iowa, on "Shelf Displays," was read by A. W. Ross of the same town.

Mr. Talcott discussed his subject from the standpoint of a village Hardwareman, and gave some practical pointers on the arrangement and display of goods in store.

"ELIMINATION OF PERSONAL ANTAGONISM IN LOCAL COMPETITION" was ably treated in a paper prepared by C. E. Swaine, Council Bluffs, which in his absence was read by Mr. Bailey and was as follows in part:

The direct outcome of personal antagonism between business men is business anarchy. Prices are cut to a bare margin of profit, then blind passion forgets itself and the margin is on the other side of the ledger. Goods are sold at an absolute loss, merely to get men inside the store and keep them out of the competitor's establishment. Contrast this with the results secured under what Ruskin calls "the laws of life"—government and co-operation. Personal animosities are swept aside, local competitors meet frequently to discuss ways and means for the advancement of the common good. A schedule of prices is arranged upon such staples as Nails, Wire, etc.—a fair price to the consumer, a living wage to clerks and workmen and a just profit to the retailer are guaranteed. Methods of taking inventory, window dressing or difficult problems of business management are discussed freely. Competitors feel more like men in such a healthy atmosphere of fraternity. As they go home in the evening their minds are upon measures of good, their step is livelier, their lungs breathe deeper and the world seems brighter. They have risen out of the mud and mire of personal antagonism.

Certainly he is but a counterfeit of a man who cannot meet his neighbors in a friendly way, who cannot look his business competitors squarely in the eye and gladly extend the hand of cordial good fellowship.

If you really think you have a mean competitor, one whom you believe to be the meanest man on earth—a price slasher and a business cut throat, here is your chance to prove your manhood. Perhaps the fault is not all on one side, perhaps your opinions are mutual and are the fruits of misunderstanding rather than of malice. Givie your competitor the benefit of the doubt; go to his place of business, talk matters over in a frank and open manner. In nine out of ten cases he will meet you half way. Cease the competition of personal antagonism; co-operate. It pays.

Now, I would not convey the idea that all competition is to be eliminated—far from it—for healthy competition is the life of trade, as well as is co-operation. Without proper competition business dies of dry rot. The idea I would bring, however, is that competition should rise above private animosities, that it should display itself not in reckless cutting of prices, but in efforts to attract the customer by better methods. Good advertising, taste in window decoration, well balanced stock, courtesy of employees and desire to please—these are but a few of the too often neglected phases of healthy competition.

But the elimination of personal antagonism in local competition is of importance not only from the standpoint of the immediate community involved. It also has a great significance in the development of our State association. If this organization is to reach its maximum of efficiency it must enlist in its ranks every retail Hardware dealer of the State. One in a community will not suffice—we need them all. We are at the present time fighting the catalogue houses and endeavoring to prevent legislation for a parcels post, to substitute such concerns for the local dealer. We are trying to put upon the statute books of Iowa a just exemption law one which will recognize the fact that the merchant is as much entitled to protection as is the man of salary. To accomplish these things we must present a united attack. With mutiny in the ranks, with personal antagonisms running rife among local competitors, our cause is lost. The Iowa Retail Hardware Dealers' Association asks, then, that its present members forget any past antagonisms they may have had with their fellow dealers, and that the men outside the organization be brought in.

RESOLUTIONS.

Among the resolutions adopted were the following:

(Concluded on page 26.)

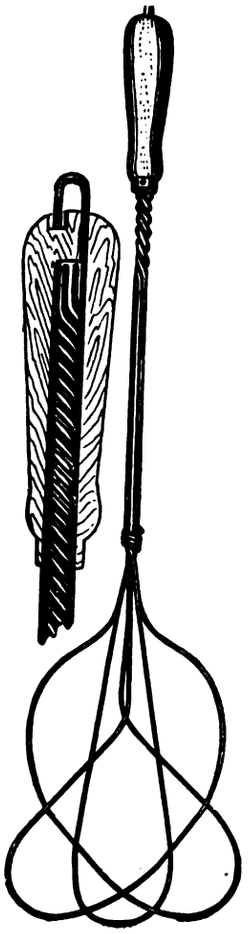
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LUFKIN RULE CO.'S PURCHASE.

The entire business of the Belcher Bros. Co., Irvington, N. J., has been bought outright by the Lufkin Rule Co., of Saginaw, Mich. The company were manufacturers of Maple and Boxwood Rules, Desk, Tailors' and Glaziers' Rules, Size Sticks for the shoe trade, Shrink Rules, Wantage Gauges and many others well known to the trade. In accordance with the New Jersey statutes, the late directors have resigned, and the business has been reorganized by the election of a new board of directors identified with the Lufkin Rule Co. Fred Buck, of Saginaw, is president; H. C. Hollis, New York, vice-president; Theodore Huss, Saginaw, treasurer; F. J. Sharp, New York, secretary; R. T. Wallace and S. B. McGee, Saginaw, and J. C. Drach, New York, are the board of directors. The plant at Irvington will be removed to Saginaw within a few months, and operated as a department of the Lufkin Rule Co.

"CLEANER" RUG AND CARPET BEATER.

Holt-Lyon Co., Tarrytown-on-Hudson, N. Y., are the manufacturers of the "Cleaner" Rug and Carpet Beater shown in the illustration herewith, which will be found very elastic, being made from the best furniture-spring steel. It has more weight, and is far more durable than rattan beaters. The "Cleaner" is used all the year round on rugs, furniture, clothing and carpets. It will beat them with half the usual labor, because its beater-head is made six inches wide, closely braided. Four wires, extending from beater nearly through handle, and twisted 1½ inches out of the handle, greatly stiffen it there, so that it does



"CLEANER" RUG AND CARPET BEATER.

not break off at the handle. Moreover, one wire is driven through, bent and driven back into the handle so it will not come off or turn around. The Holt-Lyon Co. are giving their Carpet Beaters wide publicity, and judging from the large sale these goods are enjoying, there is a profit for the aggressive Hardware merchant in handling them.

"With a snub-nosed Helen of Troy, my child, there would never have been a Trojan war."

"'My ideal,' she answered, 'is a man who would stand up against the whole, wide world—for a woman's sake.'"

USEEIT WATER COOLER.

The Consumers' Company, 35th and Butler Streets, Chicago, are the manufacturers of the Useeit Water Cooler, of which we give an illustration of the No. 1 Cooler, used with a 5-gallon bottle. Ice capacity, twenty pounds; height over all, sixty inches; occupying a floor space of twenty-one inches. Finished



USEEIT WATER COOLER.

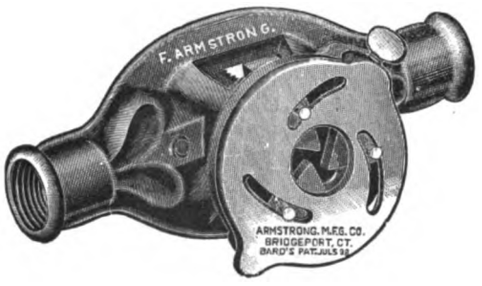
in white enamel and aluminum bronze. In the manufacture of the Coolers they use the very best materials obtainable. The bottle holder is made of spun brass, lined on the inside with pure block tin, and is reinforced in such manner as to resist the pressure exerted by the weight of the bottle of water. Directly connected to the bottle holder is the pure block-tin coil, which connects the bottle with the faucet and through which the water passes to be cooled. The faucets are of the lever type and close automatically. They are made of brass, heavily nickel-plated, and tin-lined. The cooler body is made of extra heavy galvanized non-rusting iron with double walls, the space between the walls being filled with insulating material, which insures slow melting of the ice and prevents sweating. No. 1 Cooler has a siphon arrangement in the bottom of the cooler body by means of which the melted ice water is conveyed to the drip receptacle which rests on the cross-brace of the stands. The small coolers are provided with a drain-cock in the back for removing the ice meltage. The cooler stand is made of special tempered steel, finished in oxidized copper. The double cross-brace or spreader supporting the legs renders the stand perfectly rigid and firm. The legs are graceful and so shaped that they set squarely on the floor. The glass holder is fastened to the rim of the stand and is so arranged that it catches the waste water from the faucet and also the melted ice water from the ice chamber and conveys it to the drip receptacle. This drip receptacle is made of galvanized iron so enameled as to conform to the finish of the stand, and occupies no floor space, being set inside the stand on the cross-brace where it is free from the danger of being upset. The illustration shows a view of the cooler. The entire water supply remains in the easily removable and sterilizable glass container inverted on the top of the cooler, in plain sight of all. Leading from the glass water-container through the ice chamber, is a coil of pure block-tin pipe which cools the water instantaneously as it passes from the bottle to the drinking glass or cup This coil of pure solid tin pipe is guaranteed not to contain lead or other poisonous metals, is not affected by water, ice or atmospheric changes, and will not rust.

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NEW GOODS AND SPECIALTIES

THE BARD ADJUSTABLE BUSHING.

The Armstrong Mfg. Co., Bridgeport, Conn., are offering the trade the Bard Adjustable Bushing, illustrated herewith. This Bushing is fitted with hardened jaws which are moved to and from center by means of a cam plate, and, by fastening the plate with the thumb screw, the jaws are firmly held in any desired



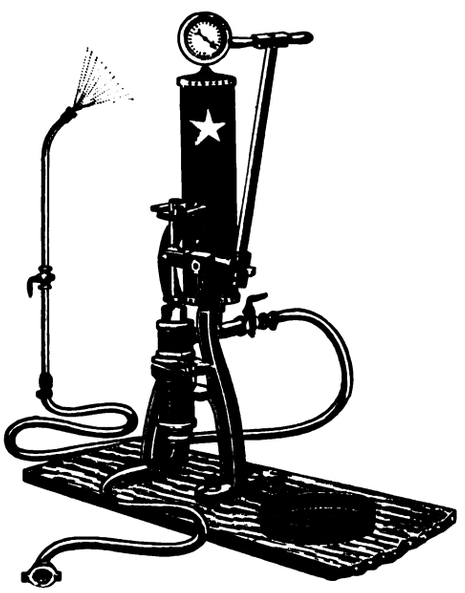
THE BARD ADJUSTABLE BUSHING.

position. The adjustable jaws make a perfect center for the pipe, fit closely around the pipe and insure the cutting of a straight thread. When necessary a crooked or drunken thread can be cut with this bushing as easily as with a ring bushing.

When once attached to the die stock it can always remain there. It does away with the necessity of carrying a number of loose ring bushings, and saves the time now lost in hunting for and changing the bushing for each size of pipe.

STAR WHITEWASHING AND SPRAYING MACHINE.

Star Brass Works, 152 Lake Street, Chicago, Ill., are the manufacturers of the Star Whitewashing and Spraying Machine, of which we give an illustration. This machine is of the simplest mechanical design possible, neatly and compactly built, without any complicated mechanism or any multiplicity of parts. While its actual weight is far less, still the materials used in its construction are superior and have greater strength than

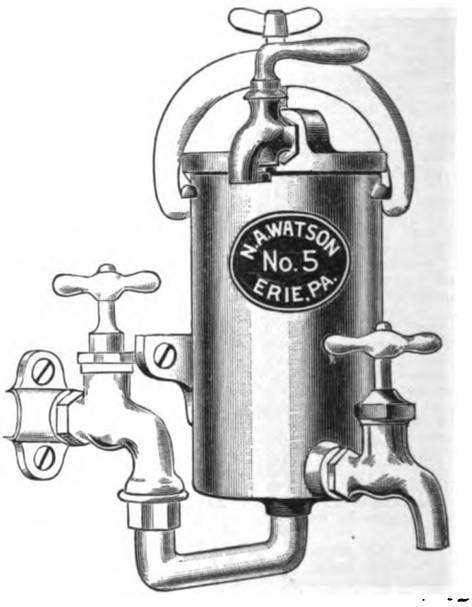


STAR WHITEWASHING AND SPRAYING MACHINE.

that in many cumbersome and awkward machines with complicated mechanism and numberless parts offered by others for similar service. The pumping motion with the leverage shown is of the easiest working character, allowing operators to do more and far superior work than is possible with many machines of other makes. The machine represented, which is their Style A, is recommended for those having a large amount of cleaning to do continuously or at short intervals, as its capacity is claimed to equal that of thirty men with brushes. It is furnished with an equipment as follows: Spray pipe complete with ¼-inch cock and spray nozzle; one extra spray tip; 200-pound pressure gauge; special galvanized sieve; follower wrench; ¾-inch discharge cock; one length of 1-inch suction hose and twenty feet of ½-inch Star special discharge hose. Its gross weight is 100 pounds, while its net weight is eighty pounds. The "A" Machine is mounted on a heavy cast-iron frame, and placed on a heavy wood platform on which the operator stands when working. Pump cylinders are made from heavy seamless brass tubing, provided with heavy cast phosphor-bronze cylinder heads. Air chambers on Style A Machines are made of heavy galvanized iron, provided with malleable bottoms and steel tops.

THE WATSON GERM-PROOF FILTER.

N. A. Watson, Erie, Pa., is the manufacturer of the Watson Germ-Proof Filter, which we illustrate herewith. The Natural Stone Filter is claimed to make the foulest water sparkling, wholesome and pure. It thoroughly removes from it all filth, microbes, bacteria and germ matter. These impurities are not absorbed by the stone. They never penetrate it, but are retained on the surface and can be readily removed by a brush, thus leaving the filter material perfectly clean. In the direc-



THE WATSON GERM-PROOF FILTER.

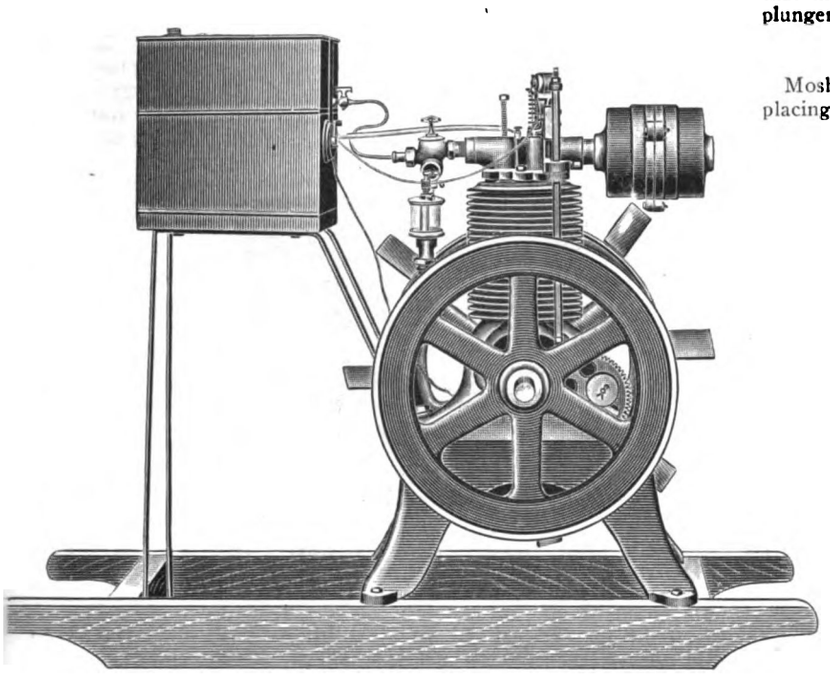
tions for cleaning, it is required to turn the handle on top to the left, then remove clamp and lift lid to which the stone is attached. Scrub stone clean with a brush, and when well scrubbed it will be as clean and the water will be as pure as when the stone was first put in use. Replace stone in filter, and place the clamp on top, and turn handle on top until it is screwed down tight on lid. This is necessary to have a tight joint. See that the rubber washer is in good shape to prevent leaking.

WHITE LILY GASOLINE ENGINE.

White Lily Washer Co., Davenport, Iowa, are the manufacturers of the White Lily Gasoline Engine, which they have manufactured realizing there was a large demand for a medium-priced gasoline engine, which, after experimenting for nearly two years, they are able to offer as the simplest and most economical air-cooled gasoline engine on the market. In the first place, it is claimed there are fewer parts in the White Lily Engine than in any other gasoline engine made, one of the distinctive features being the governor, it being made with only two moving parts. At the same time it is positive in its operation. They use the jump spark system of ignition, which, experience has taught them, is not only the best ignitor, but also the easiest to understand. The carbureter used is the simplest and most

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durable that can be manufactured. The White Lily will develop full two horse power under all circumstances, and under the most favorable conditions will develop as high as two and three-fourths horse power actual brake test. It is claimed it will pump water and run a cream separator, churn and washing machine all at one time with perfect ease. It will run a two-horse power feed grinder, will saw wood and turn a grindstone. In short, it will supply two horse power to run any piece of machinery about the place. The White Lily is made in both water

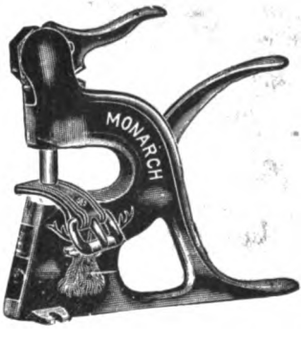


THE WHITE LILY GASOLINE ENGINE.

and air-cooled styles, but they recommend the air-cooled as the most practical. It saves the trouble of filling the engine with water every time it is used, and the danger of the water freezing and ruining the machine in the winter time. The engine is cooled entirely different from any other machine. Eight wings or fins on the rim of the fly wheel are used, and their cooling device is so perfect that they guarantee their engine to pull a heavy load full ten hours a day, and at any time the hand may be placed on the cylinder. All parts are interchangeable. Two very important parts of a gasoline engine are the spark plug and the batteries. Those they use are claimed to be the best that money can buy. The White Lily Gasoline Engine is absolutely safe, as it is claimed to be free from all danger of fire and it cannot explode. It occupies a floor space of only 18 x 22 inches, and the shipping weight is 325 pounds.

MONARCH RIVETING MACHINE.

Great Lakes Mfg. Co., Chicago, Ill., are the manufacturers of the Monarch Riveting Machine No. 1, a cut of which we present herewith. The machine in use is placed on a low counter or bench. The machine is held firmly with the hand, as this prevents the rivet being tipped from side to side before it comes in contact with the material. It is claimed the dealer will create much confidence as well as curiosity in the mind of his customer if he will put a rivet through a half-inch pine board or a piece of a nail-keg. Rivets slightly longer than the material should be used when the material is thick. After adjusting the Machine so the plunger will come in contact with the material, as shown in the illustration, one will be able to set the rivet with perfect ease by putting pressure on the long lever. The machine will set both tubular and slotted or split rivets perfectly. It is not necessary to force the plunger hard on to the material when adjusting the machine, only care should be taken that the flat face of the small lever sets flat on the arm of the plunger.



MONARCH RIVETING MACHINE.

THE "OIL RIGHT" OILER.

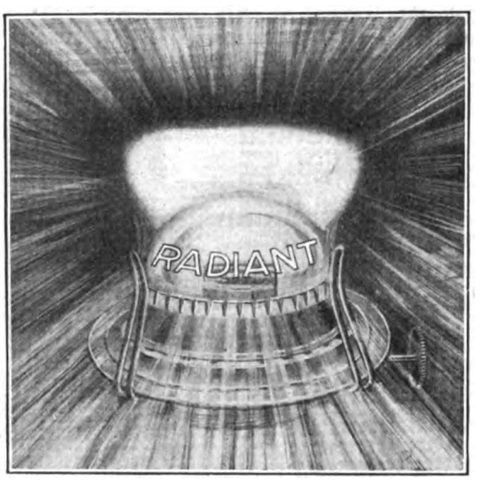
Mosher Sales Co., 32 St. Paul Street, Rochester, N. Y., are placing on the market the "Oil Right" Oiler, an illustration of which we give herewith, which is made from the finest grade of brass, and is claimed to be the only self-filling oiler on the market. To fill this Oiler the spout is depressed, forcing out the air and causing a vacuum. The end of the spout while so depressed is inserted in the oil and the oil is at once forced into the Oiler, taking the place of the air ejected. It is impossible to overfill this can, and therefore there is no waste of oil, and the Oiler cannot become smeared with oil. When oil is desired, it can be had in the usual way by the spring bottom, or if a quantity is desired, depressing the spout will regulate the quantity from a drop to a stream fifteen feet long. It is furnished with a nine-inch spout, bent or straight.



THE "OIL-RIGHT" OILER.

RADIANT GLASS CONE LAMP BURNER.

R. H. Maple Co., Dayton, Ohio, are placing upon the market the Radiant Glass Cone Lamp Burner, which is designed to avoid the annoyance necessary to keep clean the ordinary brass lamp burners. We give an illustration of the article herewith. It is made in two sections from tough, specially annealed glass, held free but in perfect position by a band so



RADIANT GLASS CONE LAMP BURNER.

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constructed as to allow ample expansion from heat without any resistance from band, and yet cannot get out of proper position nor come apart from handling, and is easily replaced if broken in careless hands. The shoulders on each side of cone fit snugly into recesses in band, absolutely insuring correct alignment of flame opening with wick tube. This is important. Glass cones may, however, get broken accidentally, and for such contingencies their construction provides for easy replacement. It lasts three times as long as an ordinary brass burner, being always clean, bright and odorless. Nothing but brass and glass is used in the construction of the Radiant Burner. No tin, steel or other cheap metal to rust.

SELF-SHINING STOVE LUSTA.

Crosby & Co., Detroit, Mich., are offering the trade the 6-5-4 Self-Shining Stove Lusta. It is a labor-saving substitute for stove polish, screen enamel and stove-pipe enamel. It shines itself, dries in ten minutes and is unaffected by grease, hot or cold water. It will not chip, wash or rub off, but should not be used on wood-burning stoves except to prevent rust. The main ingredient is made from a Java gum or hardened sap, which

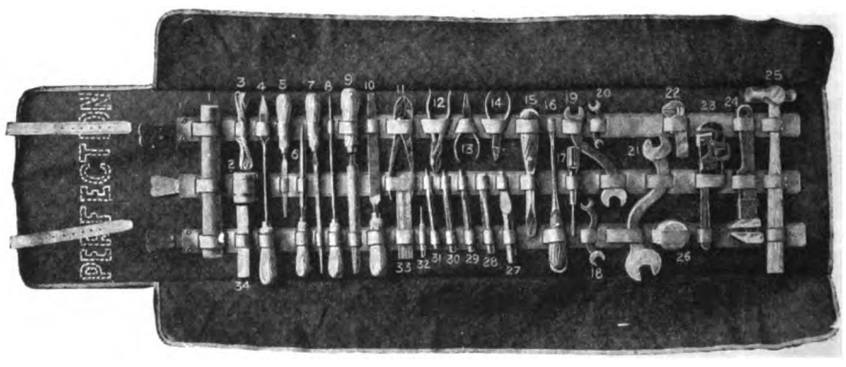


SELF-SHINING STOVE LUSTA.

possesses peculiar and strong properties for the purpose for which the Stove Lusta is used. This compound is applied like paint with a small, flat brush. One application to a gas range is claimed to last for months. This Lusta is also a screen enamel, applicable as well for wood frames as to the wire mesh. It is so thin it cannot fill the mesh, prevents rust and makes an old screen like new. As a stove pipe enamel, it covers a large amount of surface for a small volume, and dries within ten minutes after application. The chemical properties in the Lusta will dissolve rust as readily as water dissolves salt.

THE "PERFECTION" KIT.

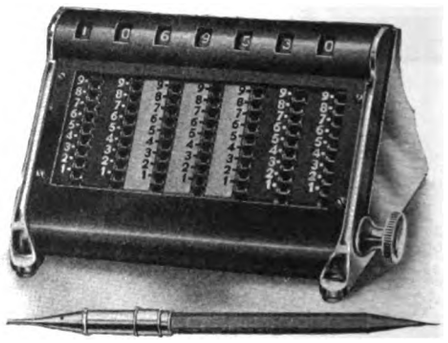
H. Channon Co., Chicago, Ill., are placing before the Hardware trade the "Perfection" Kit, which we illustrate herewith. It is a perfect assortment of high-grade tools complete in every detail, containing in addition to the essential tools, many that will be found of great value in emergencies and for general use. It consists of an assortment of thirty-four tools, handsomely mounted in a heavy brown duck case, with retaining straps and sewed throughout and indestructible. This is a kit that is recommended to the dealer that sells it as being one for whose customers the best is none too good. The list price is $20. They also make the "Reliance" Kit, consisting of twenty-nine tools, listed at $15, and the "Rural" Kit, consisting of twenty-two tools, at $10. These are similarly mounted.



THE "PERFECTION" KIT.

"GEM" AND "AUTOMATIC" ADDING MACHINES.

Automatic Adding Machine Co., 332 Broadway, New York, are the manufacturers of the "Gem" and "Automatic" Adding Machines, an illustration of which we give herewith. The "Gem" and "Automatic" are constructed of metal especially selected to meet the requirements of each separate part. They are mechanically perfect and mechanically incapable of adding up any amount other than the one registered. They do all the work, carrying all the totals automatically. This last feature makes them superior to all low-priced machines and puts them in the same class with the high-priced ones. They



"GEM" ADDING MACHINE.

are guaranteed by the manufacturers for two years, and are delivered free on trial, for they sell on their merits. The "Gem" is a compact machine, and may be carried in the pocket, or placed in the holder when used for desk work (see illustration.) Size, 3 by 4 inches; weight, 14 ounces; capacity, 9,999,999 or $99,999.99. It is operated by inserting a stylus opposite the required number, and drawing down the chain as far as it will go. The total appears at the top, separated from any other figures, where is is always in plain sight. The stylus fits over any pencil, and may be used to protect the point when carrying the pencil in the pocket. After adding one set of figures, the machine can be reset to zero instantaneously by turning the knob at the upper right-hand corner. The whole operation is mechanical, and consequently there is a feeling of certainty that relieves the operator's mind from all the strain of mental computation. A few minutes' practice leads to very rapid operation, and the saving of much valuable time and worry. The "Automatic" is the same as the "Gem," excepting that it has no resetting device, the resetting being accomplished by adding to each column enough to bring it to zero. This, while not so convenient as the "Gem," can be done very rapidly. Otherwise, the machines are identical.

Those beings only are fit for solitude who like nobody, are like nobody and are liked by nobody.—ZIMMERMAN.

"See what I got!" cried Bobby, a city-bred boy, as he came running in from the chicken coop, holding in his hand a china egg.

"O, go put it back!" exclamed Mabel, his six-year-old sister. "That's the egg the hen measures by"—*Judge*.

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OHIO HARDWARE ASSOCIATION

The Thirteenth Annual Convention of the Ohio Hardware Association was held in Columbus Tuesday, Wednesday and Thursday, February 26, 27 and 28, when the largest attendance in the history of the Association was reported, it being the general opinion of the delegates that over 2,000 Hardwaremen were present. The regular sessions of the Convention were held in the Board of Trade Auditorium, while the exhibits in connection with the Association were shown in Memorial Hall, located on East Broad Street. The Association headquarters during the Convention were maintained in the lobby of the Southern Hotel. The meeting was an interesting and successful one throughout. Every arrangement was made for both the business and social side to carry it on successfully.

TUESDAY AFTERNOON SESSION.

The first session of the convention was called to order by President C. S. Johnson, of Barberton, at 2 P. M., in the Auditorium of the Columbus Board of Trade. Rev. Alfred E. Craig, of the Broad Street M. E. Church, was introduced and invoked the Divine blessing upon the proceedings. President Johnson introduced Andrew L. Harris, Governor of Ohio, who welcomed the assembled delegates in a brief speech. President Johnson stated that the city of Columbus, through John Y. Bassell, secretary of the Board of Trade, welcomed them to the city. W. P. Bogardus, former president of the National Retail Hardware Association, responded for the Association. Brief speeches were then made by National Secretary M. L. Corey, John F. Baker, of Dayton; H. C. Wiseman, of Springfield, and J. P. Duffy, of Greenville, president of the Ohio Hardware Dealers' Mutual Fire Insurance Company, and George M. Gray, of Coshocton, secretary and treasurer of the Ohio Hardware Dealers' Mutual Fire Insurance Company, and Mr. Chamberlin, of *The Iron Age*.



C. S. JOHNSON, PRESIDENT.

President Johnson then announced the following

CONVENTION COMMITTEES,

some of which have served the Association during the year, and others were appointed by President Johnson at this time.

AUDITING: J. L. Reid, Greenville; W. P. Bogardus, Mt. Vernon; J. E. Smith, Caldwell.

RESOLUTIONS: N. C. Alton, Lorain; W. R. Green, Waynesfield; James A. Bell, Roscoe; J. A. McCoppin, Hillsboro; George J. Hauke, Springfield; H. G. Leonard, Sebring.

QUESTION BOX: M. L. Corey, Argos, Ind.; Fred J. Hibbs, Bridgeport.

NOMINATING: George M. Gray, Coshocton; L. W. Loomis, Cuyahoga Falls; B. K. Herbster, Prospect; R. R. Jacobs, Waynesburg; John Henne, Youngstown.

GRIEVANCE: W. B. Martin, Mansfield; F. W. Ingalls, Bryan.

LAWS RELATIVE TO THE HARDWARE TRADE: H. A. Butsinpillar, Ironton; John Gross, Akron; W. A. Kennedy, Canton; D. R. Ballmer, Fostoria; P. E. Snyder, Blanchester; W. B. Martin, Mansfield; W. A. Carl, Shreve.

IN MEMORIAM: L. D. Boyer, Swanton; J. E. Davis, West Alexandria; Mr. Hemperley, Massillon; J. M. Weaver, Basil; Mr. Millar, Akron.

PRESS: John F. Baker, Dayton; M. E. Bidlack, Oakwood; F. A. Chamberlain, Harrisburg.

ENTERTAINMENT: Frank A. Bare, Mansfield; A. Boebinger, Cincinnati; T. C. Weir, Steubenville; J. R. Dickson, Columbus; J. F. Baker, Dayton.

RECEPTION: J. R. Dickson, Columbus; Adam Bretch, Dayton; John S. Spoerle, Hamilton.

EXHIBITS: W. L. Jacobs, Youngstown; J. R. Dickson, Columbus; William Crumrine, Salem.

J. C. Fuhr, Williamsburg, acted as sergeant-at-arms.

The convention then adjourned until 1:30 P. M. Wednesday, February 27.

WEDNESDAY SESSION.

The session was opened at 2 P. M. by the president, a large number of members attending. The minutes of the last annual meeting were read by Secretary Frank A. Bare, of Mansfield, and on motion were duly approved. The president's annual report was then delivered by President Johnson, which was in part as follows:

PRESIDENT'S ADDRESS.

One of the most serious problems that confronts this and other similar organizations to-day is the question of getting new members. However, I must say for our State organizations that this has been a very prosperous year. Our secretary has been rewarded in a partial way for the time and labor he has spent trying to increase the membership of Hardware dealers in this State. Out of about 1400 Hardware dealers, we have nearly 900 enrolled. We expect to leave this convention with a membership of 1,000 to 1,200. I believe there is more enthusiasm in this State to-day than at any time before in the history of this organization.

The Association idea is spreading all over this country. A great deal of our inspiration has been derived from a National Association and the publication of our National Bulletin,

EDITED BY ONE WHO UNDERSTANDS THE SITUATION

and devotes his entire time and best thought to the betterment of this and the other State Associations. A great source of pleasure to your officers has been

THE GOOD FELLOWSHIP OF THE TRAVELING FRATERNITY,

who have worked faithfully and well for us. The growth of our membership is attributed to the untiring efforts of one of the best secretaries found in any one of the State Associations. At this time I wish to call your attention to the most flattering victory for retail interests in the defeat of the Parcels Post bill, which was before Congress. And I think too much stress cannot be placed upon the fact that it was the retail Hardware dealers who have shown the Post Office Committee the great detriment it would work the retail interest of the United States to have this measure enacted into a law. We as members should congratulate ourselves if we had derived no other benefit last year from being a member of this or any other association of like kind than this one.



FRANK A. BARE, SECRETARY.

WE MUST PUSH THE GOOD WORK.

go forward and always keep our good brothers in Washington posted upon what is consistent with the retail trade of the United States, and not concentrate it in a few cities.

I wish to call your especial attention to our insurance department. The magnificent showing in their statement for the year will follow in their report. We must realize that the business methods of yesterday are not the methods of to-day. Constant changes are taking place, and as the individual tries to keep pace with this evolution and the conditions that follow

MAMMOTH COMBINATIONS OF CAPITAL AND BRAINS,

he must of necessity realize that the situation demands constant and determined efforts, aided by progressive thought. Do I hear some one ask, "What can this Association do against these combinations entrenched, as they are, behind untold wealth?" My answer is to keep digging and improve our opportunities as best we can, and results will follow.

When this Association was organized thirteen years ago with thirteen loyal, staunch men of character and determination, how little did they dream at that time that to-day we would have numbered in our ranks 1000 in this State, and the number of 10,000 in our National Association working for the betterment of the entire Hardware fraternity? With the same ratio of increase, what will we not be able to accomplish in the next thirteen years? Allow me to call your attention to some of the objects of the Association that will help to accomplish this increase.

1. To better the condition of the retail merchant.
2. To correct the evils that now exist.
3. To bring about better trade conditions.
4. To stop wholesalers from selling to consumers.
5. To encourage co-operation of manufacturers and jobbers.
6. To be honest with one another.
7. To encourage a more general reading of trade papers.

WE ARE LIVING IN A DAY OF UNPRECEDENTED PROSPERITY.

Crops, generally speaking, were bountiful the past year; railroads have reaped a harvest, and our manufacturing institutions are active.

(Continued on page 40.)

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COLORADO RETAIL HARDWARE ASSOCIATION

The fifth annual convention of the Colorado Retail Hardware Association was held at the Albany Hotel, Denver, on February 13, 14 and 15. The opening session of the convention was held on the morning of the 13th, being called to order by the president, M. S. Whiteley, Boulder. The Wednesday afternoon session was graced by the presence of Governor Buchtel, who heartily welcomed the visiting merchants to Denver.

After making a few introductory remarks President Whiteley announced the following committees to serve during the convention. Resolutions: Messrs. Branson, Moys, Baumgardner; Auditing: Messrs. Barkley, Meservey, Jamieson; Nominations: Messrs. Harding, Spriesterbach, Ellis.

The report of the committee appointed to consider the merging of the Colorado Implement and Hardware associations was favorable to the carrying out of the proposed plan. A good deal of discussion followed the report, but it was finally decided to ratify the view expressed by the members of the committee.

"THE RETAIL JOBBER."

On the above subject F. C. Moys, Boulder, read an interesting paper from which we make the following extracts:

It is not my purpose to roast the jobbers for selling the consumer, but to offer for your careful thought a few facts which have struck me as typical of conditions as they exist to-day. Not for the purpose of stirring up strife and discussion, but rather the opposite that we may come to a better understanding and form a closer alliance with our friends, the jobbers, which will result in great mutual benefit. Not being in the Implement business, I am not conversant with conditions in that line, so do not expect my remarks to apply to such dealers, unless they happen to fit.

It is an unfortunate fact that in all lines I carry there is not, so far as I know, an exclusively jobbing house in the State. As I am not very familiar with such matters in the Colorado jobbing centers outside of Denver, what I say will be based on actual observation of conditions in Denver, and I presume they will apply fairly well to the other points.

Our Denver jobbers are the natural outgrowth of large and prosperous careers as retailers. The foundations of most of them were laid many years ago when their opening stocks were bullwhacked across the plains. These pioneers, who braved the dangers of the new West, started in a primitive fashion their small retail business, little dreaming of the enormous proportions to which they should expand by 1907. Many of the friends they made in those early days are still their customers, and it would be asking a great deal to expect the jobbers to decline to sell them in a retail way. The time will come, I hope, when of their own accord they will see the wisdom of hanging out signs, "We sell at wholesale only." But the time apparently is not yet ripe for such action.

I believe the Colorado jobbers could so arrange their prices that nearly all retailers would buy the bulk of their goods of them. The retailer could do the same business on much less capital, if he could get his goods near by, meet competition and make money. The jobbers by their retail prices practically dictate the retail prices of the State. No consumer of any size will pay any more than the Denver price with freight added.

Our jobber friends have said that on account of competition they were unable to give the retailers the protection they would like, but I have noticed that no matter how keen the competition Mr. Jobber never sells anything without a good margin for himself. It may be necessary from his point of view, to cut off the retailers' margin, most or all of it, but his own margin is always safe.

To illustrate I will name a few specific commodities from different lines of jobbers, but covering goods which are carried by most Colorado retail Hardware merchants.

Two-inch Black Pipe costs the jobber, in carloads, on present market, $10.54 per 100 feet. He sells it to the retailer or large consumer at $11.88 per 100 ft., thus giving him a profit of $1.34 per 100 ft., or 12.7 per cent. He sells it to the small consumer at $12.24 per 100 ft., with a profit of $1.70 per 100 ft., or 16⅛ per cent. His price to us being $11.88, the same as to the large consumer, we are shut out from selling such consumer at any profit. We can meet the jobbers' long retail price of $12.24 and make a profit of 36 cents per 100 ft., or 3 per cent.

Bar Iron, Mine Rails, Norway Iron, Corrugated Iron, and Sheet Steel are sold in Denver at just the same prices to retailer or consumer. Valves, Fittings, etc., are sold on a differential of about 5 to 10 per cent., while the jobber has a margin of 25 to 40 per cent.

I took an order recently for a bill of Belting at the price quoted my consumer by a Denver jobber, which was 65 off. When I asked the jobber for a price he informed me this Belt cost him 70 off and the best he could do for me was 67 and 2½, which he finally changed to 65 and 5. On this basis he made 11.1 per cent., as a jobber while I had 5 per cent., as a retailer.

A certain lubricant jobbed extensively in this State costs the jobber about $11.50. He sells it to the retailer at $16 and to consumers at $18 to $20. He makes a profit of about 40 per cent. on what he sells the retailer while the retailer can make only 12½ per cent., or possibly 25 per cent.

Steel Horse Shoes cost the jobber not more than $1.40 a keg base, and he sells them to the retailer at $5 and the consumer at 10 cents more. He has a margin of 60 cents, or 12.6 per cent., on what he sells the retailer, while the retailer makes 10 cents a keg, or 2 per cent.

Toe Calks, which cost the jobber less than $1.25 a box, he sells to the retailer at $1.55, with a margin of 30 cents a box or 24 per cent., while the consumer pays 5 cents a box more. If we pay the jobber $1.55 and meet his consumer's price of $1.60, we make 5 cents a box or a trifle over 3 per cent.

A Boulder party recently selected a line of Builders' Hardware in Denver, for which I obtained the order. I got a margin of 10 per cent., while I have reason to believe the jobber who handled it made 25 to 30 per cent.

OTHER SOURCES OF SUPPLY.

We feel, Mr. Jobber, that you can help us and in so doing help yourself. Do you wonder that the retailer buys his goods from other sources even at equal prices with yours, rather than patronize you who holds our noses to the grindstone in this manner?

You have it in your power to revolutionize trade conditions in this State without working a hardship on any one, but with actual benefit to all concerned. Will you do it?

Will you arrange your schedule of prices so that we can buy from you and sell at your retail price and make a reasonable margin? You know it costs us from 15 to 20 per cent., to pay expenses, while yours are probably not over 10. Think it over.

The reading of Mr. Moys' paper was followed by considerable discussion in which Messrs. Moore, Tritch, Abbott, Gutshall, Lovell, Branson, Whitney and Killin took part.

The Committee on Resolutions submitted the following report, which was adopted:

Anticipating the immediate merger of the Colorado Retail Hardware Association and the Colorado Implement Dealers' Association, we, your Committee on Resolutions, believe it expedient to recommend a resolution governing the future policy of the joint organization, for the protection of members of our Association, whether Hardware or Implement dealers, to secure what is due from the jobbers and manufacturers, and which has not at all times been observed; therefore be it

Resolved, That our officers shall negotiate with the jobbers and manufacturers who retail, with a view of obtaining protection and a more satisfactory differential than now exists between the jobbers' prices to retailers and those to consumers.

Your Committee on Resolutions does not deem it proper to press any recommendations upon the proposed new organization, but knowing your sentiments, we recommend that a vote of thanks be tendered to Denver jobbers, traveling men and manufacturing agents, for their very generous entertainment of us during this session; also the thanks of this Association are due to Governor Buchtel for his kind address of welcome; to the railroads for giving us reduced rates; to the Albany Hotel for making us special rates and for the many acts of courtesy extended us by the management; also to the jobbers and manufacturers for the very handsome exhibitions made, showing that they recognize that the members of this Association are the proper distributors of their wares.

Inasmuch as by unanimous consent this Association has decided to merge with the Colorado Implement Dealers' Association; be it

Resolved, It is the sense of this Association that it is the duty of every member of the Colorado Retail Hardware Association to become a member of the joint association.

Other resolutions were adopted in opposition to parcels post, and favoring the reclassification of second-class mail and one-cent postage.

JOINT MEETING.

On Friday morning a joint meeting of the Colorado Retail Hardware Association and the Colorado Implement Dealers' Association, which was also holding its annual convention, was held. It was called to order by Mr. Whiteley, president of the Hardware association. Mr. Unfug reported that both of the associations had favored the merging into one organization. He then read the constitution and by-laws for the new organization which had been prepared by a joint committee representing both associations. Some amendments were discussed and approved, and later the constitution and by-laws as a whole were adopted. The name of the enlarged association will be the Colorado Retail Hardware and Implement Association.

ELECTION OF OFFICERS.

The Nominating Committee reported the following officers for the ensuing year, who were unanimously elected:

President, T. M. Harding, Canon City.

Vice-President, E. Starley, Greeley.

Directors for one year, W. H. Clatworthy, Ft. Morgan; for two years, Geo. I. Coddington, Wellington.

After the convention adjourned, the Executive Board held a meeting and unanimously elected Adolph Unfug, Walsenburg, as secretary-treasurer of the new association.

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OUR CANADIAN LETTER

TORONTO, February 5, 1907.

WESTERN CANADA RETAIL HARDWARE CONVENTION.

The third annual convention of the Retail Hardware Association of Western Canada was held at Winnipeg on February 12, a fair representation of about 40 delegates being on hand in spite of snow blockades on the railways. The address of President Falconer and report of Secretary McRobie contained considerable interesting data showing the progress of the Association and the good work it has accomplished for the Hardware trade. The latter suggested that local associations be formed by the dealers in Alberta and Saskatchewan in order to allow the members in those provinces to get more advantage from the Association membership.

Steps were taken towards forming a Dominion Association by appointing President Falconer and Secretary McRobie to act with President Humphries and Secretary Wrigley of the Ontario Association as a provisional executive to carry on the work of organizing the trade in all parts of Canada. As other provinces organize associations they will be asked to join. Nova Scotia and British Columbia are already partially organized.

A strong resolution was adopted condemning the proposed parcels post C. O. D., legislation referred to in HARDWARE of Feb. 10. Another resolution was also adopted approving of joint action being taken with the jobbers in the matter of reciprocal demurrage charges.

A year ago the association affiliated with the Retail Merchants Association and its officers formed part of a joint board. This board was abolished and the affiliation discontinued at this convention. In matters of general legislation, of course, the association will co-operate with the Retail Merchants Association, but in other matters the Western Association is now entirely independent except for its connection with the proposed Dominion Retail Hardware Association.

RETAIL ASSOCIATIONS DEFEAT PARCELS POST.

On February 14 the Postmaster-General announced in Parliament at Ontario that in view of the general opposition to his proposed parcels post C. O. D. regulations he would withdraw them. This was a great victory for the Ontario and Western Retail Hardware Associations, they being the only organized bodies in Canada to actively oppose the measures. Through the aid of *Hardware and Metal* and the *Dry Goods Review* thousands of retailers were induced to send letters of protest to the Postmaster-General and members of Parliament, these having the desired effect in heading off the game which the mail order houses were playing. A feature of the agitation was the almost absolute silence of the daily press on the subject, proving the value of the trade press and retail associations.

Another postal matter receiving attention just now is the abrogation of the postal convention with the United States Government by the Canadian Goverment in so far as second-class mail matter is concerned. The present arrangement is unsatisfactory to Canada as it carries thousands of tons of American papers mailed in the United States at 1 cent per pound and in return receives very little. Unless a new arrangement is arrived at or the present one extended, all United States papers will after May 7 next have to pay 8 cents per pound to be distributed in Canada. It is claimed that mail order publications, Sunday papers and cheap magazines are the ones which it is aimed to exclude but unless the publishers of trade newspapers take some action this class of papers may also be hit. *Hardware and Metal*, Toronto, has taken a strong stand in opposition to the exclusion of the American trade press from Canada.

JOBBERS OPPOSE ANTI-DUMPING LAW.

Peleg Howland, head of the well-known wholesale firm of H. S. Howland, Sons & Co., Toronto, in retiring from the presidency of the Toronto Board of Trade, delivered an able address in which he said:

"The attention of the Toronto Board of Trade Council has recently been called to the anti-dumping clause in the custom tariff, the application of which is being extended at the present session of Parliament. I cannot urge too strongly that the matter be thoroughly investigated. A regulation that restricts a merchant's rights to buy as cheap as his ability and capital will permit, and penalize him if he does exercise such ability by requiring, besides the regular duty, the payment in the shape of special duty of any concession he can obtain in price below what the authorities fix as the home value of the goods in the country of export up to fifteen per cent. of such home value, and compels the taking of such an oath as the following—'That no arrangement or understanding affecting the purchase price of the said goods has been or will be made or entered into between the said importer and the exporter, or by anyone on behalf of either of them, other than as shown in the said invoices, either by way of discount, rebate, salary, compensation or in any other manner whatsoever, which forms a part of the oath taken on the entry of goods for consumption—approaches too nearly to despotism, surely, to be borne by this community, and is besides calculated, as the oath suggests, to encourage fraud and dishonesty, and is not in the interest of the consumer. In my opinion, as a restriction on trade, no combination can compare with it. If the manufacturer requires more protection it should be afforded him in some less objectionable way."

BUSINESS CHANGES AND NEW STORES.

A $400,000 company has been formed in Montreal by a merger of the Starke Hardware Company with Seybold Sons & Company. Both of these houses had good jobbing business and the merger makes a strong concern.

Kilpatrick Bros. have opened a new Hardware store at London, Ont.

Mayor J. W. Smith, Regina, Sask., who recently sold the Smith & Ferguson retail business for $125,000, is to reorganize a $500,000 company and conduct a jobbing business at Regina.

The Peterboro Hardware Company, Peterboro, Ont., has been taken over by four young men who have grown up in the business.

Moore and Nunn are opening a new Hardware store at Lansdowne, Ont.

W. A. Hillhouse, Shelburne, Ont., has sold out to Button, Spilker & Co.

Chas. R. Banks, Peterboro, Ont., has opened a new sporting goods store.

W. Mitchell, Port Stanley, Ont., has sold his Hardware stock to H. M. Ellison.

The following merchants of Cartwright, Man., are amalgamated under style of The Merchants, Limited: Moore & Hills, general store; J. A. McKenzie, Hardware: F. & M. Macklin, Hardware; Cannon & Pickel, general store; L. H. Phillips, Hardware, and Wm. Gemmell, grocer. The new company is capitalized at $50,000 and will do business on a departmental store system in an endeavor to capture the large farmer trade now going to the mail-order houses.

The Philbin Specialty Co., Montreal, has been registered as Hardware merchants.

Stockwell and Perry, Hardware merchants, Estevan, Sask., have dissolved partnership.

Anderson & Thomas, Hardware merchants, Winnipeg, Man., have dissolved, and the business will be continued by J. E. Thomas.

Dreaney Bros., Hardware merchants of Cobalt, have opened a branch store at Englehart, Ont.

O. Landen and C. A. Whiting, Hardware merchants, Winnipeg, will hereafter be known as the Whiting Hardware Co.

Siemens & Wiele, Hardware merchants of Herbert, Sask., have dissolved partnership. Business will be carried on by G. P. Siemens.

The Brandon Hardware Company, Brandon, Man., has made application to the Manitoba Government for power to increase its capital stock to $150,000.

Hintz & Lynch, Hardware merchants of Vonda, Sask., have dissolved partnership.

Schwanz Bros., Hardware merchants, of Rocanville, Man., have dissolved partnership.

James & Hughes, Hardware merchants of Napinka, Man., have dissolved partnership.

The Hardware business belonging to the estate of Edward Crouter, Gladstone, Man., has been sold to W. H. Squair.

W. B. Shannon & Company, Hardware merchants, of Carberry, Man., are retiring from business.

Madole & Wilson, Hardware merchants, Napanee, Ont., have dissolved partnership. M. S. Madole continues.

Slimman Bros. have taken over the business of McLaughlin, Sturtbridge & Co., Hardware merchants, of Drayton, Ont.

(Concluded on page 37.)

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RECENT TRADE PUBLICATIONS.

Oneida Community, Oneida, N. Y., and 395 Broadway, New York, have recently issued one of the handsomest catalogues which has ever come to our attention, bound in green with a highly artistic device on the front cover, embossed in silver, bearing the words "Community Silver." The catalogue in itself is a magnificent specimen of the bookmakers' art, and measures over 16 by 9 inches, containing about 50 page plates, illustrating in natural size the various styles of Flatware manufactured by this company, including Avalon, Flower-de-Luce, Classic, Windsor, Tipped, Fiddle and Plain Patterns, price lists accompanying the same. There are included in the contents several reproductions of handsome box sets in mahogany and quartered oak, as well as special sets. The half-tones are of the finest quality, bringing out in a striking way the soft tones and brilliancy of the silver, as well as the beauty of the several patterns. A large view of the home of the Community at Oneida is given and of the factory at Niagara Falls. The catalogue will be preserved as a valuable addition to the catalogue literature of the Hardware merchant.

Consolidated Mfg. Co., with general offices and factory at Dorr Street Station, Toledo, Ohio, have issued a booklet regarding their Yale-California Motor-Cycle for 1907, regarding which they say: "The perfection of the 1907 Yale-California Motorcycle is a story of steady and scientific evolution and improvement through years of exhaustive and practical experience. The season just ended has witnessed the most notable advance in motor-cycle construction recorded since the inception of the industry, and the Yale-California has unquestionably been the chief factor in that development. We have enjoyed an inestimable advantage over the manufacturers in the fact that ours is the only motor-cycle plant in America which builds its own motors and all other parts. The importance of this feature the most casual student of motor-cycle construction will readily understand. Practically all the doubt, uncertainty and danger is centered in the motor—if the motor is not right it is a foregone conclusion that the motor-cycle itself cannot be and will not be right. The builder who buys the motor outside his own factory is buying, at best, an experiment. He is entrusting to another man's judgment the most delicate and difficult feature of his machine. Motor-cycle construction should be above all else harmonious throughout. The relation of the parts is so close and vital that they must, metaphorically speaking, be built and assembled by one and the same head." Several half-tones are included, showing how the horse-power is tested, how the motor is timed, where the electroplating and shipping are done, the frontispiece being the motor-cycle itself.

Davenport Ladder Co., 408-412 Bridge Avenue, Davenport, Iowa, are distributing to the trade their catalogue and price list for 1907, showing a line of Trestle, Fruit Pickers', Painters', Fire, Roof, Step Extension and other Ladders. Their best ladders are made from New England Spruce, which is claimed to be lighter, tougher, more durable and in every way superior to any other wood for the purpose. Their Norway Pine Ladders are made from the best lumber to be had, and are cheap only in price. All Extension Ladders are made from selected stock and are fitted with heavy malleable iron fittings. The Company can furnish Trestle, Scaffold and Special Ladders of all sorts, and of any length, size and weight desired.

Union Mfg. & Specialty Co., 181-189 Pratt Street, Buffalo, N. Y., Catalogue B, illustrating and describing "Springfield" Bicycle Wrenches, Drop-Forged Fork Crowns, Seat-Post Clusters, Handle-Bar and Seat-Post Expanders, Union Foot-Power Grinders, Mann's "Hold-Fast" Screw-Drivers, Chicago Combination Fence Tool, Bolton Automatic Quick-Repair Tool, Fisher Tube Skates, Whitely Exercisers, and other specialties.

Troy Scale Co., Troy, N. Y. Price list and catalogue of Standard Scales and Weights. This Company are large manufacturers of Coal, Hay and Wagon Scales; Dormant Warehouse, Wool or Cotton, Salt Meat and Fish, Portable Platform, Union Counter, Grocers', Family, Tea, Platform Flour and Cattle Scales. This catalogue will be gladly sent upon application.

Continental Tool Co., Frankfort, N. Y. Catalogue "E" on Farm and Garden Tools, such as Hay, Manure, Spading, Header and Baling-Press Forks; Garden Mattocks, Hoes, Weeders, Tool Sets, Turf Edgers, Thistle and Dock Cutters, Rakes, Potato Hooks, etc. A line of Sidewalk Cleaners is also shown, and special attention is called to their line of Coke, Coal, Sluice and Beet Forks, which are all forged from best of steel, nicely finished and driven on XXX selected white ash handles.

Newhall Ship Chandlery Co., 186 Front Street, New York, have sent out three booklets on the subjects of Tackle Blocks, Awning Hardware and Marine Hardware. Catalogue No. 41 is devoted to Tackle Blocks, and includes Regular Iron and Rope Strapped Blocks, Wood Snatch Blocks, Special Strappings, Yacht Blocks, Painters', Hay, Cargo Hoisting, Iron Dock and Steel Blocks, Wire Rope Blocks, Sheaves, Bushings and Pulley Blocks, with price list. Catalogue No. 42 is given to Awning and Sailmakers' Hardware, and includes Sectional Frames, Slide Rods, Hinges, Arm Ends, Plates, Timbers, Crommets, Rings and Snaps. Their catalogue of Marine Hardware includes Anchors, Chain Bolts, Hooks, Braces, Boat Cleats, Hinges, Calking Mallets, Irons, Ship Scrapers, Belaying Pins, Ship Locks, Knobs, Bells, Side Lights, Windlasses, Compasses, Fog Horns, Bilge Pumps, Lamps, Sail Needles, Sailors' Palms, etc., etc.

Cortright Metal Roofing Co., Philadelphia and Chicago, have recently published a book entitled "Rightly Roofed Buildings," regarding Cortright Metal Roofing as rightly applied to buildings—a book full of interest to everybody that owns a house, or that may own one, or that helps others to make or obtain possession of one, or keep it in good condition. This book contains pictures of some of the finest buildings and some of the cosiest homes in America, and will be sent, carefully enclosed, and fully prepaid, to any one making application for the same.

Tower & Lyon Co., 95 Chambers Street, New York, manufacturers of Hardware Specialties, Fine Tools and Police Goods, have published a Pocket Tool List, which includes in its contents Chaplin's Improved Planes, Tower's Champion, Perfection and Pet Screw Drivers, Clark's Expansive Bits with two cutters; Lightning Auger Bits, Handy Bit Boxes, Whitney's Geared Hand Drills, Perfection Mitre Boxes, Saw Clamps, Keyhole or Compass Saws, Ready Pencil Attachments, Reissmann's Perfection Sand-Paper Holder, Tower's Unique Pocket Levels, Perfection Rule Gauges, Plumb Bobs, Brass Trammel Points, Combination Pliers, Cyclops Nail Pullers, Tower's Combination Engineers' Wrenches, Boardman's Combination Wrenches, Tower's Involute Wrenches, Stephens' Patent Vises, Snediker's Leg Vises, etc., etc.

Wright Wire Co., Palmer, Mass. Price list of Wire Rope, and including as well Plow Steel Ropes, Crucible Cast Steel Ropes, Iron Ropes, Galvanized Ropes, Flat Ropes, Towing or Mooring Hawsers, Hoisting Ropes, Regular, Flexible and Extra Flexible Suspension Bridge Cables, Robes for Tramways, and Cableways for transporting Coal, Ore, etc. Ropes for Elevators, Power Transmission, Street Railways, Mining, Logging, Standing and Running Rigging, Derricks and Dredgers, Tiller Ropes, Sash Cords, Galvanized Strand, Clothes Strand, Clothes Line. All kinds of Wire Rope Fittings and Appliances. Ordinary forms and sizes are always carried in stock, and special forms will be made to order promptly. Directions are given for splicing Wire Rope, and information regarding Wire Rope and its use. A price list of Wire Rope Fastenings is also given.

Milwaukee Tack Co., Milwaukee, Wis., have distributed to the trade their illustrated catalogue and price list, in which is described their lines of Carpet Tacks under the name of "Bonita," "Our Standard" and "Le Roy." These Tacks beside being put up in ¼ pound papers, are also put up in wooden barrels. This company also manufacture a line of Upholsterers', Bill Posters', Hide, Cheese Box, Basket and Berry Box, Trunk, Burlap, Gimp and Lace Tacks; also Clout, Trunk, Basket, Cigar Box, Chair, Canvas and Barrel Nails, as well as Linoleum Brads, Picture Frame Points and a large line of Shoe Nails. There will also be found in the catalogue Steel and Brass Escutcheon Pins, Barbed Roofing Nails and Staples, making it a very comprehensive catalogue on the subject in question.

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SCREEN DOOR CATCH

LIVE DEALERS WILL HAVE THEM
Lowest Priced LOCKING Screen Door Catch on the Market.



Easily put on. No mortising or cutting.
Holds door firmly shut when closed.

PUSHING DOOR RELEASES CATCH

If your jobber cannot supply them write us for list of those having them in stock.

MANUFACTURED ONLY BY
PECK, STOW & WILCOX COMPANY
CLEVELAND, OHIO, U. S. A. and
NEW YORK, U. S. A.

NEW HOME WASHER
Ball Bearing, No. 35.

This is not a Grindstone, Saw Mill, or Threshing Machine.

It is a Labor Saver, Worry Killer and Wonder Worker on Wash Day.



A MONEY MAKER for you, Mr. Dealer. ORDER NOW

This is THE WASHER and the season of the year to head off your MAIL ORDER competitor.

Ask your jobber or write us for George Washington booklet.

PATENTED
THE STANDARD MFG. CO.
SHELBY, O.

CANADIAN LETTER (Concluded.)

J. Henry & Son, Orono, Ont., have bought out their opposition, D. H. Walsh, and have taken over the stock.

F. A. Howard, for many years a member of the firm of Turnbull, Howard & Company, Hardware merchants, Brantford, Ont., has severed his connection with the firm, which will in future be conducted by W. R. Turnbull and E. B. Cutliffe.

B. Werner, Hardware merchant of Innerkip, has sold his business.

Young & McBurney, Wingham, Ont., have dissolved partnership, Mr. McBurney retiring.

Jelly & White, tinware and stoves, Shelburne, Ont., have dissolved partnership R. A. Jelly continuing.

T. Weir & Son, Minitonas, Man., Hardware and implement dealers, have dissolved.

James Sutherland, Moose Jaw, Sask., has sold his Hardware business to A. E. McKenzie.

HARDWARE TRADE HAPPENINGS.

The Standard Paint Co., have established a paint factory at St. Johns, N. F.

The Metallic Roofing Company, Toronto, are to enlarge their factory.

Benj. Moore & Company, New York, which recently took over the Francis Frost Company, Toronto, has taken possession of the new $30,000 plant at Toronto Junction.

The Manitoba Linseed Oil Mills, Winnipeg, has been incorporated with a capital of $200,000.

The Canada Arms and Rifle Sights Company, Toronto, has been incorporated with a share capital of $200,000.

The Canadian Rand Company has been incorporated with a capital stock of $500,000, for the purpose of taking over the Canadian Rand Drill Company's plant at Sherbrooke, Quebec.

The new silverware factory at Nigara Falls of the McGlashan, Clark Co., is now in operation.

The Stair Mfg. Co., Dartmouth, N. S., has increased its capital to $1,000,000. Their skate business will be amalgamated with the Dartmouth Roller Mills industry.

Thos. Lang Moffat, founder of the Moffat Stove Company, Weston, Ont., died on February 19, aged 70 years.

McMaster's Hardware store at Ridgetown, Ont., was destroyed by fire February 14. The loss will be over $13,000, with only $7,000 insurance.

Fire did $60,000 damage to the lead and paint works of the James Robertson Company, Montreal, on February 15.

A. F. Armstrong, of Dimock & Armstrong, Hardware merchants, Windsor, N. S., was re-elected mayor of that city in the recent elections in Nova Scotia.

The United States Horse Shoe Company, Erie, Pa., which was recently incorporated as the Manitoba Rolling Mill Company, with a capital of $100,000, will operate the Kirkwood Rolling Mills, at Winnipeg, Man.

The Standard Paint Co., of Canada have commenced manufacturing at their new plant at Highlands, Montreal.

Oak Point, Man.—Retailers are determined to fight the credit system and they have signed a hard and fast agreement to sell only for cash for one year from March 1st. Each dealer has paid in $300 as a guarantee of good faith. For the first breach of the agreement the fine is $50, for the second $100, and for the third, $150. Fines are to be devoted to charitable purposes.

A. Burdette Lee, president of the old firm of Rice Lewis & Son, Toronto, died of pneumonia on February 25. Mr. Lee was only 45 years of age and his sudden death was a shock to the trade. His father, A. B. Lee, senior, died only three years ago and a brother, Victor, only two years ago. Mr. Lee, senior, was president of the firm for many years.

A permit has been granted to the A. J. Burton Saw Co., Vancouver, for the erection of a $3,000 addition to its plant.

The International Portland Cement Co. have decided to duplicate their plant at Hull. The new capacity will be 4,500 barrels.

The Canada Screw Co., Hamilton, has been incorporated, with a Dominion charter, and a capital of $2,500,000. The incorporators are C. A. Birge, C. Alexander, F. H. Witton, J. O. Callaghan, W. F. Coote, C. S. Wilcox and Hon. Wm. Gibson.

The Canadian Oil Co., Toronto, have extended their plant at Petrolia and are enlarging their works at Toronto.

SURE!

Lady Customer (in baker's shop to shopgirl)—Are these buns to-day's, because what I bought yesterday weren't.

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REVIEW OF THE MARKETS.

WIRE NAILS: There is an abundantly strong demand for Wire Nails and the mills are receiving the full benefit of it, putting them weeks and weeks behind their orders with shortages arising from scant supply of raw material in the shape of steel, with the customary scarcity of cars, which is also usual about this time of the year. Some of the outside mills have no hesitation in charging 10 cents per keg advance on regular prices for early delivery, the market being a strong one and prices unchanged. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent, discount for cash in 10 days.

Carloads to jobbers	$2.00
Carloads lots to retailers	2.05

New York.—Local business is looking up to some extent, although it still keeps light in the demand, and conditions are without change. New York quotations are as previously quoted:

To retailers, carloads on dock	$2.19
Less than carloads on dock	2.33
Small lots at store	2.30

CUT NAILS: The mills are in no shape to make prompt deliveries, so there is but little improvement in conditions. To ensure any immediate supply from the mills or jobbers, premiums on regular prices are demanded and obtained with ease. Stocks are by no means complete as to assortment in the manufacturers' or jobbers' hands. Quotations are as follows, f. o. b. Pittsburgh:

Carload lots to Jobbers	$2.05
Less than carloads to Jobbers	2.10
Less than carloads to Retailers	2.20

Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 10 cents advance on Steel Cut Nails.

New York.—The weather conditions, if nothing else, would make the demand locally anything but a brisk one. The jobbers' prices are on the basis of $2.30 for small lots from store.

BARB WIRE: There is a demand sufficiently large to find the stocks badly broken both at the mills and in the jobbers' hands. The mills with an excess of orders find it difficult to deliver promptly, so that premiums of a slight advance are being asked for speedy delivery. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galvanized.
Jobbers, carload lots	$2.15	$2.45
Retailers, carload lots	2.20	2.50
Retailers, less than carload lots	2.30	2.60

SMOOTH FENCE WIRE: Though the mills in effect are straining every nerve, the demand is as heavy as ever, and they are still behind in their shipments. The jobbers are urging deliveries on account of stocks running low, and trade is exacting from the demand made upon them. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.85
Retailers, carloads	1.90

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

AXES: Quotations of manufacturers to the best trade are said to be from 25 to 50 cents higher that at the opening of the season. The strengthening of the market doubtless follows the accumulation of orders by producers approaching nearer to their industrial capacity.

STOVE AND SINK BOLTS: A revised price-list on Stove and Sink Bolts has been adopted by agreement of the manufacturers, the changes representing a decided advance on certain sizes. It is stated that the ruling discounts on these lines remain unchanged.

BINDER TWINE: Quotations by different manufacturers vary slightly on some grades of Twine, but the following prices fairly represent the market, Chicago delivery, with ¼cent less in carload lots:

	Cents per Pound.
Sisal	9½ to 9⅝
Standard	9½ to 9⅝
Standard Manila	10¾
Manila (600 ft.)	12¼
Pure Manila	13¾ to 14

ROPE: The following prices may be said to represent the market:

	Cents per Pound.
Pure Manila, 7-16 and larger	13¼ to 13½
B Quality Manila	12¼ to 12½
Pure Sisal, 7-16 and larger	9¼
No. 2 Sisal, 7-16 and larger	8½ to 8¾
No. 1 Jute, ¼ and larger	8½ to 9
No. 2 Jute, ¼ and larger	8 to 8½

Less ¼ cent to the large trade.

LINSEED OIL: The following prices are quoted on "City" Raw Oil by the Dean Linseed Oil Co:

In lots of less than 5 barrels.....43 cents per gallon.
In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.
Calcutta Oil .....70 cents per gallon.

THE CLEVELAND TRADE.

It is reported that the large consumers have balked on the price of pig iron and it is a move in the right direction. Twenty-dollar price is better than twenty-five on the way to ten. The brains of the captains of industry used to promote their own interests will do an important public service by compelling a halt before consumers begin to wait for lower prices. Coal, iron, copper, silver and gold mines are great sources of wealth, but brains excel them all in value. We are learning to prevent disease by sanitation, and sanity should prevent panics. Yellow fever may be a divine instrument but its mission is to cure the cause that produces it.

Panics too, may have their mission by teaching us to diagnose economic symptoms. It is believed that some headway is being made along this line. Combinations are being talked of among farmers to advance the prices of wheat and cotton, but the spirit of the times is against schemes and devices to control prices. The natural growth of a nation can be traced in its attempts to penalize, laying tribute on the public by monopoly in food and clothing. Since foreign demand fixes the price of both, by what is paid for the surplus, it will be futile. The "combine" business is not prospering in Ohio. Manufacturers are behind in filling orders with little hope of improvement, but as most jobbers prepared for this, stocks are in fair condition and trade is excellent.

There is a feeling that railroads are being persecuted by being prosecuted for open violations of the law, but as a deterrent it is justifiable. The communistic idea that the rich are immune from punishment may be modified by righteous administration. The example of lawlessness was contagious and compelled many who saw no other way to meet competition to do as others did. Vigilant prosecution is the only remedy, but caution may be commendable to prevent punishment to cure becoming vengeance. Reformers sometimes fall into demagogery that no legal indictment can reach and befoul the country more than the crimes they claim to detect. It is better, however, to have the power to persecute in the hands of the government than in the hands of corporations.

The Lockwood-Taylor Hardware Co.,
C. B. Lockwood, *President.*

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — NICHOLSON FILE CO., - Providence, R. I.

THE PITTSBURGH TRADE.

The first week of March shows an advance over the corresponding week of 1906 in sale of Hardware. Winter weather delays the call for spring goods but helps dispose of winter stock. The principal demand as yet is from the supply stores of mining and coal companies, which are buying freely because their employees are all at work.

Prices are firmly held at the new rates quoted since January 1st. We hear of no weakening in any department and manufacturers seem to have no trouble keeping their works busy at present prices.

We hear of little complaint regarding slow collections in some parts of the country, but this is not more serious than is usual at this time of year. The outlook is encouraging for a good Spring business. LOGAN-GREGG HARDWARE CO.

PLUME AND ATWOOD MFG. CO.'S INCREASE OF CAPITAL.

Plume & Atwood Mfg. Co., Waterbury, Conn., have been authorized by the Committee on Incorporations of the Connecticut Legislature to increase their capital from $1,000,000 to $3,000,000. The directors of the company are authorized to increase the amount of capital from time to time, until the maximum amount permitted is reached. It is expected that action will be taken in the matter at a meeting of the company's stockholders at an early date. The company manufacture largely brass and copper goods, operating factories in both Waterbury and Thomaston, Conn.

OREGON RETAIL HARDWARE AND IMPLEMENT ASSOCIATION.

The second annual meeting of the Oregon Hardware and Implement Association was held at Portland on the 13th and 14th ult. The meeting was an interesting and important one, and was well attended. The convention re-elected their former officers for the ensuing year, as follows: H. J. Altnow, Woodburg, president; F. E. Chambers, Eugene, vice-president; H. J. Goff, Forest Grove, secretary, and Frank Dayton, Portland, treasurer.

USURY—BANK—NEW YORK LAW.

The Appellate Division of the Supreme Court for the First Department held, in the case of Schlesinger, Receiver, vs. Kelly, that the usury statute of New York has been repealed by implication as far as State banks are concerned, not only where the bank itself has been a direct participator in a usurious transaction, but also where it is an innocent holder in due course of paper which in the hands of private parties would be void for usury in its inception.

NOTE—HOLDER—TRUSTEE—ALTERATION.

One subsection of the Virginia code provides that a holder in due course is one who takes a negotiable instrument when it is complete and regular on its face before maturity for value and without notice of any infirmity. Another subsection immediately following expressly provides that the holder of an instrument payable on demand negotiated an unreasonable length of time after maturity shall not be regarded as a holder in due course. The Supreme Court of Appeals of Virginia held, in the case of Trustees of American Bank of Orange vs. McComb, that as only one class was excepted by the class of bona fide holders under the second subsection, a trustee under a deed of trust for creditors was a holder in due course. In this case the defendant contended that the insertion of the words "payable with interest" constituted a material alteration. The note was partly written and partly printed, and the words in question were in the same handwriting as other written portions and were not interlined, but written on a blank space after the words "value received." The court held that the note was "complete and regular" within the meaning of the subsection defining a holder in due course.

EMPLOYER'S LIABILITY—DEFECT—REPAIR.

In the case of Andrecsik vs. The New Jersey Tube Company, decided by the New Jersey Court of Errors and Appeals, it appeared that the plaintiff in error, an employee of the defendant company, complained to the superintendent at ten o'clock in the forenoon that the machine upon which he was working was out of order. The defect was an obvious one. The superintendent said: "You go ahead with the work; we are overloaded with work, and noon hour I will fix this for you." The repair was not made at the noon hour. Nevertheless, the plaintiff resumed work upon the obviously defective machine and at three o'clock was injured by reason of the defect complained of. The court, in affirming a judgment against the plaintiff in error, held that he was properly nonsuited. The court said that the employee assumes not only the ordinary risks incidental to employment, but also all risks arising and becoming known to him during his service, but that the employer, by promising to amend the defect complained of as an inducement to the employee to continue, forthwith takes the risk from the employee and assumes it during the period for repair. Where, however, the agreement to repair is not indefinite but specific as to the time of its performance, if the promise is not performed within the time specified for its fulfillment, and the employee continues in the employment after a manifest breach of the employer's promise to repair, the assumption of risk by the employer ceases, and the employee reassumes the risk of subsequent injuries therefrom. The court held that in the case before it the promise to repair was definite and specific as to the time of performance, and that there was therefore no question for the jury as to a reasonable time for performance.

IMPROVED CARPENTERS' TOOLS

STANLEY RULE & LEVEL CO

A TOOL THAT'S STAMPED STANLEY IS THE BEST OF IT'S KIND

SOLD BY ALL HARDWARE DEALERS

NEW BRITAIN, CONN., U. S. A.

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OHIO HARDWARE ASSOCIATION.

(Concluded from page 33.)

Every other interest seems to have enjoyed a larger degree of prosperity than the retail merchant. This is not as it should be. A country to be truly prosperous should see to it that all its interests are prosperous. Assist in educating your customers in building up their home towns. Endeavor to show them that you can serve them better than catalogue houses possibly can. Write your Member of Congress upon any question pertaining to your interests. One letter is worth more than a lengthy petition. Speak to your members of our State Legislature on State matters? Converse freely with our friends, the traveling men.

Frank A. Bare then presented his

SECRETARY'S REPORT,

from which we quote as follows:

There are many reasons why the Hardware merchants of Ohio are more thoroughly interested in association work now than ever before. Every officer of the Association has worked faithfully during the entire year. A great many Ohio Hardwaremen are deeply interested in the Association cause and willingly contribute to pushing the work during the entire year. The secretary has a list of workers to whom he appeals quite frequently, and the results have been very satisfactory. The traveling men have, as usual, been very loyal to us and have done much toward creating association enthusiasm.

CORRESPONDENCE.

There has been somewhat of a continuous performance as to letters since January 1. A large number of letters were written immediately after the Canton convention, and at intervals since, but from January 1 we have endeavored to impress upon the Hardware merchants of Ohio the fact that there would be a convention and exhibit held in Columbus, February 26 to 28.

The secretary has on his list the names of 500 traveling men who call on Ohio Hardware merchants. A letter has been sent to each of these traveling men every week since January 1. These gentlemen have done much to increase our membership by telling about the advantages of the Columbus convention. Some of the new members have given this as a direct reason for their deciding to send in an application for membership. A number of circular letters have been sent out to non-members setting forth the advantages of being a member of our organization.

In addition to this a large number of members have been asked to write to non-members in certain portions of the State, urging them to join us. The secretary has great faith in personal letters, and believes that the letters written by members to non-members have brought satisfactory results.

LEGISLATION.

The associations of the United States are doing much to prohibit adverse legislation. The Committee on Post Office and Post Roads did not report a single measure favoring catalogue house legislation. The catalogue houses sought to have an experimental Parcels Post established. They also tried to have third and fourth-class mail matter combined with a rate of eight cents a pound. An attempt was also made by them to enact a law that would make it easier to remit through the mails. One of the strongest influences brought to bear against such legislation was the opposition of the Hardware merchants of the United States through their respective associations and the National associations. The Ohio Hardware merchants were very loyal in entering protests with their Congressmen and United States Senators. Hundreds of protests were sent by merchants of this State to members of the Committee on Post Office and Post Roads.

OTHER REPORTS.

When called for at the proper time Treasurer C. C. Fouts, Middletown, and Financial Secretary A. L. Shearer rendered satisfactory reports, which were duly attested by the Auditing Committee.

An extended report for the Grievance Committee was read by W. B. Martin, Mansfield, who outlined in detail a number of cases which had been filed for the attention of the committee.

INSURANCE COMPANY'S ANNUAL MEETING.

The annual meeting of the stockholders of the Ohio Hardware Dealers' Mutual Fire Insurance Company was held Thursday, February 28. President J. P. Duffey, Greenville, called the meeting to order, and a temporary chairman and secretary were elected. The annual report of Secretary-Treasurer George M. Gray, Coshocton, was read and approved. It showed the company, which now insures residences as well as business property, to be in satisfactory financial condition.

C. B. Kyle, president of the West Virginia Retail Hardware Dealers' Association, addressed the convention in a few remarks. George P. Griffith, representative of the Michigan Retail Hardware Dealers' Association, spoke briefly, referring especially to the lightning-rod trade, in the course of which he said that this is beginning to prove a profitable line for the Hardwaremen of his State to take up, and recommended that the dealers give it attention. He said that in the State of Michigan the Hardware dealers would clean up $150,000 this year in the lightning-rod business.

E. M. Bush, Evansville, president of the National Retail Hardware Association, was then introduced by President Johnson. He was received with great applause. In the course of his remarks Mr. Bush said:

ADDRESS OF E. M. BUSH.

It is not your desire to hear, nor my intention to give to you, today, a talk on any but National Association topics, and I will refer to only a few of them, as your Programme Committee has arranged for the discussion of such a variety of important subjects and planned such interesting business sessions that my words could well be dispensed with. However, before going on with these National topics, I am prompted to

COMMEND THE EFFICIENT WORK OF YOUR STATE OFFICIALS

as evidenced by this large attendance and the intense interest manifested by every one here.

Our manufacturing and jobbing friends, judging by their numbers and their magnificent displays, are of the opinion that it is advantageous to them, as we know it is for ourselves, that they mix with this wide-awake, broad-gauged, enthusiastic assemblage of Hardware merchants and exhibit here their wares. One of the best features of this Association movement is this educational exhibit and this opportunity of fraternizing afforded manufacturer, jobber and retailer. Sales effected at the convention, itself, are perhaps not over great, but salesmen all testify that sales are more easily made among the trade after these conventions, especially in the introduction of new and improved articles.

THE SOUTH DAKOTA SUIT.

You probably have read Judge Carland's decision in the case of Montgomery, Ward & Co., against the South Dakota Retail Merchants' Association. This judge evidently believes that retail interests have some rights which mail order houses must respect. Though this decision is all in the retailer's favor, I recommend, still, methods of persuasion and reason rather than the use of the "big stick."

Knowing the manufacturers in our line of business to be broad-minded, just and honorable, when they understand and fully comprehend the situation in which the retailer has found himself, I believe they will cheerfully assist in remedying present trade conditions, of which the retailer has had the "hot end" for some years past. By Judge Carland's decision, there is a remedy to which appeal could be made as the last resort.

THE JOINT COMMITTEE.

The Wholesale and Retail Hardware Joint Committee held two meetings during the last year—one in Cleveland in June, and the other at Atlantic City in October. As a member of that committee it becomes me to be exceedingly modest in claims made for what it has accomplished. I believe, however, you will agree that the committee has done a lasting work, sure to be of great value to the wholesale and retail trade of the country.

Manufacturers and jobbers no longer ask, "What is a Catalogue House?" Over 600 Hardware manufacturers have agreed not to sell to these houses. Few now are the standard brands found in their catalogues, and with rare exceptions, most of them are so priced as to afford us a better profit in meeting their prices than formerly. I refer any who take issue with me regarding this, to the catalogues of the large Chicago houses published in the early part of 1903 and previous to that date. The Joint Committee has done good work, and its up to the merchant now to help himself by having an attractive, well assorted stock, well displayed and properly priced—the merits of his goods so thoroughly understood, and offered to his trade in such persuasive manner that customers cannot resist buying.

MUTUAL INSURANCE.

I suggest for your favorable consideration and patronage the National, Minnesota, Iowa, Wisconsin and Nebraska Mutual Hardware Fire Insurance Companies: your own insurance company needs no commendation from me, every one of them returning to you a very substantial proportion of your yearly premium—25 to 45 per cent.—proving economical and safe management. All these insurance companies are officered by successful and honest business men. Every claim is promptly settled and fully paid. Never has there been a charge of unfairness or injustice done in any settlement. As much cannot be said of all fire insurance companies. I believe much of the credit for the strength of our various State Associations are due to our mutuals.

THE QUESTION BOX.

M. L. Corey, the National Secretary, then took the platform to conduct the Question Box, among which were the following subjects:

1. Misleading Mail Order Advertisements in the So-called Religious and Fraternal Papers.
2. Selling for Cash and Following Up Collections.
3. Would It Be Better to Hold Our Meetings One Month Earlier?
4. Allied Lines.
5. How Can a Firm Make Money During the Dull Months—January and February?
6. How Can Manufacturers Best Assist Merchants to Sell Goods?
7. Badly Packed Shipments.
8. Recovering From Railroad Companies for Damaged Freight Shipments.
9. Handling Lightning Rods.
10. Net Prices vs. List and Discount.
11. Advertising a Retail Business.

The convention then adjourned until Thursday afternoon at 1:30.

OFFICERS FOR 1907.

On recommendation of the Nominating Committee the leading officers were all re-elected for the ensuing year. Four new names, however, were added to the Executive Committee to fill vacancies. The roster stands as follows:

PRESIDENT, C. S. Johnson, Barberton.
VICE-PRESIDENT, Frank W. Ingalls, Bryan.
FINANCIAL SECRETARY, A. L. Shearer, Dayton.
TREASURER, C. C. Fouts, Middletown.
SECRETARY, Frank A. Bare, Mansfield.
EXECUTIVE COMMITTEE (to fill vacancies): James McVicker, Jackson; D. O. Thompson, Cambridge; Mr. Marquardt, Shunk-Marquardt Hardware Company, Toledo; I. L. Loomis, Cuyahoga Falls.
DELEGATES TO NATIONAL CONVENTION: Frank A. Bare, Mansfield; John F. Baker, Dayton; W. P. Bogardus, Mt. Vernon.

Arrangements for entertainment of the members included the following: On Tuesday evening the members of the Association and their ladies were entertained at the High Street Theatre by the performance of the musical comedy "Wonderland." The whole house had been bought up for the occcasion, and the Hardwaremen thoroughly appreciated the event, the performance being a very enjoyable one. On Wednesday evening a complimentary minstrel concert was tendered to the Association by the jobbers and manufacturers of the city of Columbus in the Board of Trade Auditorium. The Euterpean Ladies' Chorus furnished the programme, and the attendance was large. The concert was a great success and thoroughly enjoyed. The visiting ladies under the escort of a committee of Columbus ladies were entertained at a matinee at Keith's Theatre on Wednesday afternoon.

In addition to the usual complimentary resolutions, the committee reported a number of others which were adopted:

PRESIDENT'S TERM RESTRICTED TO ONE YEAR.

The following special resolution was presented and passed:

Resolved, That from the date of this meeting of the Ohio Hardware Association, ending February 28, 1907, the official head, viz., the president of this Association, be elected for a term of service of one year as heretofore, but that said term be not extended into a second year of service as following the initial one.

COLUMBUS THE NEXT MEETING.

It was recognized early in the week that the facilities of Columbus are exceptional for accommodating a big convention and Hardware Show, while there is an added advantage in its fairly central location. Sentiment in favor of returning to the capital city next year steadily grew and when the motion was made at the closing session there was not a dissenting voice.

The majority of the jobbers who cover Ohio were represented at the convention, some of them by large delegations. Columbus Hardware Company occupied parlors at the Southern; Smith Bros. Hardware Company had a booth at the Hardware Show, and O. L. Davis of the company was the hard working chairman of the local Entertainment Committee. Toledo was represented by Standart-Simmons Hardware Company, whose exhibit is described elsewhere; Bostwick Braun Company, represented by M. H. Nusbaum, H. M. Kelsey, G. W. Corlett, George H. Floyd, H. A. Nusbaum, E. R. Hartman, W. J. Oberlin, Al. Allmendinger, A. E. Mantz, Fred. Rath, J. C. Peregoy, William Greiner, William Gano and F. W. Cox, and Stollberg Hardware Company, represented by Day Gordon, John Mandler and E. C. White. From Cleveland there were representatives of McIntosh Hardware Corporation, who entertained in a suite at the Southern; J. M. & L. A. Osborn Company, who had similar headquarters; W. Bingham Company, and George Worthington Company. Bindley Hardware Company, Pittsburgh, was represented by W. C. Clydesdale, L. F. Stoneburner and D. B. Baker; Logan-Gregg Hardware Company, Pittsburgh, by W. H. Parke and W. E. Alter, who distributed a dating stamp as a souvenir. Representatives of Hibbard, Spencer, Bartlett & Co. entertained at their headquarters at the Neil House.

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MINNESOTA RETAIL HARDWARE ASSOCIATION

The Eleventh Annual Convention of the Minnesota Retail Hardware Association was held at St. Paul February 26, 27, 28 and March 1, the sessions being held at the Knights of Columbus Hall, while the headquarters of the convention were at the Ryan Hotel. Considerable space was devoted in the Ryan Hotel to the numerous Hardware exhibits which formed quite a feature of the convention, attracting numerous visitors as well as members of the Association.

TUESDAY SESSION.

The opening session was called to order by President Julius Schmidt, of Wabasha, at 2 P. M. After attending to some affairs of a preliminary character, the president appointed the following committees:

CONVENTION COMMITTEES.

RECEPTION: H. R. Schroeder, W. H. Tomlinson, George Schwirtz, B. F. Kernkamp, H. O. Roberts, J. H. Smith.
LEGISLATIVE: A. T. Stebbins, J. F. McGuire, Zeb Zimmerman.
PRESS: A. C. Hatch, J. F. McGuire, H. M. Clark.
GRIEVANCE: F. H. Retzlaff, Theo. Lystad, W. S. Davis.
RESOLUTIONS: D. H. Evans, W. B. Marr, Clem Schroeder.
AUDITING: F. Hunt, Jr., Thos. Callaghan, R. H. DeGroodt.
NOMINATIONS: A. T. Stebbins, H. M. Clark, W. H. Tomlinson, A. Marzolf, Anton Ebe, O. F. Olson, C. J. Stark, A. C. Hatch.

PRESIDENT'S ANNUAL ADDRESS.

The president then delivered his annual address, which in part was as follows:

Gentlemen: It is a great pleasure to me to welcome you to this our eleventh annual convention under such progressive and prosperous conditions as exist in our great State Association of Minnesota to-day. When we look back at the old year of 1906, with its earthquakes, floods, fire, railroad wrecks and other calamities which go to destroy life and property, we can congratulate ourselves that we live in such a lucky State as Minnesota, having escaped all the above calamities.

WE ARE STILL FACING SOME OF OUR OLD ENEMIES

in the business world. Some of them are still doing business at the old stand. But do not despair. Our Association work is having its effect. These large corporations are feeling it on every side; in some localities they have attacked small retail dealers, have made a personal fight, using every method that was dishonorable to hurt their trade. In South Dakota they have sued the Retail Merchants and Hardware Dealers' Association. But we have all heard Judge Carland's decision. The South Dakota Association got first blood. Let us congratulate the South Dakota Association for its success. Let us encourage them with our support in this fight for the retailer's rights.

They have also attacked our National Retail Hardware Association, started in as if they were going to rip the association to pieces. But when they found that the National Association

WAS BACKED BY ALL THE STATE ASSOCIATIONS,

and the State Associations by good, law-abiding, and loyal American citizens, as all Hardware retailers are, they have modified their attack. Gentlemen, your loyalty was shown and proven by the prompt and liberal response you made, when the call on you was made for help to create a defense fund, for which I kindly thank you. It was a great pleasure for me to report such a liberal amount to our National Association.

* * * *

This is a question which we must still watch with eager eyes. It has not yet become a law, but our enemies are always on the alert, so we will have to watch each movement and head off any action which may help the same from becoming a law. I would recommend the co-operation with other State Associations, such as the grocers, furniture dealers, and implement dealers, on such questions as legislation, taxation, collection of bad accounts, parcels post, freight rates and passenger rates.

This subject has been talked over more than any other question by dealers privately, in meetings of committees and in assemblies. But we have not yet found the right solution. Those of you who handle stoves have found before this that

A GREAT CHANGE HAS TAKEN PLACE

in regard to buying and selling stoves and meeting catalogue houses or manufacturers that sell direct to consumers.

Our old stove manufacturers with trade-marks tell us to talk quality, and then every so often they advance the price five per cent. The catalogue house comes with a decline in price, doubling that of the advance of the trade-mark manufacturer. So here you are, and what are you going to do about it. You meet the catalogue price, you will be money out.

The more losing business we do, the sooner we are at the end of our business rope.

The manufacturer offers us no relief or assistance, so it is up to us to get out of the stove business or try some other method of buying stoves, so that we can get a reasonable profit. It has been suggested that we try co-operative buying. As an experiment, let fifteen or twenty members of our Association along the same line of railroad, estimate their wants, and order from some manufacturer that will make the price.

This quality, patriotic talk of patronizing home merchants, does not have the effect. Sentiment does not go any more. You can talk and talk until you become black in the face. If you cannot meet catalogue house prices, you cannot sell the stoves. I speak from personal experience and from the experience of other old stove dealers with whom I have come in contact. Something must be done or the stove business will be taken from the retailer and go to the manufacturer who sells to the consumer direct.

SECRETARY'S REPORT.

After the president's address, Secretary M. S. Mathews of Minneapolis, read his annual report, which was in part as follows:

In presenting the usual report to this, the eleventh annual convention of the Minnesota Retail Hardware Association, it is very pleasant to be able to call your attention to the continued prosperity of and increase in membership of this organization. For four years, by virtue of Minnesota having the largest number of members enrolled, we have headed the list of Hardware Associations in the country. During the past year, however, Illinois has forged to the front with a membership now exceeding one thousand. This rapid growth in our neighboring State was largely owing to the effective work of the insurance solicitors employed by the Minnesota Insurance Company, and the obligation was very gracefully acknowledged in the Illinois resolutions at the convention held in Chicago a few days ago. The rapid growth of the older associations has proved to be an excellent stimulant to Hardware merchants in other States, and each year finds new State standing with us in the movement; all affiliating with the National Association and approximately ten thousand firms now enrolled.

The past year has not been all sunshine, for early in the Summer certain suits instituted against our National officers caused an appeal from them for financial assistance, to which prompt and liberal response was made by the said organizations all along the line.

* * * *

Shortly before the September meeting the secretary mailed forty-five letters to possible exhibitors at our convention, asking for a vote as to favoring a hall for exhibition purposes, controlled by the Association, or hotel exhibits, as is the present way of doing. Sixty-five per cent. of those whose judgment was sought, preferred to have the exhibits controlled by the Association. It is probable that before the next convention, plans will be adopted for carrying out this desire upon the part of exhibitors.

The financial statement made by the secretary showed receipts for the fiscal year of $2,748.04. Disbursements, $2,027.48, leaving a balance in the treasury of $720.56.

ORGANIZATION OF RETAILERS.

J. J. Ryan, secretary of the Minnesota Retail Grocers' and General Merchants' Association, delivered an address on "Organization of Retailers." He compared the relationship existing between merchants in country towns and cities to-day with the selfish policy of years gone by, saying that to-day merchants look upon each other with confidence, and aid and assist one another. Mr. Ryan's address was remarkably well received, and proved very interesting.

A. T. Stebbins, of Rochester, had charge of the Question Box, and invited the members to contribute. The following questions were asked through the Question Box and discussed by the members:

A. T. Stebbins himself answered all questions which stumped the other delegates. In addition to the questions already quoted these were asked:

Are present stove prices too high?
Does it pay to borrow money to discount bills?
How should we meet bargain and racket store competition?
Has anyone insured his book accounts and is it profitable?
How can retailers use the rural telephone at a profit?
Is it possible for the country dealer to sell stoves like the city stores on the installment plan of so much down and so much a week?
Should local merchants organize an association for the purpose of posting customers who do not pay their bills?
Does anyone weigh goods to check his freight bills and are they often found wanting?
What can be done when a manufacturer sells to a railway company and a railway company sells to its employees direct?
Does it pay to take old stoves in part payment for new ones?
Does it pay to make presents to customers?
Is it good policy to consult clerks when you mark goods?

ENTERTAINMENT.

On Tuesday evening the members were entertained by a "Smoker" at the Knights of Columbus Hall. There was a large attendance, and the occasion was rendered very enjoyable through the efforts of the Entertainment Committee. The chairman of the evening was J. F. McGuire, of St. Paul, and Snyder's Orchestra furnished the music. George T. Redington made a speech of welcome on behalf of St. Paul, which brought out an interesting response by A. T. Stebbins. State Senator S. D. Works spoke on "Trade Problems" and E. W. Randall on the forthcoming local semi-centennial exposition. Hon. D. W. Lawlor closed the speech-making of the evening by an address on "Minnesota."

WEDNESDAY SESSION.

When President Schmidt called the convention to order there were over 500 delegates present. The first speaker of the afternoon was Amos Marckel, of Perham, whose address on

HOW TO RUN A COUNTRY HARDWARE STORE

was in part as follows:

How should a country Hardware store be managed in order to get the best results, make the most money out of our capital invested, and hold the trade? I believe we get the best results by selling good goods at a reasonable price.

GET AWAY FROM YOUR HIGH PRICES,

such as you charged when the country was new. Remember we are living a progressive age, and the customer who comes in to your store is well posted as to the description and value of the articles he wishes to buy. I believe our high prices are responsible to a large extent for the catalogue house's prosperous condition to-day. Place yourself in the position of your customer. There are not many of us who want to buy our goods in New York; we prefer to buy nearer home if we can do as well or nearly so. My customer also prefers to buy at home, but objects to being held up.

The same thing applies to many of our jobbers, who fail to realize that

WE ARE LIVING IN AN AGE OF LOWER RETAIL PRICES.

They fail to recognize the fact that the farmer is well posted on prices, and we therefore often find our jobbers charging us more for goods than the catalogue houses quote them to the farmer. The time is here, Mr. Jobber, for you to act and assist the merchant in his fight with the catalogue houses. The catalogue house selects such goods as the jobbers have an arbitrary price on, and uses them for leaders. Take, for example, Hay Carriers, Pulleys, Hangers, Forks, etc.; the jobber charges us $3.50 for a common carrier, while the catalogue house names a price of $2.75 to the farmer. How can we dealers be expected to hold the Hay Carrier business under these circumstances? It may be claimed that the carrier offered at the low price to the farmer is an inferior one. But if you will read the description as given the farmer you will believe with him that there is no better carrier to be had. Again I say we are living in an age of low retail prices, and it is up to the jobbers to see that the merchant can get his goods at a price that will enable him to meet competition, and still earn a small margin of profit.

This is also an age of travel. Your customer gets away from home; he visits nice, clean, up-to-date stores; it is time, therefore, that we clean up our stores and get them in as nice shape as conditions will permit. There is no good reason why the Hardware store of to-day

SHOULD HAVE THE APPEARANCE OF A JUNK SHOP.

Don't be afraid of your goods rusting by having the floor scrubbed; they will not rust, for I have tried it. During spare moments take the goods from off the shelf, dust them up nicely and rearrange them so they will present a fresh appearance. We are not all able to move

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our goods every thirty or sixty days, but are all able to keep the goods clean and sell them as the trade demands. If a customer comes into your store and asks for a Bread Raiser, and you get it from off the top shelf all covered with dust, it is likely to create the idea that you are high priced; that you do not buy goods enough to get a price that will enable you to sell at an up-to-date figure. In consequence the catalogue house again gets a share of your business, because you have not kept your store clean and up-to-date in appearance.

Following Mr. Marckel, S. Ziesler, of Chicago, spoke at considerable length in support of a paint law that will make it necessary to label all paints, pointing out some of the defects of the North Dakota measure, and pleading for a universal label that should be honest in its intentions. His speech was referred to the Legislative Committee.

I. A. Fleming, editor of *The Hardware Trade*, of Minneapolis, then addressed the convention in a short speech, in which he complimented the business men as developers of the country, charitable men and men on the outskirts of civilization upholding the country. He urged them to have confidence in each other, and to be square with themselves and each other. His remarks were interspersed with a few stories.

John Costello, of Kellogg, was the next speaker, and discussed the subject of

CASH VS. CREDIT.

Mr. Costello is one of the radical advocates of cash. He it was that inaugurated the Wabasha plan.

O. B. James, of Richland Centre, Wis., addressed the convention on "Advertising," illustrating the talk with many samples of his advertising methods.

THURSDAY SESSION.

MUTUAL FIRE INSURANCE.

The meeting on Thursday was largely given to the consideration of matters relating to fire insurance. It was shown by the secretary's insurance report that the Minnesota Hardware Dealers' Insurance Company now has $4,763,473 of insurance in force, and cash and negotiable assets in the treasury amounting to $97,466.75. The average loss ratio for the seven years of the company's existence has been 29 per cent., and that of expense 12 per cent.

Referring to the effect of insurance on credits it was stated that the leading wholesale merchants are requiring their field men to see that customers carry an adequate amount of insurance in solvent companies to protect their credit.

Hon. Thomas D. O'Brien, Insurance Commissioner of Minnesota, was next on the programme with an address on

INSURANCE.

Safety in insurance, he declared, lies chiefly in economical management. Nearly all companies collect enough money to pay losses, but the fault too often is found to be prodigality in expenditure. The great evil in insurance, as pointed out by the speaker, is a lack of community of interest between policyholders and the management. The Hardware Dealers' Insurance companies were commended as a safe and successful example of mutual fire insurance.

NEW OFFICERS.

On submission of the Nominating Committee's report the secretary was, on motion, ordered to cast the convention's unanimous ballot for the following officers, who were declared elected:

PRESIDENT, Julius Schmidt, Wabasha.
VICE-PRESIDENT, Amos Marckel, Perham.
SECRETARY, M. S. Mathews, Boston Block, Minneapolis.
TREASURER, H. H. Heydon, Chatfield.

E. H. Heins, Renville; N. T. Hauser, Franklin, and H. Smith, Minneapolis, were elected as members of the Executive Committee to fill the place of three retiring members.

Delegates chosen by the Executive Committee to represent the Association at the next annual meeting of the National Association, to be held in Boston, were as follows: Charles F. Ladner, J. F. McGuire, M. S. Mathews, Julius Schmidt, W. H. Tomlinson, Amos Marckel, E. H. Heins and H. Hauser.

FRIDAY SESSION.

The members of the Association held an executive session immediately on the opening of the afternoon session. Minneapolis was selected as the 1908 convention city, and the convention adjourned *sine die*.

♣

A Western paragraph writer says: "In a recent raid on a gambling den a man named Pizymuszallaskivich managed to escape. It is supposed he hung his name out of the window and slid down." Most people would rather try sliding down a good piece of barbed wire.

If every Congressman would find just one place where the government was being overcharged, as Victor Murdock did in the matter of the railroads carrying mail, and would use every effort to make public and correct the evil, we could afford to allow them to vote themselves another increase in salary. That is the kind of work private corporations pay so well for, and which our government needs so badly. Congressmen who realize they are sent to Washington for other purposes than finding a fresh government teat for themselves and friends to milk should be of great value to this country.

Medical Student—What did you operate on that man for?
Eminent Surgeon—Five hundred dollars.
"I mean, what did he have?"
"Five hundred dollars."—*Puck*.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED FEBRUARY 18, 1907.

421,407. MOLDING-PLANE. Richard Kreinberg, Jersey City, N. J.
421,420. JAWS OF BIT BRACES AND TOOL HOLDERS. William H. McCoy, Erving, Mass.
421,443. HOSE-WRENCH. John S. Smades, Springfield, Mo.
421,552. LIFTING-JACK. James B. Cleveland, and Arthur Cleveland, Lyons Farms, N. J.
421,598. PLIERS. Joseph Monto, Chelsea, Mass.

PATENTS ISSUED FEBRUARY 19, 1907.

844,412. PADLOCK. Frederick W. Schroeder, London, Eng.
844,414. HEDGE-TRIMMER. Peter F. Seabloom, Ormond, Fla.
844,421. FLEXIBLE STAY-BOLT. Benjamin E. D. Stafford, Pittsburgh, Pa.
844,422. NUT-LOCK. Arthur L. Strout, Bar Harbor, Me.
844,473. SOLDERING-IRON. William F. Ryan, Cincinnati, Ohio.
844,638. SAD-IRON. Alonzo A. Warner, New Britain, Conn.
844,656. WEATHER-STRIP. Frank J. Boehler, Republic, Ohio.
844,766. WASHING-MACHINE. William W. Allen, Dobbs Ferry, N. Y.

PATENTS EXPIRED FEBRUARY 25, 1907.

421,896. MACHINE FOR HOLDING AND SHARPENING INSERTIBLE SAW TEETH. H. Bergstrom, Big Wausaukee, Wis.
421,892. PIPE WRENCH. A. J. Barber and H. A. Tripp, Sodus, N. Y.
421,898. WASHING MACHINE. C. Bopp, Mount Joy, Pa.
421,966. PADLOCK. J. S. Peacock, Lancaster, Pa.
421,977. LOCK. J. Schade, Brooklyn, N. Y.
422,014. LIFTING JACK. C. P. Emerson, Yates Center, Kan.
422,026. STOVE. G. Marlow, Chicago, Ill.
422,144. WASHING MACHINE. L. J. Montgomery and C. P. Townsend, Broken Bow, Neb.

PATENTS ISSUED FEBRUARY 26, 1907.

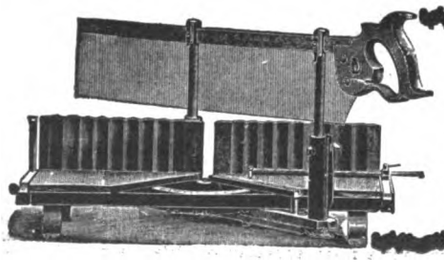
845,173. HAND SAW JOINTER. Alpheus P. Hall, Graysville, Ill.
845,187. WRENCH. James MacLean, Boston, Mass.
845,206. DOOR HANGER AND TRACK THEREFOR. Otto F. Stoneburner, Zanesville, Ohio.
845,233. PICK. Frank S. Harrington, Newburgh, N. Y.
845,250. NUT LOCK. Evelyn M. Newman, Evanston, Ill.
845,265. AUTOMATIC AIR BRAKE COUPLING FOR RAILWAY CARS. Frank H. Rutherford, Chicago, Ill.
845,296. SAD IRON. William F. Fisher, New Britain, Conn.
845,318. VEGETABLE PEELING MACHINE. Joseph Redmond, New York, N. Y.
845,421. ICE CREAM DIPPER. Nick W. Kline, Longbeach, Cal.
845,667. ICE CREAM FREEZER. Albert F. Schmand, Bridgeport, Conn.

HARD GENUINE BABBITT.

As made by the inventor, Isaac Babbitt, genuine babbitt metal was a soft mixture and was really nothing but pewter. The mixture which he used was composed of 50 parts of tin, 5 parts of antimony and 1 part of copper. This mixture, while suitable for many uses, utterly fails to meet the requirements of others. Even the so-called standard mixture of the present time, which consists of 96 parts of tin, 8 parts of antimony, and 4 parts copper does not always serve the purpose.

A hard genuine babbitt which will give the best service that is possible to obtain, except in cases of severe pounding, is made of the following: Tin, 100 lbs.; antimony, 8 lbs.; copper, 8 lbs.

This mixture will stand hammering into the recess of the box and will wear without cracking.—*Brass World*.



GOODELL MITRE BOX

Made entirely of steel. No more breaking. Its quality, durability and improvements make it the most desirable box on the market.

Send for circular and prices. GOODELL MFG. CO., Greenfield, Mass.

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INDIANA RETAIL HARDWARE ASSOCIATION

The Eighth Annual Convention of the Indiana Retail Hardware Association was held at Indianapolis on February 20, 21 and 22. There were present nearly 2,000 men connected with the trade, but the way the convention was handled left little to be desired. With a membership of between 600 and 700, the representation of the Association was a full one. The place of the meeting was in the largest room afforded in the Denison Hotel, which was crowded to overflowing at all sessions. The Hardware Show in connection with the convention occupied a hall some two blocks from the hotel, and was undoubtedly the finest that has been held in connection with any retail convention. Want of space in our columns prevents any detailed description of the elaborate and handsome booths that deserve a more complete recognition.

PRESIDENT'S ADDRESS.

The annual address of President Frame, delivered at the evening session, Tuesday afternoon, was in part as follows:

Our annual conventions have taken on the air of Hardware exhibitions. Your officers are pleased that their efforts in this line enable us to see and examine all the new things in Hardware and kindred lines. These exhibitions are great schools for us. Manufacturers and jobbers are represented here by beautiful displays of their goods and have men in charge who are the best of fellows—experts in their lines. You cannot talk with one of these men without learning something that will do you good. Let us spend as much time as we can among these exhibits and we will profit by it.



EX-PRESIDENT E. M. BUSH,
President National Retail Hardware Assn.

These prosperous times have increased the value of merchandise all along the line. Many of us have in our stores goods that were bought at less than they could be bought to-day. Let us not fail to take advantage of these market conditions and

MAKE OUR SELLING PRICES CONFORM TO WHAT THE GOODS WOULD COST

at the present time. It is easy money and it belongs to us; why not get it? We should follow the markets just as promptly as our jobbing friends, who do not wait until they buy again to change their selling prices, as so many of us are in the habit of doing.

Let us take advantage of these good times to educate our customers to settlement of their accounts at frequent intervals. Those of us who do business in smaller towns and have farmer customers are in the habit of letting our goods go out on charge accounts

WITH NO SPECIFIED TIME FOR PAYMENT.

Frequently these accounts run too long, and how often have we been compelled to lose discounts because our customer was not ready to settle with us when we needed the money? I believe this can be remedied by having your trade understand that a limited time only is given on charge accounts; say sixty days as the extreme limit, and insist upon a settlement at that time.

Tendencies are toward a nearer cash business, and we can all help toward that end if we will. You don't want a man's business if it is not profitable, and how many times have we sold goods on credit and waited so long for our money that the interest on the account was as much as our profit?

OUR GREATEST COMPETITORS GET THE MONEY IN ADVANCE,

and at the price we must sell our goods to meet their competition it is necessary that we get our money at the time of the sale, or within a stated period.

Our competitors are of many kinds, from the lumbermen who keep Builders' Hardware as a means of selling their lumber, to the racket store which buys a few staples in Hardware and sells them at a very low price to advertise his notions and other goods. To meet these conditions, which in no two towns are alike, I think

EVERYONE MUST WORK OUT HIS OWN SALVATION,

as the conditions that exist in your town are entirely different from what they are in others. You will pardon me if I get a little personal to illustrate what I mean by telling you how I do in my own business. In the first place, how could you expect a man to pay you more for an article than he could get it for over on the other street?

DISTINGUISHED GUESTS.

Representatives of three other State associations were present; C. F. Ladner, St. Cloud, representing the Minnesota Association; H. L. McNamara, Janesville, representing the Wisconsin Association, and S. R. Miles, Mason City, from the Iowa body. All three of the gentlemen are officers in their respective State Mutual Insurance Companies, and made informal addresses on this subject at the opening session. The gentlemen mentioned were again introduced at the executive session Wednesday, and responded briefly, Mr. Miles referring especially to matters relating to the National Association, of which he is first vice-president.

ADDRESS OF E. M. BUSH.

E. M. Bush, Evansville, ex-president of the Indiana Association and now president of the National Retail Hardware Association, delivered an address marked by characteristic comprehensiveness, clearness and force. Mr. Bush has from the start been identified with the joint Catalogue House Committee, and is at present its acting chairman. His remarks referred to various topics now commanding the interest of the trade.

CONVENTION COMMITTEES.

The following committees were appointed by President Frame and rendered efficient service. Their reports were carefully prepared and were given promptly when called for at the closing session of the convention:

LEGISLATION: Mr. Reichenbaugh, N. R. Stoner, Irving Reid, T. J. Lindley, W. H. Bruger, E. Anderson, E. B. Schenk.

RESOLUTIONS: James L. Fulton, Fred W. Batholomew, A. J. Baerteck, R. E. Horner.

GRIEVANCE: M. L. Lewis, N. H. Strong, A. H. Burkett.

AUDITING: John Steineck, W. H. Hatfield, George Weisland.

NOMINATING: M. M. Hamilton, M. W. Coates, Wm. A. Shipley.

THE OFFICERS FOR 1907.

In connection with the report of the Nominating Committee, a resolution was presented and passed increasing the salary of the secretary to $600 per year; $200 additional remuneration was voted to the secretary for his services during the past year. It was also decided, on recommendation of Mr. Corey, to divorce the offices of secretary and treasurer, inasmuch as the latter office is becoming one of increased responsibility, as a result of the growing financial strength of the association. The leading officers were all re-elected as follows:

PRESIDENT, Charles B. Frame, North Manchester.

FIRST VICE-PRESIDENT, W. B. Creed, New Albany.

SECOND VICE-PRESIDENT, Fred W. Bartholomew, Michigan City.

SECRETARY, M. L. Corey, Argos.

TREASURER, Charles E. Hall, Indianapolis.

EXECUTIVE COMMITTEE: C. E. Hall, Indianopolis; S. L. Ocker, Roan; M. W. Coates, Kokomo.

DELEGATES TO NATIONAL ASSOCIATION: S. E. Jones, Richmond; C. E. Hall, Indianapolis; J. L. Fulton, Portland; Albert De Prez, Shelbyville; M. M. Hamilton, Brownstown; Wm. A. Shipley, Lafayette; Charles B. Frame, North Manchester. Alternates; Elmer Nichols, Anderson; Louis Kinderman, Boonville; H. E. Grube, Plymouth.

REPORT OF SECRETARY COREY.

M. L. Corey, Argos, the efficient and popular secretary of the association and secretary also of the National Association, delivered an extended report, expressing his growing pride in the Indiana Association, the good it has done and the evils that it has corrected. As treasurer his report showed the finances to be in a most flourishing condition, with a rapidly accumulating balance in the bank. The following extracts are quoted from Mr. Corey's report:

There have been several complaints. Nearly all have been adjusted satisfactorily. There is a tendency on the part of some jobbers

TO SELL PARTIES NOT ENGAGED IN THE TRADE.

Upon following up such cases we frequently find that a commission has been allowed some dealer in an adjoining town. There may be times when such business is desirable, but we submit to you that its final result is demoralizing and unsatisfactory. If the jobbers or manufacturers in making such shipments would write the name of the firm through whom the sale is made on the shipping tag it would relieve them from the charge of selling direct.

Many of you have been annoyed and perhaps damaged during the last year by slow shipments. It is the custom nowadays to lay the blame on the railroads, and in nearly every State drastic legislation is being enacted. As business men we should give other interests the same consideration we ask for ourselves.

THE CONDITIONS TO-DAY ARE UNUSUAL.

Our transportation facilities are undoubtedly inadequate, and unable to move our enormous crops and products with the dispatch that modern business requirements demand; it certainly is the railroads' desire to move the greatest amount of freight possible, for their profits depend upon this: they are surely being hampered to some extent by the Interstate and Hepburn rate bills; many newspapers continually encourage antagonistic public sentiments, while socialistic advocates urge Government ownership. Too much regulating and restrictions will frighten capital and block the wheels of general progress. We earnestly condemn the high handed, dishonest, watered stock manipulation of some of the overpaid managers of our railroads, but underneath this lies a wonderful system of business enterprise, employing thousands of people, requiring the highest grade of intelligence and to whose service we often intrust our lives and commercial success. Under our plan of government

PUBLIC SENTIMENT WIELDS A CONTROLLING INFLUENCE

on every enterprise. The business man particularly should be fair and broad in considering these great questions. The transportation facilities must keep pace with our rapid growth and progress. Our ever increasing products must be moved quickly and cheaply. Railroads never can do this if we embarrass them with too much adverse legislation.

* * * *

The danger of injurious legislation has led us to seek a closer acquaintance with those who represent us in our State and National bodies. I have attended several conventions, and am sorry to find so few Hardwaremen present. I do not blame wou for declining

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TO ENTER INTO THE HEAT OF POLITICAL DISCUSSIONS

during a campaign. It is not necessary to antagonize your customers by personal appeals to vote your ticket. But it is to your own advantage as retail merchants to send delegates to the conventions from your own ranks, selecting men of reputation and ability, who can learn the ropes, get acquainted with the leaders, and thereby exert an influence, when it comes to seeking or defeating future legislation.

You should have a voice in wording platforms, a vote in selecting candidates. These candidates seeking your favors are always willing to listen. If they are elected you can go to them and secure recognition that is not extended to the quiet "stay at home."

I would like to see more Hardwaremen in our Legislature, more merchants filling State official chairs. I believe such conditions would result in fewer scandals and more economical and honest government. It is not to our credit to stay at home when a convention is held, and then find fault with what is done. It is not good business to keep quiet or appear unconcerned when bills are being considered that would work an injury to our trade. It is always easier to defeat legislation than to get it repealed.

RETAIL HARDWARE ADVERTISING.

A most interesting and entertaining address on the subject of advertising a retail Hardware business was delivered by O. B. James, of Richland Center, Wis. Although extemporaneous in character his remarks were exceedingly witty and his points well made, while the examples he read of his own local advertisements directed against catalogue house competition were hugely enjoyed.

HARDWARE WINDOW DRESSING.

An address on "Hardware Window Dressing," delivered by W. L. Winning, who has originated weekly window dressing service in Indianapolis, contained suggestions of value to many of the members and was received with much interest.

THE QUESTION BOX.

On the conclusion of Mr. Winning's address there was an opening of the Question Box, the questions being of this character:

1. *Is It Advisable to Mark Prices on Articles Displayed in a Store Window?*
2. *The Hardware Man in Politics.*
3. *How Can Manufacturers and Jobbers Best Assist Retailers to Sell Their Goods?*
4. *What Is the Experience of the Trade in Selling Articles Advertised by the Manufacturers in General Periodicals?*
5. *How Can We Get Our Business Nearer to a Cash Basis?*
6. *Quantity Prices a Disturbing Factor.*
7. *Handling Implements, Paints, Vehicles, etc.*
8. *Efficient Help in the Store.*
9. *The Catalogue House Problem and Relations of Jobbers and Retailers.*
10. *Running Expenses Steadily Increasing.*

Several other questions bearing on the conduct of a Hardware business were discussed, and the meeting closed with a stirring address by H. E. Grube, Plymouth, on the subject, "What Should Be the Attitude of Retail Merchants Toward the Trusts and Trust-Made Goods?"

RESOLUTIONS.

Among the resolutions adopted, as reported by the committee, of which James L. Fulton was chairman, were the following:

Whereas, There is persistent agitation and effort in favor of establishing a parcels post system in the United States, and whereas, we recognize that social conditions, length of haul, scattered population and lack of monopoly in transportation renders certain to entail an enormous loss upon the Government; be it

Resolved, That we reaffirm our continued and unalterable and absolute opposition to any legislation seeking to establish a parcels carrying system in connection with the Post Office Department of the United States at this time or in this generation.

* * * *

Whereas, First-class mail matter furnishes approximately 80 per cent. of the revenue of the Post Office Department, and produces more than $100,000,000 of profit per year, while it supplies less than 14 per cent. of the tonnage:

Resolved, That a reduction from 2 cents to 1 cent for the stamp required on the ordinary letter would be advantageous to business interests and would be equitable to all.

* * * *

Whereas, The Hardware dealers mutual fire insurance companies have established their soundness, their usefulness and their economy beyond all question of doubt; be it

Resolved, That we reaffirm our loyalty and support and urge upon every member of this association and every Hardware dealer to take further advantage of the material saving effected by patronizing our mutual fire insurance companies, and by thus doing increase their stability and usefulness.

* * * *

Whereas, The exhibit feature of our annual convention has this year proved a great success in all regards and especially in its social and financial aspects; be it

Resolved, That we reaffirm our indorsement of the system, looking to further improvement in the organization of this feature, that every necessary facility may be afforded our friends the exhibitors; and be it further

Resolved, That we as a body hereby extend our thanks to the exhibitors for their loyal and ready co-operation as demonstrated in this convention.

* * * *

On Wednesday evening an enjoyable smoker was held in the convention hall at the Denison. Although ample entertainment had been provided the room was not large enough to accommodate the crowd who desire to attend. The music of the Indiana University Glee Club was much enjoyed, but the feature of the evening was the Hardware Saengerbund, conducted by E. B. Schenk, Mt. Vernon, and participated in by all.

At the closing session of the convention an impromptu address was made by Sharon E. Jones, of Richmond, who urged the members of the association to adopt the policy of making larger profits in their business, asserting that although the volume of business during the past year has been record breaking, profits have been relatively small as merchants have not taken advantage of advances in the market. Even jobbers, he declared, are outspokenly dissatisfied with the results of their year's business. Returns are not commensurate with the labor and effort expended and the capital invested. Hardwaremen, said Mr. Jones, must change their front and resolve to sell times like these they had better quit and go into some other business, goods at a profit, or not at all, for if they cannot make money in Mr. Jones' remarks were warmly indorsed by J. L. Fulton, of Portland, and others.

AFTER-COLLEGE GIRL'S COMPLAINT.

A lady was calling on some friends one summer afternoon. The talk buzzed along briskly, fans waved and the daughter of the house kept twitching uncomfortably, frowning and making little smothered exclamations of annoyance. Finally, with a sigh, she rose and left the room.

"Your daughter," said the visitor, seems to be suffering from the heat."

"No," said the hostess. "She is just back home from college and she is suffering from the family grammar."

DOING IT OVER.

"If I had it to do over again!" You have, so what's the use of wailing. Too many people think that life is only to be lived once and that a mistake once made can never be rectified. Every business day is to some extent a separate day, bringing with it its own opportunities and obligations. No one is ever excused from one of these because he made a failure of yesterday; no one's tomorrow is ever lived today.

Every period of time, whether a success or failure, takes nothing but experience into the future. True, the experience may be of such a nature as to be itself a burden; it cancels no future obligations. Every man's today is just as much a lifetime of duties as though yesterday had not been lived.

It is criminal to believe that we have failed, because our efforts of the past have been a failure. That idea has wrecked more business lives than perhaps any other. Our future has never been a failure until we have lived it and failed in it as a separate affair. Let us take this principle with us throughout the year. Today we are beginning a new business, in which we mean to succeed. If we succeeded yesterday that is no reason why we should not try it over again today. If we failed yesterday, should that failure count for more in today's business than yesterday's success would have counted?

Bear this fact in mind always, no failure, however crushing or far-reaching, can deprive us of the future excepting as we give it up voluntarily. We may mortgage it in various ways, use up our credit, our business standing; still, if we stand firmly to our places in the future that mortgage cannot be foreclosed until it is due, and we still have it in our hands to redeem our property.

The Famous HAMILTON RIFLES



Just the thing for target practice or hunting small game.

35 inches long. Barrel and Action 21¾ inches long. Take down. Bolt action model. Stock of Walnut. Beautifully finished in blue-black gun finish. Automatic action in loading and ejecting exploded shell. **Retail $3.00.**

MODEL NO. 19

Same as No. 23, combines simplicity, beauty of finish, strength and shooting power. Simple loading process. Extractor. Rapid and perfect action. Convenient take-down features. **Retail $2.00.**

MODEL 15

Same as No. 19, but with barrel 4 inches shorter. **Retail $1.50**

Model 23 The Great Favorite

Send for New Catalog.

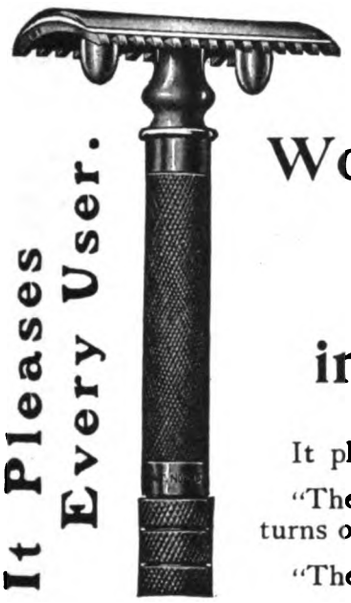
Hamilton Rifle Co.

PLYMOUTH, MICH., U. S. A.

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Gillette Safety Razor

NO STROPPING NO HONING



It Pleases Every User.

The Most Wonderful Selling Razor in the World



It pleases every customer, who in turn brings a new customer.

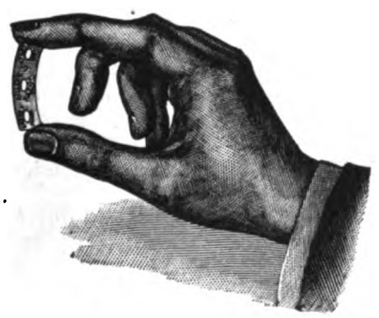
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

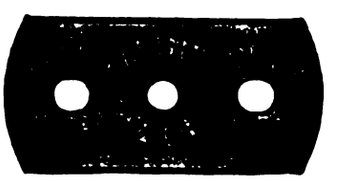
12 BLADES, 24 SHARP EDGES,

Every blade will give from 20 to 40 close, smooth, comfortable shaves.

Triple silver-plated set with 12 blades $5.00.
Quadruple gold-plated set with 12 blades $10.00.
Quadruple gold-plated set with 12 blades and monogram $12.00.
Standard combination set with shaving brush and soap in triple silver-plated holders $7.50.
Other combination sets in silver and gold, up to $50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.



Sold by Leading Drug, Cutlery and Hardware Dealers.

We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.



GILLETTE SALES COMPANY,

Times Building, - - New York City

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HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

Changes and Improvements.

Ephrata, Wash.—The Kelley-Hall Hardware Co. has succeeded to the business of Kelley & Cheffee.

Fairmont, Neb.—Glen Matteson has succeeded to the entire Hardware business of Witten & Matteson.

Fort Gibson, I. T.—Miller & Hurt have been succeeded in the Hardware business by V. L. Hurt.

Fort Worth, Tex.—The Nash Hardware Co. has increased its capital stock from $75,000 to $150,000.

Gadsden, Ala.—The Ewing Hardware Company will erect a three-story building on Broad Street. This company will also build a wholesale store and warehouse on Broad and Second Streets. Both buildings will be ready for occupancy by early Fall.

Giltner, Neb.—Douthrett & Co. have sold out their Hardware store to P. B. Pintevine.

Grinnell, Iowa.—L. C. Pierce has purchased the Hardware stock of George W. Stinitz.

Hendley, Neb.—F. L. Pielstick has sold his Hardware store to H. R. Marietta.

Holdrege, Neb.—Cranlund & Anderson have purchased the Hardware business of Hanlin & Ekberg.

Hopkins, Mo.—Mrs. M. C. Wray has sold the S. K. Wray Hardware Company's stock to the manager of that firm's business, O. H. Sayler, who took immediate possession of same. The business will be continued at the same place with Mr. Sayler in charge.

Hubbard, Iowa.—Granzow & Boeke have been succeeded in the Hardware business by C. F. Boeke.

Humphrey, Neb.—Arthur Bruening has purchased the Hardware store of H. J. Bruening.

Kenowa, I. T.—W. A. Hollifield has moved his stock of Hardware from Ada, I. T., to Kenowa, I. T.

Keswick, Iowa.—I. B. Crawford has purchased the Hardware store of R. L. Crawford.

Lake Odessa, Mich.—O. M. Bachelder has bought the stock of Hardware recently purchased by Slocum Bros. from Cheetham & Ringler and styled the East Side Hardware and Furniture Store.

Lebanon, Neb.—J. W. McClintock has sold out his Hardware business.

Marion, Neb.—H. L. Goodenburger has purchased the Hardware business of J. L. Sargent in Danbury.

McLouth, Kan.—Dick Bros. have purchased the Hardware store of William B. Andrews.

Mulberry, Ark.—House & Co. have sold their Hardware store to the George Shearer Hardware Co.

Murray, Neb.—Underwood & Pittman have succeeded to the Hardware business of L. B. Underwood.

Nashville, Tenn.—The partnership business of Craig & Shoffner, retail and wholesale Hardware, has been merged into a corporation and the charter for the company, which will continue under the old name, has been registered. The incorporators are John F. and Fred D. Craig, Sam D. Shoffner, John J. Dannaher and Eugene McSweeney. The company is now fitting up the three-story brick building at 232 Second Avenue, North, and will occupy its new quarters at once. In addition to a general wholesale and retail business the company will engage in the manufacture of Hardware specialties. A plant for the manufacture of screen goods is now being put in place.

Navina, Okla.—Campbell, Meskill & Co. have purchased the Hardware business of Peterson & Steinfeldt.

New Boston, Mo.—A. O. McKinney has purchased the Hardware and implement business of A. G. Anderson.

New London, Wis.—The Langesen Hardware Company of this city has sold its store at Welcome to William Bleck of Clintonville.

New Market, Iowa.—F. J. Rogers has sold an interest in his Hardware store to George S. Rogers.

Ossawatomie, Kan.—H. Churchill has succeeded to the Hardware business of Churchill & Barr.

Paradise, Mo.—R. A. Noland has purchased the Hardware business of John L. Benson.

Parker, Kan.—The Dunton Hardware Co. has sold its business to Ingram & Crosswhite.

Peabody, Kan.—The Irwin Hardware & Lumber Company has sold out its business to Levi Hoover of this place and E. R. Burkholder of McPherson.

Pierce, Neb.—H. J. Kloke will move his stock of Hardware from Pierce to Gregory, S. D.

Pierce, Neb.—Hough & Peters have sold their Hardware store to Peters & Buckendahl.

Plunk, Mo.—Haggard & Co. have succeeded to the Hardware business of C. A. Haggard.

Polk, Neb.—Tewell Bros. have moved their Hardware stock from Arborville, Neb., to Polk, Neb.

Powhatan, Kan.—N. P. Sprague has purchased the Hardware business of E. P. Buck.

Radcliff, Iowa.—Drake Bros. have sold their Hardware business to I. T. Nervig.

Red Oak, Iowa.—H. R. Christy has sold his Hardware business on the east side to J. F. Latimer, giving possession immediately.

Reger, Mo.—J. V. Rogers & Co. have sold their Hardware and implement business to C. E. Maggard & Son.

Richmond, Mo.—Walter T. Shoop has been succeeded in the Hardware business by Shoop & Smith.

Salem, Neb.—H. B. Glenn has sold out his Hardware store to J. L. Musgrove.

Schuyler, Neb.—The entire stock of McNally & Higgins Hardware Company has been moved to Richland and sold to John Smith, who has started a store at that place.

Scranton, Kan.—The Gilkeson Hardware Co. has sold its business to Borland Bros.

Seneca, Kan.—W. E. Young has sold his Hardware store to C. J. Haskett.

Shelby, Ohio.—Henry Morton, one of the founders of the Shelby Hardware Co., has sold his interest in that firm and tendered his resignation as manager of the firm. He will be succeeded as manager by Walter Helbert, who has been with the company since it was organized, coming to this city from Ashland.

Perry, Okla.—J. A. Cox has purchased an interest in the Hardware and implement business of G. W. Eby.

Philadelphia, Pa.—Charles J. Field's Sons, Hardware merchants, formerly at 633 Market Street and 624 Commerce Street, are temporarily occupying the building at 520 Commerce Street. The old building was found inadequate for the firm's increasing business, and they will erect a new one.

Pickering, Mo.—Frank Ewing has sold his Hardware store and stock to J. W. Wiley.

Piedmont, Kan.—Ed. C. Everett has sold his Hardware store to W. C. Roberts.

Port Angeles, Wash.—Gutenberg Bros. have been succeeded in the Hardware business by H. Gutenberg & Co.

Port Townsend, Wash.—Property of the Adams Hardware Company has been sold to Willis and G. H. Clark, Fred J. Bailey and W. J. Marshall. The last named will manage the business, his associates being prominent logging camp operators. The consideration given in documents filed gives the purchase price at $35,000.

Pt. Townsend, Wash.—The Olympia Hardware Co. has purchased the business of the Adams Hardware Co.

Randall, Kan.—J. R. Parker has been succeeded in business by the Parker & Westbrook Hardware Co.

Regina, Sask.—The Hardware business of Smith & Ferguson has been sold to Peart Bros. for the sum of $125,000. Included in the sale is the well-known Smith & Ferguson block, and the land on which it is built. The transfer of the business takes place on January 15 next. The Smith & Ferguson business was established in 1883, and is one of the oldest enterprises in the Saskatchewan capital.

Richmond, Mo.—A. B. Conrow has purchased the Hardware business of the Jess Childs Mercantile Co.

Rockford, Ill.—Alderman Joslin, as trustee of the Lundy Hardware Company, has sold the stock of the company to the Seventh Street Hardware Company.

Shelby, Neb.—Henry Schmid has succeeded to the entire Hardware business of Mercer & Schmid.

Shelton, Neb.—Gumprecht Bros. & Co. have succeeded J. B. Hodge & Co. and will carry shelf and heavy Hardware, stoves, tinware, sporting and athletic goods and general merchandise.

Sheridan, Wyo.—Webber & Ladd have been succeeded in the Hardware business by Ladd & Kneisel.

Spokane, Wash.—The Knudson-Winans Company, dealers in Hardware, house furnishing goods and farm implements, will soon occupy new quarters at 1802 and 1804 Sprague Avenue, where a modern store building is being fitted up for the company.

Summerfield, Kan.—H. R. Cole has purchased the business of the Summerfield Hardware & Implement Co.

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HARDWARE DEALERS' RECORD

(Concluded).

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

Changes and Improvements.

Stafford Springs, Conn.—Harvey Chapman, having sold his half interest in the firm of H. Chapman & Co., wholesale and retail Hardware, paints, oils and agricultural implements, the business will be continued as formerly by C. E. Brown and C. C. Pinney under the name of Brown & Pinney.

Table Rock, Neb.—The Hardware and furniture stock of the Nemechek Bros. at this place, which was recently sold by them to Arthur Robertson of Newman Grove, has been traded to J. W. Huizda of Humboldt for a quarter section of land near Norfolk, Neb. The store will be operated here by Rudolph Huizda, a son of the purchaser.

Talmage, Neb.—Ed. Strangman has purchased the Hardware business of W. D. Carey.

Taylorville, Ill.—John Anderson and Edwin C. Anderson, Hardware dealers, have dissolved partnership, Edwin Anderson retiring.

Troy, Idaho.—J. Olson has purchased a third interest in the Hardware business of Olson & Johnson.

Tulsa, I. T.—W. B. & R. W. Widner have sold their interest in the Hale & Reynolds Hardware & Supply Co.

Tunnelton, W. Va.—The Tunnelton Hardware Co. have closed their store.

Wabash, Neb.—John Wright has sold his Hardware store to F. X. Scott.

Walnut Grove, Mo.—Hamstead & Smith have purchased the Hardware store of Cunningham & McMehen.

Whiting, Iowa.—A. T. Dailey has been succeeded in the Hardware business by A. T. Dailey & Son.

Wilbur, Wash.—The Plough Hardware Company has purchased the Hardware and implement department of the Hay store.

Wilcox, Neb.—John Funk has purchased the Hardware business of David Widean.

Winlock, Wash.—Mutrie & McClure have succeeded to the Hardware business of Mutrie & Girvan.

Winnipeg, Man.—The J. H. Ashdown Hardware Co., Ltd., have, during the past year, increased the capacity of their wholesale warehouse on Bannatyne Avenue East to the extent of one-half the original size of the old building by adding two stories to the top of the entire building. This addition cost the company $27,000, and will give additional floor space of 17,500 square feet for storage of all kinds of Hardware in which the firm deals. The area of each floor is 135 feet long and 130 feet wide, and the two new stories have a height of 27 feet.

W. Stewartstown, N. H.—Charles Quimby has sold his Hardware business to Arthur Rodgers of Canaan, Vt.

Youngstown, Ohio.—The Stambaugh-Thompson Company will dispose of the most of the Morris Hardware Company's stock in the present building occupied by the Morris Company. What remains after a stated time will be moved to the Stambaugh building.

Savonburg, Kan.—Holmquist & Legergun have succeeded to the Hardware business of Richardson & Holmquist.

Sidney, Iowa.—T. W. Hutchinson has purchased the business of the T. J. Thompson Hardware & Implement Co.

South Amboy, N. J.—William Sexton, the Hardware dealer, of Broadway and First Street, has given up the business.

Spirit Lake, Iowa.—S. L. Pillsbury & Son have recently purchased Charles T. Chandler's half interest in the Chandler & Company's Hardware store, while Clarence Hill, the silent partner, retains his share.

Springfield, Ore.—The dissolution is reported of the Hardware firm of Stansbie & Walker, and Mr. Stansbie will continue alone.

Stephenville, Tex.—H. L. Snapp has sold his Hardware store to W. W. Moore.

Stockton, Mo.—Wrenn & Young have succeeded to the Hardware store of C. L. Wrenn.

Stuart, Neb.—H. W. Gallaher has succeeded to the Hardware business of Gallaher Bros.

Tacoma, Wash.—E. E. Elliott has purchased the interest of C. H. Morse in the C. H. Morse Hardware Co.

Tecumseh, Neb.—McDougal Bros., Hardware and furniture dealers here, will soon erect a 40 by 44 one-story brick addition to their store.

Walnut, Iowa.—William Boiler has purchased the Hardware store of H. W. Reiner.

Whiting, Kan.—Burkett & Banks have purchased the Hardware and implement business of Harry Marshall.

Somerville, N. J.—Thomas I. Honeyman has sold his Hardware business to J. A. Seltzer, of Tremont, Pa., who will take possession about March 1.

Springfield, Mo.—Hawkins Bros. have succeeded to the Hardware business of Kieffer Hawkins.

Tacoma, Wash.—E. P. O'Connor has purchased the interest of D. I. Sherrill in the South Tacoma Hardware Co.

Van Wert, Iowa.—O. V. L. Harper has succeeded to the Hardware business of Harper & Henry.

Vliets, Kan.—Scholtz & Son have sold their store to the Vliets Hardware Co.

Wallowa, Ore.—C. E. Hood has sold his Hardware stock to the Wallowa Mercantile Co.

Warrensburg, Mo.—Redford & Hohe have been succeeded in the Hardware business by Hohe Bros.

Waverly, Neb.—The L. A. Price Hardware Co. has purchased the business of C. C. Pennington & Co.

Westgate, Iowa.—J. R. Downing has sold his Hardware business and stock to F. W. Bartels & Son, and invoicing is in progress, at the completion of which formal transfer will be made.

West Winfield, N. Y.—The firm of Howells & Clark, Hardware merchants, has been dissolved by mutual consent, Mr. Howells retiring and Mr. Clark continuing the business.

Harrisburg, Pa.—The Harrisburg Hardware Co.'s store, located at 408 Market Street, will be moved on April 1, to No. 5 North Market Square.

Hemple, Mo.—T. B. Shannon has purchased the Hardware business of C. E. Watson.

Holdrege, Neb.—Hanlin & Ekberg have sold their Hardware store to Cranlund & Anderson.

Humboldt, Neb.—Skalak & Butch have succeeded to the Hardware business of Skalak & Son.

Kansas City, Mo.—The Miller-Flaigle Hardware Co. has been succeeded in business by the Flaigle Hardware Co.

Le Roy, Iowa.—E. A. Lockwood has sold his Hardware business to C. E. Bodley.

Manito, Ill.—J. S. Meigs has sold his interest in the Manito Hardware Co. to Jacob Graff, who with the other partner, Frank Rankin, will continue the business.

Marshall, Mich.—John Murphy, who was appointed to look after the interests of the creditors of the O'Leary Hardware Co., which went into bankruptcy, has sold the stock to William Bosley, a pioneer Hardware dealer of this city.

Middletown, N. Y.—On account of constantly increasing business Buck Bros., the West Main Street Hardware dealers, have found it necessary to enlarge their store, and, after May 1, they will take over the store at 26 West Main Street, adjoining the one occupied by them.

Moscow, Idaho.—C. F. Stork has sold his store to the Empire Hardware Co.

Ozona, Tex.—J. W. Henderson and Hugh Childress have sold the Ozona Hardware Company to a company composed of Chris Meinecke, the former manager, and George and Robert Metcalfe.

Perry, Okla.—C. W. Ebey has been succeeded in the Hardware business by Cox & Ebey.

Richmond, Mo.—Jess Child has sold his Hardware store to A. B. Conrow.

Richmond, Mo.—W. T. Shoop has been succeeded in the Hardware business by Shoop & Smith.

Salem, Neb.—H. B. Glenn has purchased the Hardware store of E. S. Davis.

Sand Point, Idaho.—Thomason Bros. have succeeded to the Hardware business of Thomason Bros. & Hansen.

San Francisco, Cal.—A petition has been filed by the Hardware firm of Baker & Hamilton for a change of name to Baker & Hamilton Company. It is stated that the purpose is to prepare for the transfer of the business to a new company to be known as Baker & Hamilton, which is to be organized by the directors of the old company. The new corporation will simply be a holding company for the stockholders of Baker & Hamilton.

Theresa, N. Y.—The Hardware firm of Westcott & Hoover has dissolved partnership. The junior member, Howard H. Hoover, has purchased the stock, which he is moving into the Hoover Block, next to the postoffice on Commercial Street, where he will for the present conduct the business.

Janesville, Wis.—Lowell Hardware Co. has changed its name to the Leonard-Underwood Co.

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HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Andover, N. Y.—Platts Brothers has been incorporated to manufacture cutlery, capital, $50,000. Directors: C. W. Platts, J. A. Platts, and F. L. Platts, Andover.

Baltimore, M. D.—Articles of incorporation have been filed by the Maag-Wahmann Company, which is organized for the purpose of manufacturing cooking utensils and other sheet-metal goods. The Company has an authorized capital stock. The incorporators are August Maag, George H. Wahmann, Louis Rosenfield and James M. Decker and Mary Maag.

Camden, N. J.—Keystone Nut Lock Manufacturing Co., No. 419 Market St., has been incorporated; to manufacture nut locks, capital $200,000. Incorporators William M. Smith, M. J. Dain, Edward Bullet, as above.

Chicago, Ill.—Chicago Tack Co. has been incorporated for the purpose of manufacturing tacks, brads and nails; capital $40,000. Incorporators: A. W. Martin, O. N. Hutchinson, E. W. Hutchinson, Chicago.

Chillicothe, O.—The Scioto Tool Co. has filed application for a charter. The capital stock of the company is $10,000, and the incorporators are: David Auch, Dr. W. A. Hall, Quinby Climer, Albert Scholl, G. A. Miller and T. K. Wilson. The new company proposes to manufacture a spike puller and other kindred tools on which it will have patent control.

Detroit, Mich.—The Doyle Stove & Furnace Co., with a capitalization of $100,000, will begin the manufacture of heaters and gas burners. John Wirth, Francis J. Doyle and James E. Doyle are interested.

Galt, Ont.—The Galt Brass Mfg. Co., Ltd., has been incorporated to manufacture brass goods and plumbers supplies, with $40,000 capital, James Scott, B. F. Bennett and Angus Groff are provisional directors.

La Crosse, Wis.—La Crosse Hay Tool Co., capital stock, $100,000; incorporators, A. Hirscheimer, H. J. Hirscheimer, Frank E. Davis, F. R. Davis and B. F. Harber.

Lancaster, Pa.—The charter of the National Scale and Hardware Company has been received. The purpose of the company is to manufacture computing scales and Hardware specialties and sell the same. Their office will be in Lancaster. The directors and subscribers are Christian B. Esbenshade, Menheim township, and D. M. Rothenberger and William L. Kendig, Lancaster. Mr. Rothenberger is the treasurer. The capital stock is $125,000.

New Haven, Conn.—Articles of incorporation have been filed for the Johnson Manufacturing company which is to locate in this city. The capitalization of the new company is $25,000 and the incorporators are J. Willis Dowers, Henry L. Bradley and Albert W. Johnson, all of New Haven. The Johnson company is to manufacture Hardware novelties and is expected to employ fifty hands. A factory building will be erected as soon as a suitable site is found.

New York, N. Y.—Chesterfield Manufacturing Co. Manufacture tools, machines, apparatus, etc.: capital $30,000. Incorporators: W. F. Newton, F. E. Vossnack, T. Conyngton, New York city.

New York, N. Y.—Phillipson Valve Co., of New York, has been incorporated to manufacture valves, faucets, Hardware; capital $100,000. Incorporaters: E. Phillipson, New York city; H. Torchiani, Brooklyn; E. Bilhaber, Maywood, N. J.

Reading, Pa.—The Arnold Safety Razor Company has been incorporated, with a capitalization of $10,000. The incorporators named in the petition are Louis F. Kraemer, John H. Keppleman and Edward C. Nolan. The new concern is already equipping a plant in the new addition to the building of the Mutual Fire Insurance Company, at 16, 18 and 20 North Fifth street. The firm expects to be able to place the first goods on the market in a few weeks. The safety razor, which will be manufactured on a large scale, is the invention of Fred. H. Arnold, for many years connected with the Reading Hardware Works, and is protected by fourteen patents. The razor is regarded by the trade as an improvement and is compact in form, being put up something like an average size fountain pen.

Tacoma, Wash.—Articles of incorporation have been filed for the Ideal Wrench company, capital stock $100,000, the incorporators being Allen C. Mason, J. F. Wright and F. M. Harshberger. The objects of the incorporation are to enlarge in the manufacture and sales of wrenches.

Westport, Conn—A certificate of incorporation has been filed by G. W. Bradley's Sons, incorporated. The company will manufacture Hardware and machines with a capital of $32,000. The incorporators are Willard S. Adams, William G. Staples and Henry T. Lees, all of Westport.

Changes and Improvements.

Anderson, Ind.—The Anderson Tool company have bought the four-pound computing scale of the Dunn Bros., company and will soon commence on a large scale the manufacture and sale of the scales.

Castile, N. Y.—The Castile Chilled Plow Company has bought the business equipment of Monitor, North & Moyers of Lansing, Mich., and is negotiating for a site near the Erie station for this branch of the business. The plow company has been doing business at its present location for more than half a century.

Chattanooga, Tenn.—Work will be commenced within a short time upon improvements which when completed will amount to practically the rebuilding of the entire plant of the Chattanooga Implement and Manufacturing company. The first addition to be made to the plant will be the erection of a new power house, which will cost $8,000 or $10,000. Following the completion of this, additions to the other parts of the plant will be made, besides which all of the other portions of the factory will be remodeled. The various improvements will call for the expenditure of a large sum of money and when completed will give this company one of the handsomest and most up-to-date plants in the South.

Chicago, Ill.—The American Cutlery Company will build a new factory on the site of the one which was destroyed by fire in November. It will be located at 177 to 187 Mather street and will cost $150,000. The building will be six stories high, 42 by 150, and will be of mill construction.

Dayton, O.—The Dayton Keyless Lock Company, has increased its directorate from five to seven members. N. H. Brookins and J. M. Wehrley were chosen to fill the new offices. The officers are: President, Dr. J. M. Howell; Vice President, L. C. Walker; Secretary-Treasurer, G. F. Deal; General Manager, D. R. Miller.

Detroit, Mich.—The Chicago Pneumatic Tool Co., whose Detroit plant is at Second avenue and the railroad, has added one more to its chain of factories and removed a competitor. The Franklin Machine & Tool Co., formerly the Grant Tool Co., at Franklin, Penn., has been taken over, paid for with $200,000 in stock of the Pneumatic company. Modern machinery will be installed in the buildings, and the local air compressor plant installed there.

Franklin, Pa.—The buildings of the Franklin Machine and Tool Company, formerly the Grant Tool Company, have been sold to Charles H. Schwab, for the Chicago Pneumatic Tool Company. Two hundred thousand dollars in stock of the latter concern was the price paid. The buildings, which are the most modern in this section, will be used by the local air compressor plant of the Chicago company.

Pawtucket, R. I.—A brick addition 65 by 100, three stories and basement, is to be built to the factory of the J. M. Carpenter Tap & Die Co.

Port Chester, N. Y.—The Russell, Birdsall & Ward Bolt and Nut Company, has increased its capital stock from $2,200,000 to $2,300,000, enabling it to acquire the Cobb & Drew plant at Rock Falls, Ill.

Reading, Pa.—The Mount Penn Stove Works will enlarge by a 100-foot addition to the present spacious building.

Rock Island, Ill.—The Rock Island Tool Co., recently organized, has taken over the business of the Jacobson Machine Mfg. Co., Warren, Pa., and will manufacture a full line of vises and other tools. The company states that it expects to build next Fall. At present it is occupying temporary foundry and machine shops and is in the market for foundry equipment, machine tools, electric motors and power plant equipment. C. E. Shields, Rock Island, will be active in the management of the business.

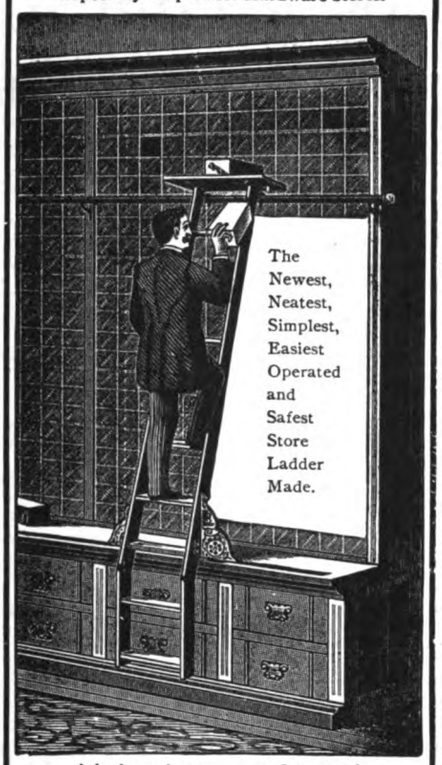
Springfield, Mo.—The Woods - Evertz Stove company, has decided to enlarge its plant, with the addition of a new foundry. The company has purchased a lot adjoining their plant on Phelps avenue, and it is expected that the contract for the erection of an addition to their already large building will soon be awarded. The property has a frontage of 130 feet and is 320 feet deep. At present the company is manufacturing only the sheeting for the stoves, but when the foundry is completed stoves will be manufactured.

St. Louis, Mo.—A contract for the erection of a factory building for the Haynes-Langenberg Manufacturing Company, to be located on the north side of Forest Park boulevard, near Sarah street, has been signed. The building will be in the form of an "L," and will occupy a lot 80 by 140 feet. It will be two stories high, and will be equipped with machinery for the manufacture of kitchen ranges and similar articles. It will be completed early in the summer. The cost will be about $40,000.

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BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Boston, Mass.—Arthur L. Johnson Co. has been incorporated to deal in sporting goods etc., capital, $5,000. President Arthur L. Johnson, Medford, Mass.; treasurer Marshall C. Bauve, Winchester, Mass.

Buffalo, N. Y.—The Thomas Auto-Bi Co., has been incorporated to manufacture motor cycles and tricycles; capital, $30,000. Incorporators. C. E. Beckes, W. C. Chadeayne, J. W. Van Allen, Buffalo.

Chester, Pa.—Joseph Diamond and Jacob Friedkin are planning to open a new store for the sale of sporting goods and baseball equipment early in March.

Danville, Ill.—The Charter of the Danville Sporting Goods Co., has been placed on file. It is incorporated by Alberta Sawyer, O. R. Eader and F. P. Barnes, and its capital stock is $5,000.

Dayton, O.—The Nutting Machine Company, builders of special machinery, has been incorporated by Fred J. Nutting, Frank T. Huffman, Clifford Cunningham, Louis M. Schaeffer and Jesse S. Kepler. Special attention will be given to automobile machinery. The capital stock is $50,000.

Detroit, Mich.—A. G. Spalding & Bros. have leased a store at 254 Woodward street, which will be made a branch house and the distributing agency for their Michigan business. It is their intention to open up the new branch April 1. Richard Jackson, who has been in charge of the Michigan territory for a number of years, will manage the new store.

Freeport, Ill.—The Frazer Mercantile Company have opened a sporting goods store in the old postoffice block.

Fond du Lac, Wis.—E. A. Aismont has opened a new store at 78 South Macy street.

Norristown, Pa.—A new sporting goods store has been opened at 516 West Marshall street, by Samuel L. Rambo.

Montreal, Canada.—A complete sporting goods department has been opened by W. H. Scroggie, Ltd.

Old Town, Me.—Sebatis Shay and Newell Ranco, full-blooded Indians of the Penobscot tribe, under the firm name of Shay & Ranco, are preparing to erect a factory for the manufacture of canoe paddles and cant-dog stocks. The factory will be owned and run entirely by Indians.

St. James, Mo.—Gunstocks will be manufactured by the new factory which is being started by J. K. Barnes, formerly manager of Casebeer & Barnes, of Des Moines, Ia.

Trenton, N. J.—A new sporting goods store has been opened by E. S. Applegate & Company, under the management of Charles Leggett, of Bordentown, N. J.

Weymouth, Mass.—The Edmund S. Hunt & Sons Co., has been incorporated, at $5.000, by Edmund S. Hunt, Frederick F. Hunt, and Russell G. Hunt, for the manufacture of explosives.

Changes and Improvements.

Austin, Minn.—Archie Moreland has sold out to B. F. King.

Brooklyn, N. Y.—The Prospect Motor Mfg. Co., which has been producing the Simplex motor bicycle, has ceased the manufacture of that machine and henceforth will devote its energies to Peugeot motorcycles. J. J. McGuchin, the head of the company, made a trip to France last month and obtained the Peugeot agency for the United States. The machines will be imported in parts which will be assembled here and will be marketed as the Simplex-Peugeot.

Carrollton, Mo.—The Horizontal Swing Company has been reorganized by the election of the following officers: J. N. Tuley, president; Thomas Archibald, vice-president; E. R. Forlet, secretary; Bedford Hudson, treasurer; W. T. Plumb, manager. These with J. R. Robertson and Charles Wright compose the new board of directors.

Chicago, Ill.—The Egyptian Powder Co. has recently increased its capital stock from $150,000 to $200,000.

Cincinnati, Ohio.—Manager George W. Collins, of the Peters Arms and Sporting Goods Co., of Cincinnati, announces a complete reorganization of their business and their intention to start a campaign for the wholesale trade in that section.

Gloversville, N. Y.—The Consolidated Sporting Goods Company, which makes a specialty of baseball catchers' gloves, is planning a large addition to its present factory.

Hartford, Conn.—The Anglers Co., which has won a reputation in the production of fishing rods and tackle, after months of preparation has opened a commodious and luxurious store for the sale of fishing tackle and accessories of every description. A little later an unusually complete line of general sporting goods will be added. The Anglers Co. will use several floors, in addition to the large store, for the storage and display of goods. A unique feature of this "Sportsman's Shop" will be a handsomely fitted up room arranged as a Sportsman's Club where the sportsmen of the city and visitors may congregate. Wilbur R. Newsome is general manager of the enterprise and his ability, long experience and energy assure the success of the new Anglers Co. store.

Hartford, Conn.—The Billings & Spencer Co., the well-known drop forging concern of Hartford, Conn., have organized the Canadian Billings & Spencer, Ltd., capital $200,000, and have completed arrangements for the erection of a big plant at Welland, Ont., eight miles from Niagara Falls; it is expected that the plant will be completed and turning out B. & S. wrenches and other products early this Fall. The establishment of the Canadian branch, of which Fred C. Billings himself is president, means a more aggressive bid for the export trade of the world.

Kansas City, Mo.—The management of the buying department of the Schneider Arms Company has been assumed by Paul Clute, formerly assistant buyer of the sporting goods department of the Norvell-Shapleigh Hardware Company, of St. Louis.

Lachute, Quebec.—The ammunition plant of the Dominion Cartridge Company has been enlarged and much new machinery has been added in an effort to take care of its constantly increasing business.

Pendleton, Ore.—Frost & Bowman, sporting goods dealers, have secured additional floor space for the storage and display of their stock of bicycles, guns and accessories.

Scranton, Pa.—Curt and Adams, proprietors of the sporting goods store of Robinson & Adams, have been compelled, by a large increase in business, to seek a better location for their store. They have leased the entire first floor of the Masonic Building.

Seattle, Wash.—Seattle Sporting Goods Company have filed a certificate of increase of capital stock from $50,000 to $100,000.

Seattle, Wash.—The Seattle Sporting Goods Company has retired from the retail business to devote its entire time to the wholesale line. Manager Clewley has secured the two upper floors of the Norris Building, at 307 Third Avenue South, Seattle, where the firm is now in its new quarters.

South Bend, Ind.—The Worden Bucktail Mfg. Co. has been bought by Jacob Kuntz, who is now in possession. The firm manufactures all kinds of fishing tackle, and will be continued along the old lines by the new owner.

St. Louis, Mo.—A. E. Beasley, formerly connected with the Simmons Hardware Company of St. Louis, has formed a partnership with T. A. Divine, lately with the Winchester Repeating Arms Co., at Memphis. The firm has purchased the Bond Hardware Co., at 205 South Main Street, and will conduct it under the firm name of Beasley & Diivne Hardware Co.

Stoughton, Mass.—A. G. Spalding & Bros. recently purchased the golf ball factory of the Stoughton Rubber Company, and will operate the plant to its full capacity in the manufacture of golf balls in which they are large dealers.

Toledo, Ohio.—Work on the new nine-story concrete structure to be erected for the Bostwick-Braun Company has begun. Charles W. Hayes in charge of the sporting goods department of the company, states that the firm will allot five times the present space in the new building, which will have a floor space of over 350,000 square feet.

GOVERNMENT CONTRACTS

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Write for free sample.

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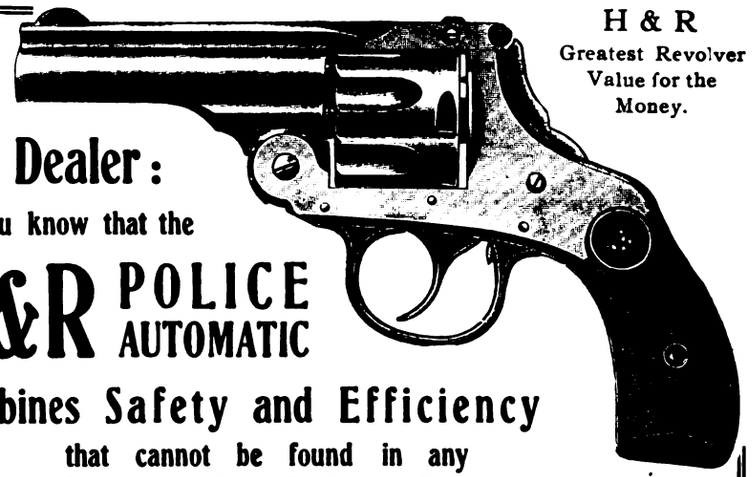


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W. L. Barrett, Bristol, Conn.

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Your Real Estate or Business
NO MATTER WHERE LOCATED.
Proper ies and Business of all kinds sold quickly for cash in all parts of the United States. Don't wait. Write to-day describing what you have to sell and give cash price on same.
If You Want to Buy
any kind of Business or Real Estate anywhere, at any price, write me your requirements. I can save you time and money.
DAVID P. TAFF,
The Land Man,
415 Kansas Avenue,
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THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals.
Send for Catalogue. BRIDGEPORT, CONN.

H & R
Greatest Revolver Value for the Money.



Mr. Dealer:
Do you know that the
H&R POLICE AUTOMATIC
Combines Safety and Efficiency
that cannot be found in any hammer revolver of other makes.

IT can be drawn from the pocket and fired with great rapidity because the hammer is sunk in the frame and CANNOT CATCH ON THE CLOTHING, nor be accidentally discharged, yet can be readily cocked for deliberate aim when desired. These safety features are not found in revolvers of other makes. Shells are automatically ejected—making it easy to reload. Made of the best materials, finely finished, and with proper care will last a lifetime, and gives perfect satisfaction to your customers. Write for catalog.

Harrington & Richardson Arms Co.
315 PARK AVE., WORCESTER, MASS.
Makers of the celebrated H & R Single Guns



Plus or Minus-
Which?

Are you adding or subtracting to your bank account? Are you getting ahead?

If you've room for more dollars in your till let

3in One

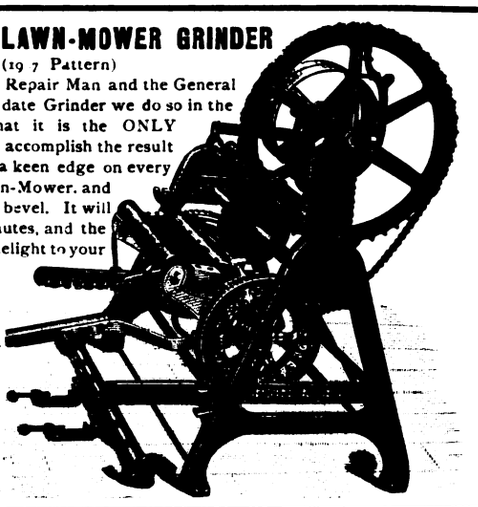
fill it. It can do it. Remember there's 50 per cent. profit on small sizes and 100 per cent. profit on large sizes, and quick repeat sales follow invariably because it is the best lubricant to clean, polish and prevent rust.

Ask your jobber for particulars.

G. W. Cole Company
141-3-5 Broadway, New York

THE IDEAL LAWN-MOWER GRINDER
(19 7 Pattern)

In offering the Repair Man and the General Trade our up-to-date Grinder we do so in the sincere belief that it is the ONLY machine that will accomplish the result desired—putting a keen edge on every blade of any Lawn-Mower, and making a perfect bevel. It will do this in 15 minutes, and the Mower will be a delight to your customer. It can be used for sharpening skates and tools, and thus is good the year around.



ROOT BROS. CO.,
Plymouth, O.

No Better Time
No Better Place Even
TO BUY
FISHING TACKLE
Send for Free Catalogue
CLARK-HORROCKS CO.,
Utica, N. Y.

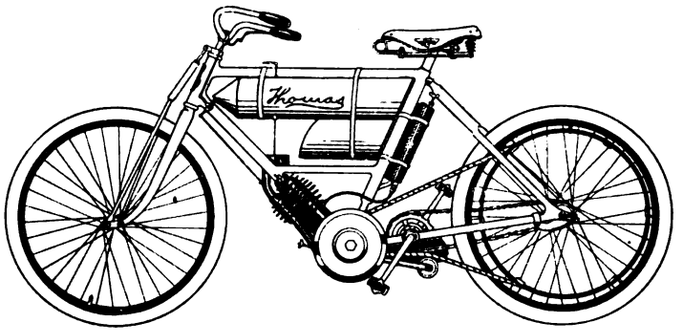
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AUTOMOBILE SUNDRIES RECORD

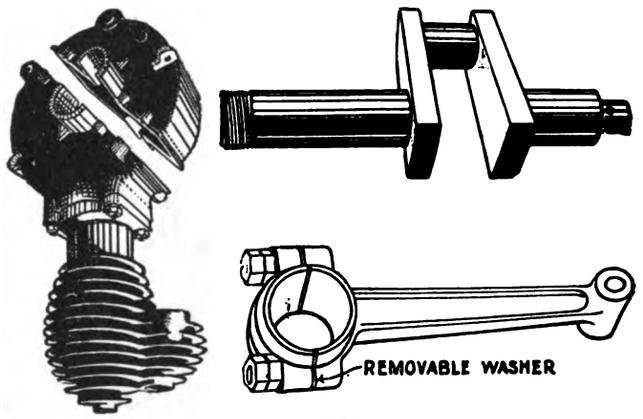
THOMAS AUTO-BI MOTORCYCLE.

The Thomas Auto-Bi Co., Buffalo, N. Y., manufacturers of the famous Thomas Auto-Bi Motorcycle, are now putting on the market their 1907 machine known as Model No. 45. The Thomas machine, in addition to being the first successful American motorcycle, has always set the pace in practical improvements, tending towards the ideal machine. Many of the features, now generally accepted as indispensable to a good motorcycle, were first brought out by the Thomas people, and the



THOMAS AUTO-BI MOTORCYCLE.

1907 Thomas machine stands on the same level regarding the motorcycle trade as does the Thomas car in the auto trade. The aim of this company has been to build a machine that anybody could handle successfully. In order to do this, every unnecessary part has been dispensed with, and every part is made for the exact purpose to which it is put. We give below a brief description of some of the special features:



CYLINDER.

The cylinder and head is cast in one piece, with extra large cooling flanges of beautiful design, giving the cooling surfaces where they are needed. In addition, the unsightly draw bolts running along the side of the cylinder are dispensed with.

CRANK SHAFT.

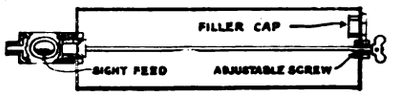
It has been customary to make motorcycle crank shafts on what is called "the built up plan." This is a construction of three separate shafts bolted to two fly-wheels. On the Model No. 45 they use a one-piece crank shaft, turned from a drop forging, hardened and ground true. It is impossible to get this out of line, and in removing and replacing it is impossible to get it wrong.

CONNECTING ROD.

Made of phosphor bronze; adjustable to take up wear if necessary.

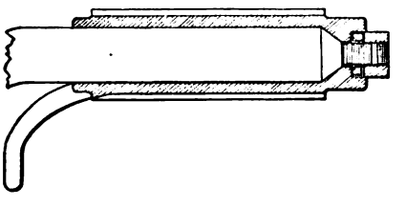
THOMAS CHAIN BELT DRIVE.

Consists of a continuous piece (about thirty feet long) of rawhide, specially prepared for the purpose, one-eighth inch thick and three-eighths inch wide, spirally wound around a three-sixteenth inch steel chain of special construction. Briefly, its advantages are as follows: It is perfectly flexible, due to the spiral winding, which gives it extra strong gripping ability on the pulleys. The tensile strain comes entirely on the leather, which acts simply as a buffer between two metals, the chain and pulley. The chain, being wrapped with leather, does not collect dirt and grit and consequently is practically indestructible.



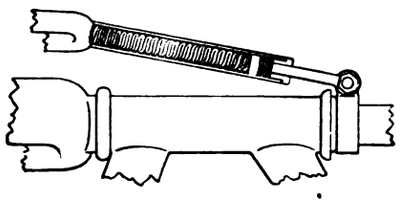
OIL TANK.

The most important point in the care and operation of a motorcycle is in giving the motor sufficient oil in the proper manner. For the past three years the company have used substantially the same system, with perfect success, which they are now using on the Model No. 45. This device leaves nothing to chance, provided there is any oil in the tank. Oil may be fed gradually, drop by drop, or in large quantities at intervals.



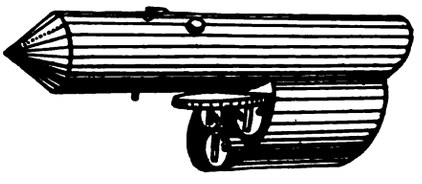
CONTROL.

The grip control used on the Model No. 45 is an improved model of the same device they have used for the past three seasons, being simplified and strengthened. This is positively the only grip control which will not vary the speed of the motor while making sharp turns. It has a positive action. This control releases the compression on the motor by lifting the exhaust lever, thereby placing the entire control of the machine under the rider's right hand without removing it from the bar.



FRONT FORKS.

"Thomas Patent" Cushion Spring Truss, extra heavy, doing away with all vibration on handle-bars, caused by rough roads. All undue strains are absorbed in the cushion above the crown, thus taking the strain off the weakest point.



GASOLINE TANK.

Round form, torpedo point, built very strong, and by reason of circular form not apt to crack at joints. Capacity, six quarts. Needle valve is located in the bottom of the tank, doing away with all intermediate valves. Battery box is attached to and directly under the gasoline tank. Mileage capacity, 125 miles.



WIRE CONNECTIONS.

Every important wire connection is made with the Thomas special flexible wire. The use of these connections has removed all chance of annoyance, due to broken wire connections.

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9/10 SAVED!

The "WIZARD" Inverted Gas Lamp

Is the latest and most brilliant gas light---as brilliant in effect as electric light at one-tenth the cost!

For both natural and artificial gas, high or low pressure.

Best for homes, stores, schools, public buildings, factories.

Sells at sight. We furnish you with attractive display card. Special prices to the trade.

Manhattan Screw & Stpg. Wks.
7th Ave. and West 11th St.,
NEW YORK

Phoebus

THE LAMP OF QUALITY

Flare Front Search Light

Our latest model—and our No. 280 Generator, have made a hit with the automobilist. They are excellently

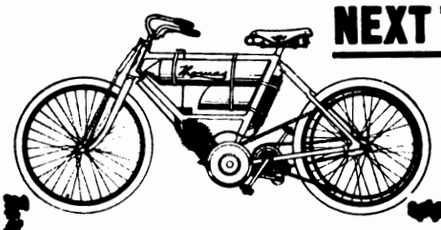


No. 280.

made and finished, and give excellent service. The "Phœbus" is solderless, has heavy brass, short Focus Lens. Made in all sizes.

A Full Line of Auto Lamps, Generators, Exhaust Horns shown in our catalogue for 1907. Shall we send it?

Manhattan Screw & Stamping Wks.
7th Ave. & West 11th St. - - New York.



NEXT TO FLYING.

The THOMAS AUTO-BI.

MR. HARDWARE MAN

The demand for motorcycles is increasing by leaps and bounds.

A MOTORCYCLE AGENCY IS NOW A NECESSARY PART OF YOUR BUSINESS.

It remains for you to select a machine that's easily sold, that has a good margin of profit and one that STAYS SOLD without giving you or the buyer trouble. We ask you to let us PROVE that we have the best motorcycle for all around use ever built.

Catalogue Free. *Live Agents Wanted.*

The Thomas Auto-Bi Company,
1400 NIAGARA STREET,
BUFFALO, N. Y.

Going to Buy an Automobile?



IF you desire to keep in touch with motor topics, and gain many practical hints of value in everyday automobile operation, you should subscribe to **THE MOTOR CAR.** It is published monthly exclusively in the interests of people who ride for pleasure, and every number is worth the yearly subscription price to any motor enthusiast.

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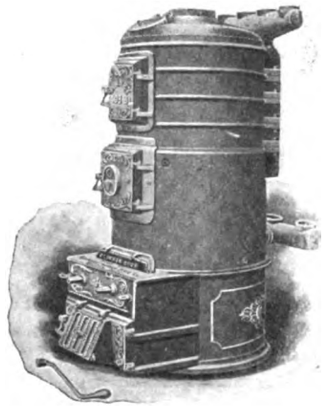
STOVE MANUFACTURERS' RECORD

GURNEY "400 SERIES" HOT WATER HEATERS.

The Gurney Heater Mfg. Co., Boston, Mass., direct attention to the following important features embodied in their "400 Series" Hot Water Heaters:

Large and effective heating surfaces exposed to the direct radiant heat of the fire, fully utilizing the gases and insuring efficiency and economy of fuel.

Round, deep firepots, insuring slow and perfect combustion of fuel, and maintenance of an even temperature for a considerable length of time without attention.



GURNEY "400 SERIES" HOT WATER HEATERS.

Connection of the sections by the use of taper push-nipples outside of fire lines, making the most permanent and indestructible water-joints, and reserving the whole interior of the boiler for fire surface.

Their Improved "Franklin" Grates, as used in this series, have ample air spaces, resulting in the most perfect combustion of the fuel and insure the utmost ease for effectively removing clinkers and ashes from the bottom of the fire. A clinker door is also provided. Coil holes are arranged in the firepots for the introduction of a coil over the fire when so desired for heating water for domestic use. Excellence of design, construction, and best quality of iron and workmanship, assure the greatest durability and efficiency in operation.

COLONIAL RUBY RANGE.

The South Erie Iron Works, Erie, Pa., are the manufacturers of the "Ruby" Ranges so well and favorably known among stove products. They have added to the assortment the Colonial Ruby Range, of which the accompanying cut shows this range fitted with reservoir and high shelf, with duplex or flat grate, and of



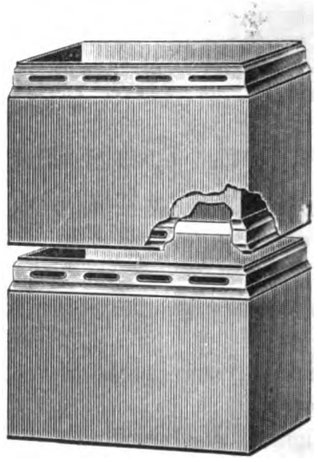
COLONIAL RUBY RANGE.

which they take especial pride in enumerating some of the constituent features, which are: Ornamental high shelf, Swinging tea-pot shelves, Nickeled top bands, Nickeled oven-door panel, Nickeled oven-door shelf, Nickeled stationary grate-shaker, Enameled reservoir, Heavy covers and cut centres, Largest oven in the market, Large bailed ash-pan, Large fire-box, Cemented top oven-plate, Duplex or flat grate, Full draw hearth, Heavy durable iron lining; also brick lining.

F. MEYER & BRO. CO.'S HANDY FURNACE PIPE.

F. Meyer & Bro. Co., Peoria, Ill., have made some changes in their Handy Furnace Pipe of which they notify us, as follows:

"We have changed the slip on our pipe; instead of having two tongues as formerly, which necessarily required two points of entrance, that had to fit at the same time, we now have but one



F. MEYER & BRO. CO.'S HANDY FURNACE PIPE.

point to enter. The one end being 5/8 inch larger than the other, it can practically be thrown together. Our slip now is 1¼ inches long, making it the longest used on any double wall pipe. This slip is so arranged, that by means of the two perpendicular sides fitting closely together, it makes an absolutely tight joint, and will not under any circumstances, come apart. The usual loss of time (time means money) and patience, is entirely obviated by the use of this pipe. We have also enlarged the area of all sizes of pipe, by reducing the air space between the two pipes. This insures a larger flow of heated air. We are now installing a lot of new machinery, and will be in a position to furnish any order, either large or small of these new goods, by not later than March 1st."

THE MONTROSS METAL SHINGLE CO.

There is a growing demand for galvanized shingles. Heretofore the objection to this form of roofing was that in the process of stamping, the galvanized coating cracked and scaled off, leaving the iron exposed, and corrosion would follow in a short time. However, this objection has been completely overcome by a prominent roofing concern, the Montross Metal Shingle Co. of Camden, N. J. After many experiments they have finally produced galvanized metal shingles which are first-class in every respect. The shingles manufactured by this firm are made of prime tin plates and galvanized after they are embossed and formed, thereby overcoming the above-mentioned fault of cracking and scaling. By this new method the Montross people are able to produce handsome and durable galvanized metal shingles, which require no attention, and which will practically last as long as the building itself. If you are interested in roofings, we believe it would be to your advantage to write for their illustrated catalogue.

♣

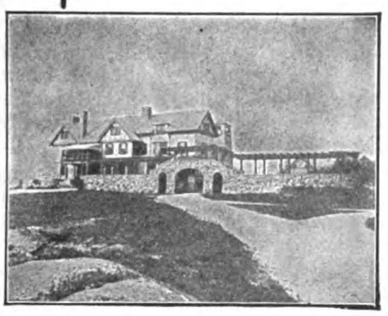
Robinson Furnace Co., 107-109 Lake Street, Chicago, Ill. Catalogue of Tubular Furnaces and Combination Heaters. In addition to the many fine half-tones illustrating these goods, several photographs are reproduced in which these furnaces have been installed. A line of Floor and Wall Registers is also manufactured by this company, as well as Sectional Wall Pipe and Fittings, Stack Heads and Elbows. Numerous testimonials are given throughout the catalogue.

♣

The Syracuse Stove Company, Syracuse, N. Y., in annual session elected the following Board of Directors: William T. Baker, Francis Kernan. Albert K. Hiscock, Thomas F. Baker, William S. Doolittle, Nicholas E. Devereaux and Joseph F. Kernan.

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Profitable Heating



KELSEY HEATED, near Providence, R. I.

The Man Who Makes Money

in the heating business to-day is not the man who is selling any kind of a furnace at competition prices, but is the one who is striving to get the best kind of results, and sells his customers a heater that pleases them and brings him more business.

The day is gone by when heating contracts are secured simply by being the lowest bidder.

30,000 KELSEY

Warm Air Generators

have been sold since 1889—and every year because of the good results secured, the sales increase. Not only this, but the Kelsey System is being installed in the very finest class of residences, churches and schools, and are becoming so well known that Kelsey dealers everywhere are soliciting the best kind of heating work, and are securing contracts at prices not made to meet any kind of competition.

There's Only One Warm Air Generator

Why not write us about the Agency Proposition? 800 dealers are now selling.
It might pay you to act quickly.

KELSEY HEATING CO., Makers,
Syracuse, N. Y.
New York Office, 150 Fifth Ave.
Chicago, Cook & Van Evera Co., 38 Lake St.



HAMMER--SHEARS--HANDS

PLUS

A Universal Chair Seat

Are all that's needed to repair any ordinary chair seat.

Universal Chair Seats are better and cheaper than cane or leather—more durable than either. That's why John Wanamaker and other Department Stores as well as chair manufacturers use them. Try a sample lot.

EUREKA CHAIR SEAT CO.
135 E. Washington St.,
Syracuse, N. Y.



No. 418 Weight, 400 Lbs.
Oven, 17 x 22 x 21 ins. Top cooking surface, 30 x 36 ins., 6 8-in. lids. Large warming closet. Spring balanced oven door.

A Guaranteed Proposition

The "Matchless" STEEL RANGE

Sold at a price that places the dealer in a position to meet ANY AND ALL KINDS OF COMPETITION. Backed by one of the strongest guarantees ever issued by a manufacturer.

We agree to furnish FREE OF CHARGE FOR A PERIOD OF THREE YEARS any lining for the fire box that may burn out in that time.

THE MATCHLESS

has weight where most needed—in the body, oven and fire box. Combines weight, style, finish and workmanship. Lined throughout with asbestos. The material used is of the highest grade obtainable.

We Want One Dealer in Every Town.
Our Terms are Net 15 Days.

No. 418 Full nickel trimmed, **$19.50**

Write for Catalogue and Copy of Bond.

Choice Territory Open for Right Salesman.

Landay Steel Range Co.

Manufacturers
2622 N. 15th St., St. Louis

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THE RADIANT HOME STEEL RANGE.

Germer Stove Company, Erie, Pa., in introducing this fine steel range to the trade, call attention to the following points of merit:

In presenting this Steel Range to the trade, the manufacturers do so in full confidence that it is equaled by very few, and surpassed by absolutely no other range, irrespective of cost.

Material. The raw material is of the very best for the purpose known to manufacturers at the present time. The steel is of the very best obtainable. Wellsville, polished and of a heavy gauge. The rivets are of the best Norway Iron, hand driven.

Top. Latest design of key-plate top; heavy griddles, including one sectional; heavy interchangeable frames, with carefully ground bearings. Strongly anchored, so bulging is impossible.



THE RADIANT HOME STEEL RANGE.

Flues and Dampers. New direct-draft damper, operated from top of stove, and so arranged as to heat whole top, although damper is open. Full reservoir damper. Check damper in high shelf or closet pipe, also in broiler door. Draft dampers in ash pit door, also in left end plate. Flues are large and full-sheet; interlined with asbestos and cast strips, being less subject to moisture than sheet steel strips formerly used. Flue clean-out in place of easy access.

Pouch Feed and Broiler. The pouch feed gives an easy distribution of fuel over the entire fire surface, and is so constructed as to make a fine broiler. The door is of the lift style, allowing the fine ashes, which invariably lodge on the underside, to fall back into fire box instead of on to the floor, as in the swing door style.

Fire Box. The fire box is very spacious and equipped with solid iron linings, protected in rear by scientific ventilation, and on their face by corrugations. The linings are as near indestructible as possible to get. Wood extensions at ends of fire box admit the use of extra long wood.

Water Front. All water fronts are tested to a high pressure. Long experience with water fronts and their flue construction enables these manufacturers to produce one that is both a strong heater and powerful circulator.

Grates. The grates are of the universal duplex kind. In passing from coal to wood as fuel, no extra grate is required; but a half turn places the wood faces into position, forming an ideal grate for that fuel. The two bars are suspended in a patent flange, allowing either or both to be removed without disturbing the linings.

Ash Pit. The ash pit is especially large and commodious. Has large bailed ash pan, also ash lip, preventing ashes from falling out on to floor in removing pan.

Oven. The oven is broad, wide and deep; is aluminized with an aluminized rack. It is a very quick and even baker. The top oven plate is protected by a cast iron and cement covering. The bottom plate is thoroughly braced, so there is no possibility of buckling.

Oven Door. The oven door is nicely balanced, requiring only the weight of the hand to operate; closes with a double catch, holding the door snugly in place. The frame is very heavy, precluding the possibility of warpage. Unless otherwise ordered, this door will be equipped with the most reliable thermometer obtainable.

Reservoir. The reservoir is of cast iron, white enameled, and of large capacity. The covers are japanned and cover the entire reservoir. The complete reservoir casing is of cast iron. and the damper is a full one, so that no heat is lost or sheet flue destroyed when reservoir is used.

Nickel. All of the nickel plating is done by the manufacturers. No edge will be found cut through as in so much of the jobbed work. Where the liability of breakage is great, such as high closet brackets, bands, columns, draft register and range left end draft plate, pressed steel is substituted for cast iron.

High Shelves and Closets. Each size stove has its own shelf and closet. The brackets are full depth and made of pressed steel, so all breakage is avoided. All shelves and closets cover the full length of stove top.

NEW CATALOGUE OF LANDAY STEEL RANGES.

Landay Steel Range Co., St. Louis, Mo., manufacturers of the "Matchless" Steel Ranges, with factory at O'Fallon, Ill., have issued a handsome catalogue pertaining to their product, well printed on an excellent quality of paper. In an announcement to the trade, they state: "In getting out our line of Matchless Steel Ranges, while we realize that a range should be built more for service than for style, we have not lost sight of the fact that there is a growing demand from the masses for a steel range wherein workmanship, quality, economy and elegance are combined, and yet, be sold at a right price." The catalogue contains several illustrations of their Series Nos. 218, 318 and 3120. A statement of terms at which these ranges may be purchased is included in the catalogue, as well as information regarding shipments. The company call special attention to their Warrant, Guarantee and Security Bond, showing that the "Matchless" line is backed by the strongest guarantee bond ever issued. Several new style ranges are shown in a number of pages of addenda, showing those that have been added to their line since getting out their catalogue.

THE COMPLETE ROOF.

Did it ever occur to you that Cortright Metal Roofing is the only complete roof; the only self-contained roof?

You must add tin to either stone slates or wood shingles.

You must add solder to plain tin or copper.

You must add cement or asphalt to tiles.

You add nothing to Cortright Metal Roofing. It contains everything but the nails to fasten it on. Then again:

If you would have a stone slate roof, you must have an expert slater and an expert tinner.

If you would have a wood shingle roof, you must have a skilled workman—a hybrid roofer—half carpenter, and you must go again for the expert tinner.

If you would have a tile roof, you want another hybrid—part paver—but highly skilled.

That's two kinds of materials and two kinds of workmanship—and all kinds of apprehension for the future of the roof.

But, for Cortright Metal Roofing you only want a hammer. some nails, and practical mechanical knowledge.

Cortright Metal Roofing is not self-laying; but you can hardly go a mile in any direction, in a fairly-populated country, without rubbing against some one who can put it on, and make a better roof than the greatest roof expert in the world can make with stone slate, tiles, or plain tin. And, finally:

You pay for Cortright Metal Roofing only a moderate price. less than for either stone slate or tiles, and perhaps no more than for wood shingles.

Nothing to rust, nothing to rot, nothing to curl and split, nothing to leak. All you do is to be reasonable with a Cortright Roof—a little paint now and then.

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SOLD THROUGH THE TRADE ONLY. AT FIXED RE-SALE PRICES.

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BUFFALO
WIRE WORKS CO.
FORMERLY SCHEELER'S SONS
WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
SEND FOR CATALOGUE.
BUFFALO, N.Y.
U.S.A.

Hardwaremen's Exchange

Notices of HELP WANTED *or* SITUATIONS WANTED *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* SIDE LINE OFFERED, SIDE LINE WANTED *and* ALL OTHER NOTICES, *two cents per word. No ad. received less than three lines*

MALE HELP WANTED

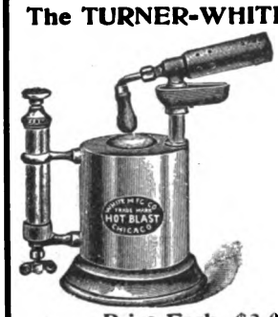
KNIFE MAKER.—Concern manufacturing cutlery wants thoroughly experienced knife maker. Man must be thoroughly familiar with details of this business. No one using intoxicating liquors will be considered. Salary, $80-$100 per month.

SAW MAKER.—Same company also wants experienced saw maker and will pay the same salary to man who meets requirements. Write us to-day, stating age and experience fully. (TMis 603) Hapgoods, 305 Broadway, N. Y.

HARDWARE stock wanted in exchange for good improved farm in Iowa, Illinois or Missouri. L. C., care of HARDWARE.

A LONG established plumbing, steam roofing and tinsmithing business in the best part of the Bedford section of Brooklyn, good reason for selling; only $300 required. J. B., 1226 Sterling Place, Brooklyn, N. Y.

HOTTEST ON EARTH
The TURNER-WHITE, No. 22—



known as the "Imperial" Torch—has satisfied the most skeptical mechanic.

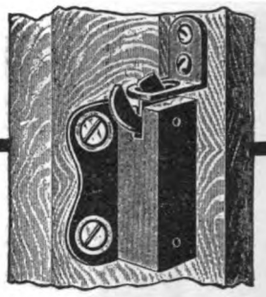
Tank seamless, 18 gauge, brass.

Guaranteed to please or money back.

Price Each, $3.00 Net
JOBBERS SELL AT FACTORY PRICE
THE TURNER BRASS WORKS
70 North Franklin Street
CHICAGO, U. S. A.



IF you are after the BEST SEEDERS that your money can buy at a profit for you, write us
Forty Years at it. We know how to make them best. Five kinds: CYCLONE, Cyclone, Jr., Little Wonder, Chicago Steel Bow, Champion, Jr.—all quick sellers.
Write for price to-day.
CYCLONE SEEDER CO., Urbana, Ind.
LONDON OFFICE: 149 Queen Victoria St., London, E. C.



CLOSED

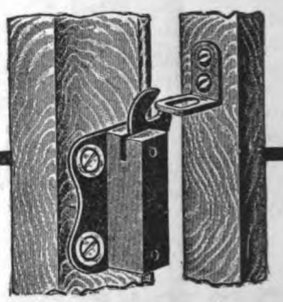
WATROUS AUTOMATIC DOOR CATCH

TWO-THIRDS ACTUAL SIZE.
PATENT APPLIED FOR.

For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar. Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.

The E. L. Watrous Mfg. Co.
Des Moines, Iowa.

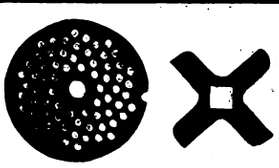
OPEN





BARTHEL KEROSENE TORCH

Single charge, 1 pint of kerosene. Flame, 7 inches long from mouth of flame tube. Will melt ¼ inch copper rod in 1½ minutes. Gun metal flame tube. Positively the safest, best constructed and most economical torch made. COMBUSTION PERFECT.
Send for catalogue on Torches, Fire Pots and Stoves
BARTHEL BLOW LAMP CO.
OLD SOUTH BUILDING
BOSTON, MASS.



Cleveland Butchers Supply Co.
Manufacturers of
Special Butchers' Machinery and Repairs of Hand and Power Meat Choppers.
Let us quote you prices. We can save you money.
2315 PEARL STREET, CLEVELAND, O.

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.



HEINISCH
TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.
BEST IN THE WORLD
R. HEINISCH'S SONS CO.
NEWARK, N. J., U. S. A.
New York Office and Salesroom, 455 Chambers St.

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WE ARE
HEADQUARTERS
FOR
EVERYTHING
IN
HARDWARE

Including Cutlery, Sporting Goods, Guns, Etc.

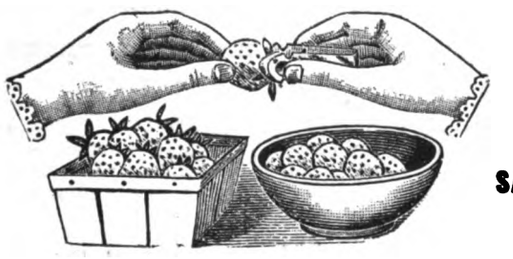
PAINT

We are sole distributers for one of the best lines of paint made, and will sell you for less money than you can buy comparative goods for: This we guarantee.

Write us for information regarding our special 75 gal. Assortment of Barn Paint. A Paint that is Red and Stays Red and is without question at the price we sell you, the best value on the market to-day.

TROUT HARDWARE CO.
174-176-178 E. LAKE ST.
CHICAGO, ILLS.

PATD. DEC. 18, 1906



WE WILL SEND THE SAMPLES

NO STRING ON THIS OFFER

WE WILL SEND YOU SIX SAMPLES

of the **NIP-IT**

TRADE MARK REGD. U. S. PAT. OFFICE

ON AN ATTRACTIVE SHOW CARD

ABSOLUTELY FREE

SELLS FOR 5 CENTS.

WINDSOR STEPHENS & CO.

WALTHAM, MASS.

YOUR JOBBER CAN SUPPLY THE STOCK



More Sales



The sales of the Ideal Combination Steam Cooker and Baker have been rolling up like an enormous snowball.

Through **sheer, downright merit,** a demand has been created by which dealers all over America have been benefited.

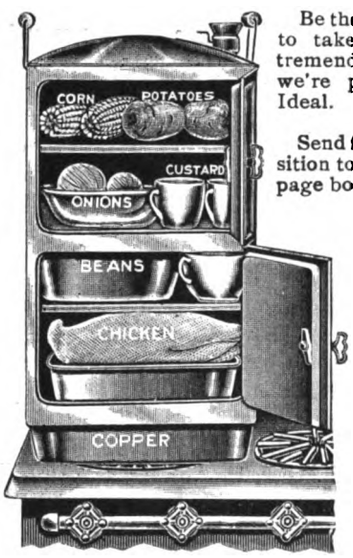
This year we're **crowding** and **pushing** and **increasing** the demand by the most extraordinary advertising campaign ever conducted for any article of household use.

THE IDEAL
Combination Steam Cooker and Baker

is being made known to 24 000,000 women through the leading magazines. Its remarkable time, labor and money saving features are being exploited as they never were before.

We will bring the customer to the door of your store—will you show her the Ideal?

Just give the Ideal counter space—just give it a fair, square chance to **talk for itself** and it will do the rest.



Be the **first in your city** to take advantage of the tremendous selling force we're putting behind the Ideal.

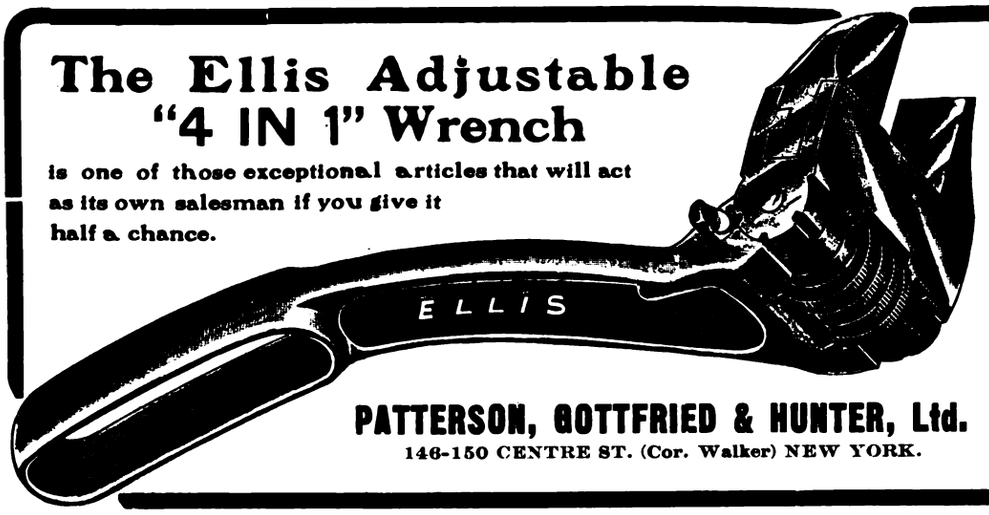
Send for our special proposition to dealers and our 100 page booklet.

Toledo Cooker Company
1337 W. Bancroft Street
Tolodo, C.

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The Ellis Adjustable "4 IN 1" Wrench

is one of those exceptional articles that will act as its own salesman if you give it half a chance.



Leave it where your customers MUST see it and it will sell itself.

Circular upon request.

PATTERSON, GOTTFRIED & HUNTER, Ltd.
146-150 CENTRE ST. (Cor. Walker) NEW YORK.

Machinery
Metals
Hardware
Tools and
Supplies



PELOUZE POSTAL SCALES



Invaluable to the Office, Store and Home. They tell instantly the exact cost of postage in cents on all classes of mail matter. Warranted accurate. Made in several sizes.

National	4 lbs	$3.00	Mail and Express	16 lbs.	$5.00
Union	2½ lbs.	2.50	Commercial	12 lbs.	3.75
Columbian	2 lbs.	2.00	U. S.	4 lbs.	2.50
Star	1 lb.	1.50	Victor	1½ lbs.	2.00

Trade supplied through principal Jobbers. For sale by Leading Dealers. Send for Catalog "P."
PELOUZE SCALE & MFG. CO., 118-130 West Jackson Boulevard, Chicago.
Manufacturers also of Pelouze Celebrated Family Scales.

HOT and COLD ROLLED STRIP STEEL

Unequalled for Uniform Ductility, Accuracy in Gauge and Width and Fine Finish.

WEST LEECHBURG STEEL CO., Pittsburg, Pa.

This is a "DANDY" ICE PICK



11 Inches Long.

Just the Handy Size

Nickel Plated all over. A wonderful seller. Attractive in appearance. Varnished and Polished Hickory Handle. Weight 8 oz. Will split a piece of ice without chipping it away. Send for our Catalogue.

FRANKLIN SPECIALTY CO.
8th and Cherry Sts., READING, PA.

CORTRIGHT METAL SHINGLES

DEALERS: Do you know why The Barr Hardware Co. of Greenville, S. C., Bought several Car Loads of CORTRIGHT METAL SHINGLES Last Year?
WE'LL TELL YOU IF YOU ARE INTERESTED.
CORTRIGHT METAL ROOFING CO., 524 Walnut Street, Philadelphia, Pa.



Japanned Steel Door Buttons
Patent Applied For.

Half the weight of the cast, much stronger and will not break. No higher in price and twice as good. Made in all sizes from 1⅛ to 2⅜ inches.
Insist on having them. Carried by all leading jobbers. Write us for samples and name of nearest jobber.

The E. L. Watrous Mfg. Co.
Des Moines, Iowa.

FRANKLIN WOVEN WIRE STRETCHER
ALSO THE CHARLES WIRE STRETCHER GATE



Send for information about the most practical Woven Wire Stretcher and the CHARLES Wire Stretcher Gate. Insist upon your jobber and fence manufacturer furnishing this make.

G. F. SMITH CO. Manufacturers, DE KALB ILLINOIS



SECURE
PROTECTION AND LONG SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRS---
SAVES RECOATING
SAVES RENEWING
Send for Samples or Pamphlet
STOWELL MFG. CO.
JERSEY CITY, N. J.

100 Perfection Paper Fasteners, mailed for 10 cts. Schooley Novelty Co., Homestead, Pa.

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES.
Send for Catalogue. BRIDGEPORT, CONN.

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THE MARK OF QUALITY

ON

Pocket Knives
Scissors
Shears
Razors
Strops
Clocks
Sewing Machines

HICKORY
KELLEY-HOW-THOMSON-CO.
DULUTH, MINNESOTA.

ON

Axes
Hatchets
Hammers
Chisels
Shovels
Paint
Lawn Mowers

We Stand Back of Every Article with this Brand.



GUARANTEED

Not simply a high sounding but meaningless string of words, neither an empty guarantee to give satisfaction, but a definite, absolute, binding guarantee that this paint will

WEAR FIVE YEARS

or paint for repainting is yours without charge.

That is the kind of guarantee we put on Pitkin's Barn Paint and it lives up to it too.

GEO. W. PITKIN CO.

Paint and Color Makers

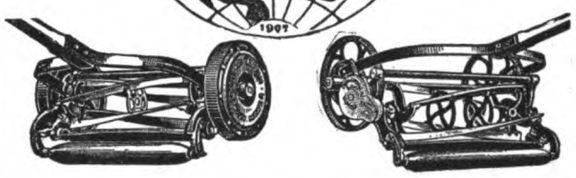
Established 1868 **CHICAGO, U. S. A.** **Originators of Barn Paint**

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Philadelphia Lawn Mower Co.

3101-3109 Chestnut St. Philadelphia, Pa., U. S. A.

1868 LARGEST MAKERS OF HIGH GRADE LAWN MOWERS IN THE WORLD 1907



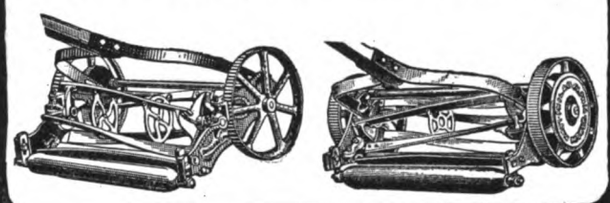
Here's Our **"Big Four"**

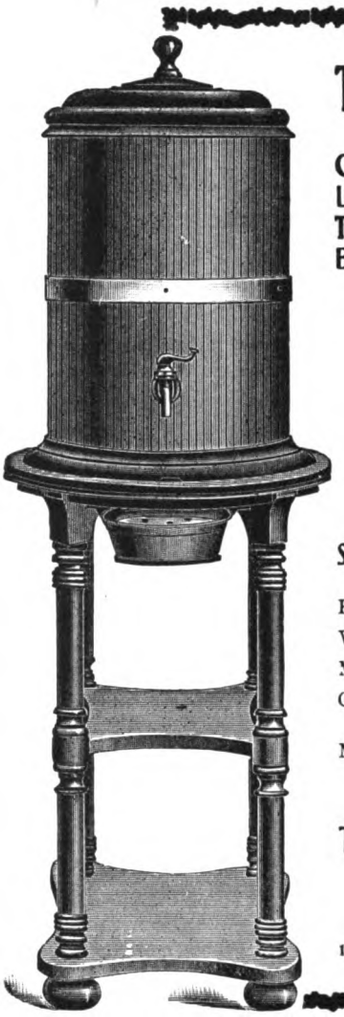
line of Mowers, in use in all parts of the world. Do you sell them? If not—send at once for "BIG FOUR BOOKLET" and prices. The reason they sell so well is because they are the

Genuine Philadelphia Mowers.

We make 17 styles hand mowers; 6½ inch to 12 inch wheels; 3 to 8 blades, and 5 styles horse Mowers.

Handle the Genuine Philadelphia Line of Mowers and you'll have plenty of repeat orders to keep you busy.





The North Pole

CANNOT PRODUCE A LOWER TEMPERATURE THAN THE HALE & KILBURN

"Favorite" WATER COOLER

STRICTLY HIGH GRADE.

Elegant in design and finish.

Water cannot be contaminated.

Minimum quantity of ice used.

Constructed on best sanitary and scientific principles.

Made in nine sizes. Send for list to-day.

The Hale & Kilburn Mfg. Co.

33 Union Square, W., New York.
1800 Lehigh Ave., Philadelphia, Pa.



At the Head

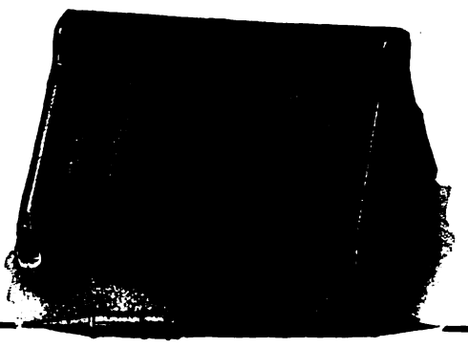
Of all Axle Grease is the Frazer—the Old Reliable. It has greased all kinds and conditions of Axles for

Half A Century

with uniform satisfaction to both dealer and user.

Don't make the mistake of ordering cheap stuff—the Best—Frazer—is none too good for your trade. Write for prices to Frazer Lubricator Co., Chicago, New York and St. Louis, on

Frazer Axle Grease



$15 "GEM" Adding Machine

Let us send you one on

FREE 10 DAYS TRIAL AT OUR EXPENSE

Has an Automatic Carrier and a Resetting Device that clears the dials to zero instantly. A High-Grade Mechanical Production. Does the work of high-priced machines. Guaranteed for two years. *Catalog free.*

AUTOMATIC ADDING MACHINE CO.

Dept. C. 332 Broadway, New York City.

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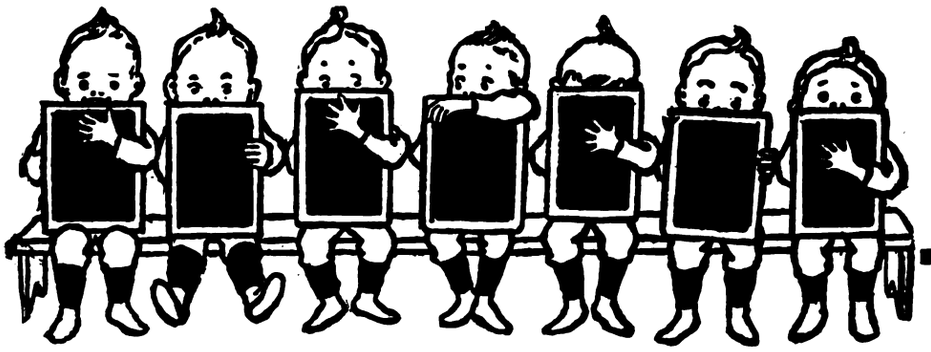


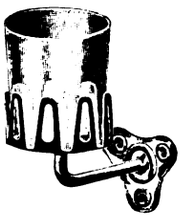


Figure It Out

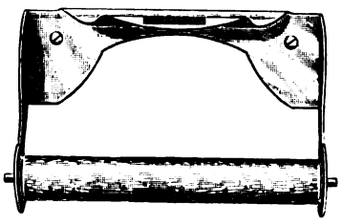


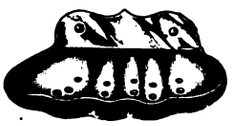
Yourself, Mr. Merchant. The best finished BATHROOM FIXTURES---"The Forsyth Line"---are "Hand-finished." They last the longest, look the best, sell the quickest and bring repeat sales---always.

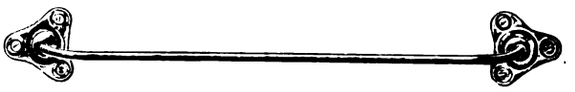


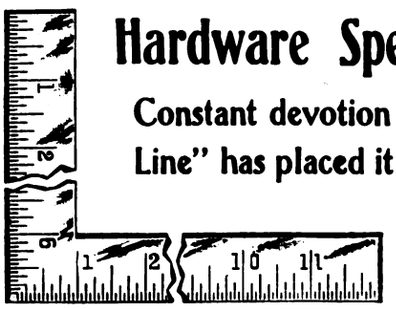


We call it **"The Wise Buyers' Line"** which also includes our line of





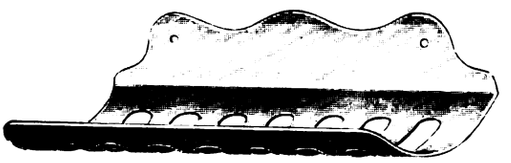


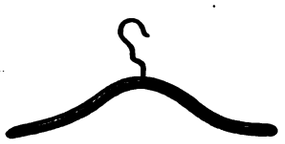


Hardware Specialties and Moulding Hooks.

Constant devotion to the smallest details of our "Wise Buyers' Line" has placed it in a class by itself. You ought to handle our







"Eureka" Hangers

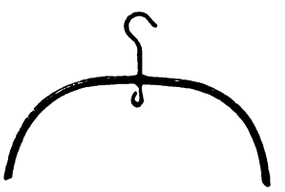


Have you seen them? 700,000 in daily use. 2,000 dealers handle them. Are you among them? Be Wise: Let's put you next to

Our "Wise Buyers' Line"



Send for catalog and prices to



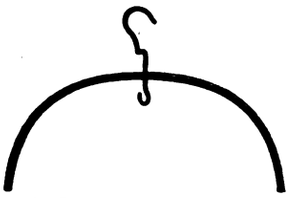
LADIES' SKIRT HANGER.

The Forsyth Mfg. Co.

308-14 West Terrace, BUFFALO, N. Y.

J. J. Comstock, 40 Dearborn St., Chicago, Ill.



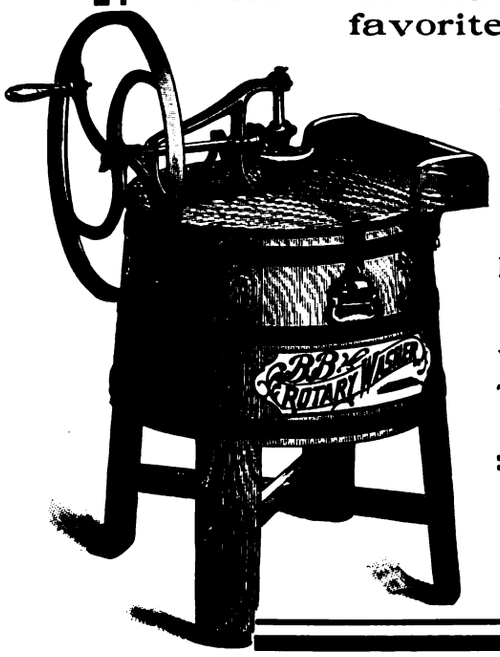


LADIES' SUIT HANGER.

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The "B-B" Rotary Washer

Does a Bigger and Better "Wash" in less time with less worry and less work than the "just-as-good" kind. For that reason it's the all-the-year-round favorite among thrifty housewives. Its



Points of Excellence

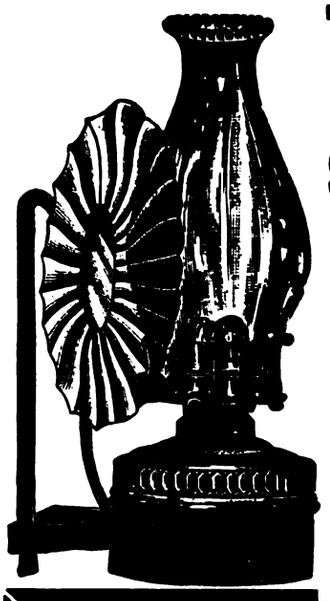
Roller Gearing
Sliding Block or Dasher (hardwood)
Tub of finest La. Red Cypress
Corrugated Staves and Bottom
Hoops, Gearing and Castings Aluminum Bronze
Easy Running---Easy Selling.

You'll have to search long to find its equal anywhere—as a Washer and Seller.

The question remains: How many do you need?

Let us tell you about the rest of our line.

H. F. Brammer Mfg. Co.
DAVENPORT, IA.



"Mascot" Steel Lamp Brackets

Are well known for their safety and dur ability.

A hand or wall lamp once placed in a "Mascot" Self-Locking Fount Cup is held firmly in its place.

We make 15 styles Lamp Brackets; also Window Shade and Lace Curtain Brackets.

Remember: All our Brackets are made from best Bessemer steel, strongly riveted together and finished in black enamel.

Just get a copy of our catalog and see what a profit making line we have!

KENVIN & CUMMINGS CO.
1347 Rene Street Philadelphia, Pa.



Investigate and Compare the "Alaska"

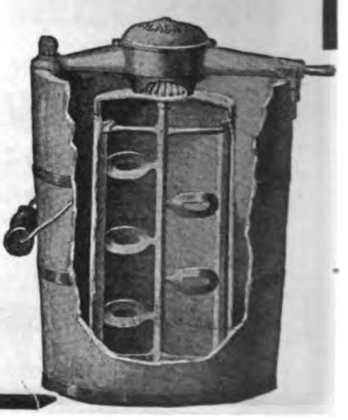
Ice Cream Freezer with any other make and you will find in its Perpetual Motion Aerating Spoon Dasher the secret of its steadily increasing sales. ¶ For making superior ice cream it is **The Top-Notcher.**

¶ Our prices will CERTAINLY please.

¶ If you are "from Missouri"—let's show you.

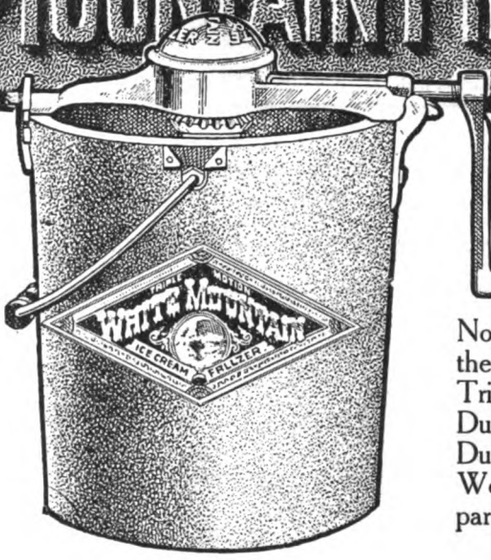
Write To-Day

THE ALASKA FREEZER CO.
Winchendon, Mass.



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WHITE MOUNTAIN FREEZERS



Head The List

of Freezers for 1907 because for 30 years they have enjoyed the enviable distinction of being first in quality---first in mechanical improvements and first in producing the best ice-cream.

The Secret

of their supremacy lies in **Their Construction.**

No other freezer is made like the White Mountain, with its Triple Motion—
Duplex Malleable Iron Beaters—
Durable, Water Proof Tubs—
Well made and perfect fitting parts.

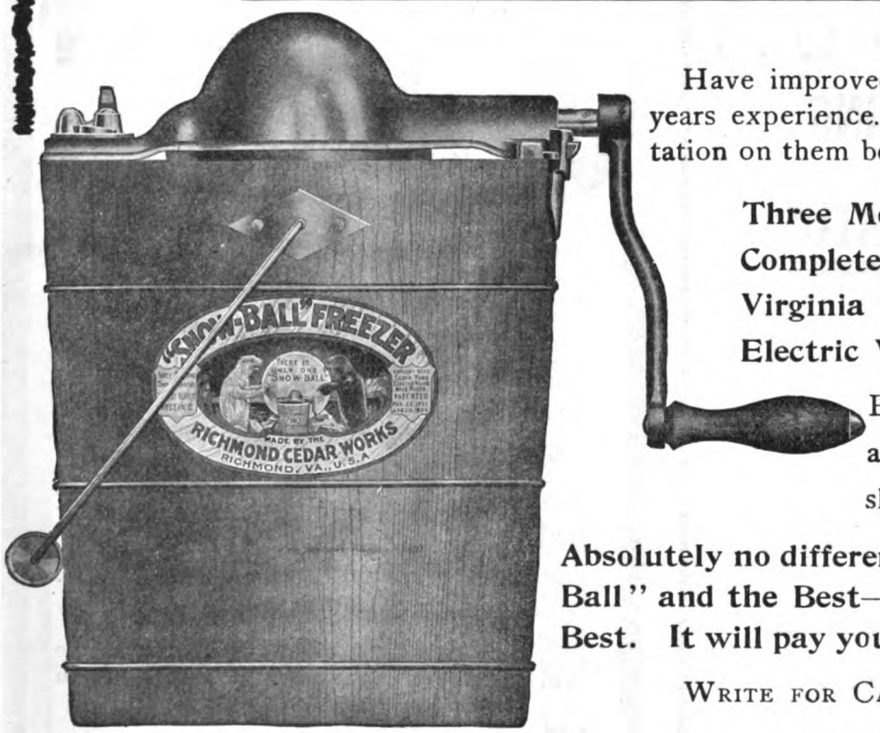
Buy White Mountain Freezers

You'll find them easiest to sell. Leading Jobbers Everywhere recommend them.

The White Mountain Freezer Co.

NASHUA, N. H.

"SNOW-BALLS" FOR 1907



Have improved with age through our 38 years experience. You can stake your reputation on them because they have

Three Motions
Completely Encased Gearing
Virginia White Cedar Tubs
Electric Welded Wire Hoops

Every "Snow-Ball" will freeze a smooth, velvety cream in the shortest possible time.

Absolutely no difference between the "Snow-Ball" and the Best—The "Snow-Ball" is the Best. It will pay you to handle them.

WRITE FOR CATALOG AND PRICES

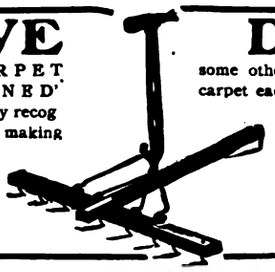
RICHMOND CEDAR WORKS, - - RICHMOND, VA., U. S. A.

The World's Largest Manufacturers of Wooden Ware and Hardware Specialties

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PROGRESSIVE DEALERS

Always handle the best—The "EXCELSIOR CARPET STRETCHER and TACK HAMMER COMBINED" satisfies the most exacting customer. Housekeepers instantly recognize its merits as a time, labor and temper saving device, making sales easy. Light, Strong, Easily Operated, folds compactly, each in a neat box with instructions and fully WARRANTED. Teeth will not tear carpet. Stretcher locks in any position and can be instantly released for new setting without bother of backing up Tooth Bar, as with some others, or re-adjusting in any way. Stretches 16 inches of carpet each time set, more than any other. A Tack Hammer is part of the machine and therefore always at hand. NOT SOLD TO CATALOG HOUSES, hence a PROFITABLE specialty for the Dealer. Ask your Jobber for the "EXCELSIOR" and accept no other "just as good".



Made only by

RICHARD W. MONTROSS

GALIEN, MICH.



WILCUT SHEARS

SHEEP, GRASS, HEDGE AND HORSE

BUTCHER KNIVES

The Wilkinson Shear & Cutlery Co.

Reading, Penna., U. S. A.



10 lb. Screw Top Tins in 100 lb. Cases.

THE TANITE CO.

STROUDSBURG, PA.

The **AJAX SELF WITHDRAWING WOOD BORING MACHINE**



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,

Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

PROMETHEUS

ELECTRIC COOKING and HEATING APPARATUS

For household or industrial purposes are creating a stir wherever introduced or used. Why? Because they differ in appearance in no way from utensils heated by gas or other me ns and are as simple to operate—in fact more simple—for

A FLEXIBLE ATTACHMENT CORD

attached to any lamp socket and connected with any "Prometheus" apparatus—Irons, Kettles, Stoves, Chafing Dishes, Water or Food Heaters, Radiators—will heat them in less time, at less cost and less labor than any other apparatus on the market. No Smoke, No Soot—No Danger from Fire or Explosion—But more profit.

You ought to carry this line this year. Ask us about it.



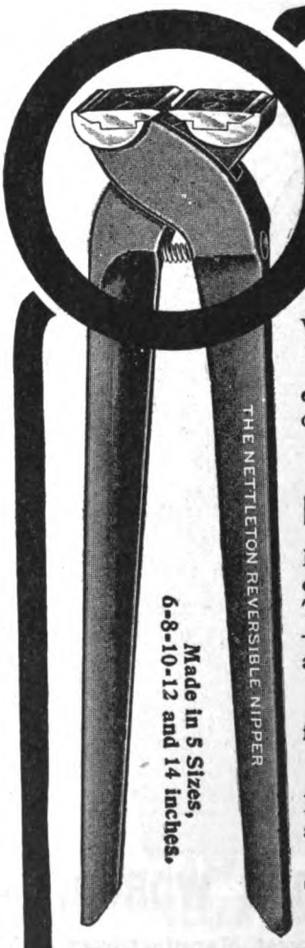
THE PROMETHEUS ELECTRIC CO.

236 East 43d St.

NEW YORK



ONE-HALF THE COST



and more—is saved by any mechanic buying the Nettleton Reversible Nipper.

Each "Nettleton" is equal to two nippers of any other make, for

THE NETTLETON REVERSIBLE NIPPER

has *two* fine cutting edges on *each* blade. Better still: The Nettleton is adjustable—reversible—interchangeable.

Costs you half the effort to sell it.

Talk Nettleton to the Nipper user in your town and watch them sell!

THE NETTLETON MFG. CO.

Office and Salesroom: 157 CHAMBERS ST., NEW YORK.
Factory: MIDDLETOWN, CONN.
Address all correspondence pertaining to sales to N. Y. Office.

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What is Roofing Tin?---How is it Made?

As a Property Owner or Architect did you ever ask these questions and receive a satisfactory reply?

We know there are many men who would like some definite information along these lines, and have, therefore, compiled a book entitled "FROM UNDERFOOT TO OVERHEAD" which carefully describes the process of making Roofing Tin from start to finish. The information it contains is invaluable to you if you are interested in building, and we will promptly send you a copy if you will write for it and mention this publication.

By using any of the Brands shown below you can procure the very best protection from the elements. These stencils appear in the corner of the sheet, and you will notice the amount of coating carried per box of 20x28-112 sheets is clearly shown. This protects you from substitution—a point which we believe you will fully appreciate.

AMERICAN OLD STYLE AAAAA 40 POUNDS COATING

AMERICAN OLD STYLE AAAA 35 POUNDS COATING

AMERICAN NUMETHODD B 40 POUNDS COATING

MF 32 POUNDS COATING

AMERICAN NUMETHODD D 30 POUNDS COATING

AMERICAN OLD STYLE AAA 30 POUNDS COATING

AMERICAN OLD STYLE AA 25 POUNDS COATING

American Sheet & Tin Plate Company,

1406 Frick Building, PITTSBURGH, PA.



"Bristol" TRADE MARK REG. U.S. PAT. OFF.

STEEL FISHING RODS.

ONLY A NIBBLE?

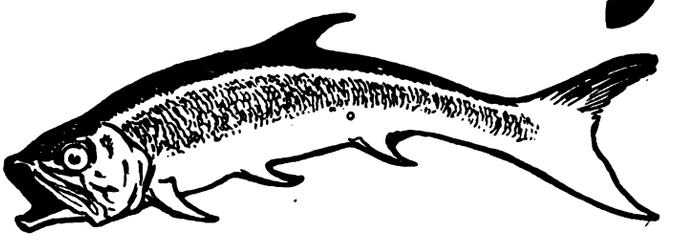
THEN the bait was wrong. It wasn't a "BRISTOL", Steel Rod. Dealers everywhere are recognizing that they can rely on the "BRISTOL" to bring and to hold custom. Twenty years test is surely enough. Keep a full stock of the "BRISTOL" rods—a rod for every purpose, a correct bait for every customer. You insure him many seasons of satisfaction, good luck and heaps of pleasure.

Remember our remarkable guarantee with each rod for THREE YEARS, against breakage from defective material or poor workmanship. Our trade mark "BRISTOL" is on every reel seat. Let us send you our catalog.

NOTE: Bear in mind that our liberal advertising helps your sales.

THE HORTON MFG. CO.,

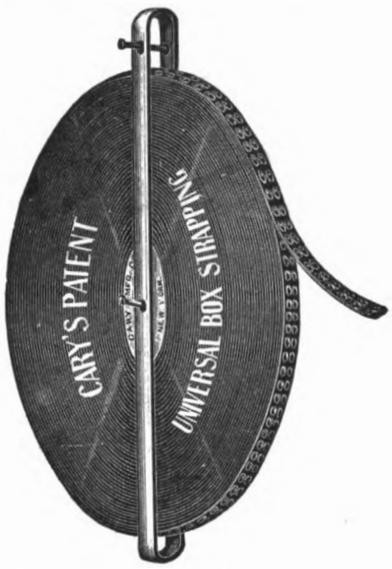
BRISTOL, CONN., U. S. A.



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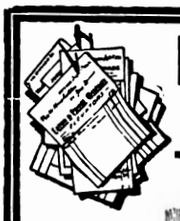
CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.

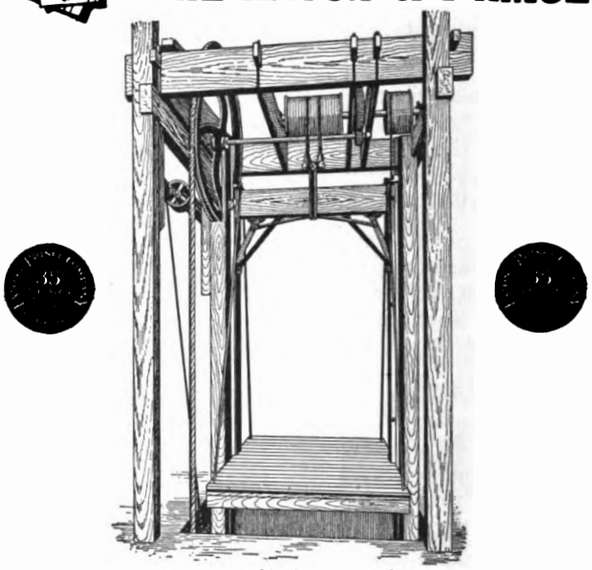


Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO



Elevator Repair Bills
Reduced 25% by using
THE EATON & PRINCE



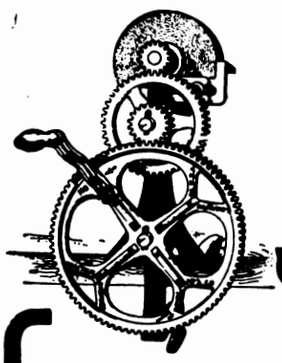
Center Lift Store Hoist

We Pay the Freight—You Install Elevator Yourself

We will ship this Elevator direct to you, freight paid and you can install it yourself without expense except the help of the average mechanic. This is an exceptional offer. Everyone knows that **EATON & PRINCE** means dependable Elevators. No other Elevator is quite as good because none is made with such infinite care. Send for Catalogue No. 57.

We are also extensive makers of Passenger and Freight Elevators, for direct and alternating current. Send for catalogue.

EATON & PRINCE COMPANY
70-76 MICHIGAN STREET, CHICAGO.



The Alundum-Way or The Back-Breaking -Grindstone-Way---

Which?

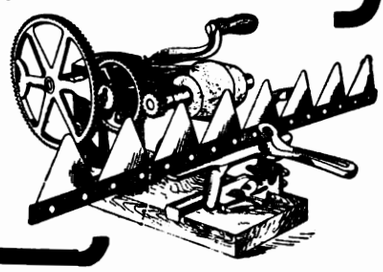
Recommend the former to good customers. Tell 'em that the Alundum Wheels in our

Hand and Foot Power
Grinders and Tool Sharpeners

sharpen tools of every kind for household, workshop and farm use. in less time, with less trouble and labor than by any other method. We guarantee that.

Send for catalog and prices.

Royal Mfg. Co.
232 E. Walnut Street, Lancaster, Pa.



IT'S LITTLE
BUT, OH MY!
IT DOES THE WORK.
The Firefly
Is *the* HANDY sharpener.



Price $2.50
Fitted with a 4 in. wheel of Solid Carborundum 1 in. thick
Can be instantly Clamped to any Bench or Table
INVALUABLE in the WORKSHOP, FACTORY or KITCHEN. WEIGHT, less than 4 lbs.

Write for prices. **LUTHER BROS. CO., 300 Sloan Ave., No. Milwaukee, Wis.**

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₱ gal	48c
Linseed, City, boiled, in bbls, " "	45c
Out of Town, on spot, ₱ gal	42c
Calcutta, raw, in barrels, ₱ gal	70c
Lard, prime city, ₱ gal	72@78c
Lard extra, No. 1	47@49c
Lard, No. 1	40@44c

Paints and Colors

Barytes, Foreign floated, ₱ ton	$18.50@20.00
Barytes, American floated, ₱ ton	$19.00
White Lead, American, dry, in bbls., ₱ lb	6¾c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net	7¼c
In lots of 500 lbs. and over, ₱ lb	7¼c
White Lead Eng., in oil, ₱ lb	9¾@10c
Zinc, American dry, ₱ lb	5¾@6¾c

Putty, Commercial—₱ 100 lb

In bladders	$1.70 @1.85
In bbls or tubes	1.30 @1.40
In lb. to 5 lb cans	2.65 @2.85
In 12½ to 50 lb cans	1.70 @1.90

Spirits Turpentine

In regular bbls., per gallon	74½@75c
In machine bbls. " "	75@75½c

Dry Colors

	₱ Lb
Blue, Chinese	5@6c
Blue, Prussian	22@28c
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	2@2½c
Sienna, Italian, raw & powdered	2@2½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7½c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	2@2½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Ivory, best	10@20c
Blue, Chinese	20@40c
Blue, Prussian	17@20c
Blue, Ultramarine	14@15c
Sienna, burnt	2@2½c
Sienna, raw	2@2½c
Umber, burnt	2½@2½c
Umbo,	2½@2½c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B ..... 52@55c
G. D ..... per M 34@35c
F. L ..... per M 40@42c
G. E ..... per M 48@50c
Musket ..... per M 62@65c

PRIMERS—

Berdan Primers $2.00 per M 20%
B.L. Caps (Sturtevant Shells) $2.00 per M 20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50 ..... 10&5%
38 C. F., $7.00 ..... 10&5%
22 cal., Rim, $1.50 ..... 10&5%
32 cal., Rim, $2.75 ..... 10&5%
B. B. Caps, Con. Ball, swgd $1.90
B. B. Caps, Round Ball $1.49
Cent. Fire 25%
Target and Sporting Rifle ..... 15&5%
Primed Shells and Bullets ..... 15&10%
Rim Fire Sporting 50%
Rim Fire Military ..... 15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all ganges ..... 60&5%
Climax, Club, Rival, 10 and 12 gge. ..... 65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge ..... 25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge 30%
Climax, Union, League, New Rival, 10 and 12 gauge 25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list) 30%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge ..... 33⅓&5%

SHELLS, LOADED—

Black Powder 40%
Smokeless Powder, medium grade ..... 40&5%
Smokeless Powder, high grade ..... 40&10&10

SHOT—

Drop, up to B 25 lb bag $1.90
Drop, B and larger, per 25 lb bag 2.15
Buck, 25 lb bag 2.15
Chilled, 25 lb bag 2.15
Dust Shot, 25 lb bag 2.25

GUN WADS—₱ 1000—

B E., 11 up ..... $ 60
B. E., 9 and 10 70
B. E., 8 80
B. E., 7 80
P. E., 11 up ..... 1.00 } 15%
P. E., 9 and 10 ..... 1.25
P. E., 8 ..... 1.50
P. E., 7 ..... 1.50
Ely's B. E., 11 and larger ..... $1.70@$175
Ely's P. E., 12 to 20 ..... $3.00@$3.25

Animal Pokes

Iowa Farming Tools. ₱ doz.
Hawkeye $3.25
Western 4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net $2.00
Burton's, ₱ doz. pair, Nos. 2 and 5 ..... 50c
Per doz. pair, No. 1 ..... 75c
Per doz. pair, No. 4 ..... 1.00
Kohler's ₱ Gro.
Daisy, No. 4 ..... Net. $4.80
Perfect, No. 2 ..... Net. 6.00
Bolt Holder, No. 1 ..... Net. 8.40

Anvils

Eagle Anvils, ₱ lb, net 8½c
Hay-Rudden, Wrought ..... 9½@9¾c
Peter Wright's ..... 11@11½c
Trenton ..... 9 1-2@9¾c
Columbian, all steel, ₱ lb, net 9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill) ..... $18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells 70%
Com. Auger Bits ..... 75@75&5%
Forstner Pat. Bits 25%
Ford Auger Bit Co:
Auger Bits } 40@40&5%
Car Bits }
Machine Bits }
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 20 ..... 40&7½%
Nobles Double Spur, No. 22 ..... 55%
No. 10, Extension Lip 25%
Car Bits, No. 10 ..... 25%
Car Bits, No. 20 ..... 40&7½%
Ring Augers 66⅔%
Jennings' Pattern ..... 50&10%@60%
Snell's Auger and Car Bits:
Extra ..... 60&10%
No. 1 ..... 60&10&10%
Russell Jennings' Augers and Bits ..... 25&10&2½%

HOLLOW AUGERS—

Ames ..... 25&10%
Bonney's Adjustable ..... $5.50@$6.00
Hibbard's Adjustable ..... Net prices
Ives ..... 25&10%
Miller's Falls, Goodell ..... 15&7½&10%
Universal, each $4.80 ..... 20%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat ..... 33⅓&10%
Clark's small, $18 ..... 40&10@50%
Clark's large, $26 ..... 40&10@50%
Ives' Model, ₱ doz. $60 ..... 50%

DOUBLE CUT GIMLET BITS—

Common, net ..... $3.00@$3.25
German Pattern, net ..... $4.60@5.75
Mayhew's Diamond ₱ doz. $1.25 ..... 40%
Snell's Bell Hangers 60%

TWIST DRILLS—

Bit Stock ..... 60&10@60, 10&10
Taper and Straight Shank ..... 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co ..... 33⅓&5%
L'Hommedieu's 15%
Snell's 40%
Watrous' ..... 33⅓&7½%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.50@4.00
Patent Peg	.81@84c
Sewing, Com	.88@$1.00
Shouldered Peg	.65@70c
Shouldered Brad	.63@66c
Socket Scratch ₱ doz	$1.00

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10 ..... 80&10%
Brad Sets:
No. 42, $10.50; No. 43, $12.50 ..... 70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $13; 3, $12; 4, $9; 5, $7 ..... 50%
Ice Awls 55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $13; 4, $12; 5, $16 ..... 15&10%
C. E. Jennings & Co's. Adj. Tool Hdls. 33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18 ..... 60%

Axes

Single Bit, base weights:
First Quality $5.00
Second Quality $4.50
Double Bit, base weights:
First Quality $7.50
Second Quality 6.75

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc 50%
Broad and Bbl ..... 40&10%
Boy's Axes 50%
Peck Edge Tool Co.:
Hatchets, shingling, etc 50%
Broad and Bbl ..... 40&10%
Boy's Axes and Hatchets 50%

Axle Grease

Dixon's "Everlasting" Graphite:

1 lb cans (36 in case)	15	ea.
2 " " "	25	"
10 " firkins (6 in case)	$1.20	"
25 " "	2.75	"
50 " kegs	5.00	"
100 " "	9.00	"
200 " half bbls	} 8½lb	
375-400 lb "		

Snow Flake: Discount 10%

One-quart cans, ₱ doz.	$ 2.00
Two-quart cans ₱ doz.	3.20
One-gallon cans, ₱ doz.	6.00
Five-gallon cans, ₱ doz.	24.00
Quarter bbls. (15 gals.), ₱ gal.	.45
One-half bbls. ₱ gal.	.40
Bbls., ₱ gal.	.35

Balances, Spring

Chatillon's:
Light, class A 50%
Circular Balances, class C 50%
Ice Balances, class B 50%
Straight Balances, Class A1 ..... 50%
Class A2 ..... 40%
Class D. E. F 30%
Class G 20%

Balances, Sash

Caldwell's 50%
Pullman's ..... 50&10@60%

Beef Shavers

Enterprise:
Japanned, each, $3.00 ..... 25@30%
Tinned, each, $10.50 ..... 25@30%

Bells

HAND—

Hand Bells, polished brass ..... 60&10@60&10&5%
Nickel Plated ..... 50&10@60%
Pure bell metal 60%
Silver chime ..... 33⅓@35%
Swiss ..... 50&10@50&10&5%
White metal ..... 50&10@50&10&5%

DOOR—

Trip, Gem ..... 50&10%
Gong, Abbe's 45%
Gong, Yankee 55%
New Departure:
Rotary ..... 50@10%
Push 50%

COW—

Common wrought ..... 75%@75&10%
Kentucky ..... 70@70&10%
Texas Star 50%
Western, Sargent's list ..... 70@70&10%

Bellows

Blacksmiths' ..... 65&10@5%
Hand ..... 25&10%
Moulders' ..... 25&10%

Belting Rubber

Boston Belting Co:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
New Jersey Car Spring & Rubber Co:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $13.50 ..... 50%
Miller's Falls ..... 15&10%

Binder Twine

	Per Pound
Sisal	9@9½c
Standard	9@9½c
Standard Manila	10¼@10½c
Manila	11½@11¾c
Pure Manila	13¼@13½c

Bit Holders.

Angular 45%
Extension:
Barber's, ₱ doz. $15.00 ..... 45@50%
Ives' ₱ doz. $20.00 ..... 60&10%

Blind Adjusters

Columbian 33⅓%
Domestic, ₱ doz. $3.00 ..... 33⅓%
Excelsior, ₱ doz. $10.00 ..... 50&10&2%
North's 10%
Zimmerman's ..... 50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr $9.00
Zimmerman's ..... 50@50&10%

Blocks, Tackle

Eddy's ..... 50&10@60%
Hartz' Steel ..... 50@50&5%
Iron Strapped, Japanned Sheaves ..... 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japanned Sheaves ..... 65&10%
L. V. Sheaves 40%
Lane:
Junior, Self Sustaining 80%
Pat. Automatic 80%
Perfect Safety 80%
Stowell, Novelty Block 50%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 80%
Wrought Barrel 80%
Wrought Barrel Bolts, Griffin's 75%
Wrought Square 70%
Wrt Shutter, St'nrd list ..... 70&10%
Wrought Spring, Sargent's ..... 70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller ..... 70&12 1-2%
Larger and longer ..... 60&2 1-2%
Phila. Eagle, $3.00 list May 24, '99 ..... 80%
Bolt ends, list Feb. 14, '98 ..... 65@65&5%
Bolt ends, with C and T nuts 80%
Machine, ⅜x4 and smaller ..... 70&12%
Machine, larger and longer ..... 60&7 1-2%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99 ..... 75%
Bay State, fluted 75%
Eagle Phila 82½%
Norway, Phila 80%
Common ..... 75&10@80%
Norway, Phila 80%
Portchester, Norway 80%
Phila 82½%

STOVE AND PLOW—

Plow ..... 65&10%
Stove 22 1-2%

MISCELLANEOUS—

Sink 22 1-2%

Bone Mills

Enterprise ..... 25@30%
Stearns 40%

Borers, Tap

Enterprise ..... 20@25%

Each	$1.25,	$1.75,	$2.50
Nos	1	2	3

C. E. Jennings & Co.:
No. 6 ..... 30&10%
No. 10 ..... 25&10%
Common ring ..... 20&10%
Ives ..... 25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat	$2.50,	$3.75
Ajax		40%
Phillips		$4.00 net

Box Scrapers

Bradley's 20%
Stanley's Adjustable 45%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal" ..... 25&10%
Standard Metal Strap Co's.:
Eclipse ..... 20&10%

Braces

Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
C. E. Jennings & Co.:
No. 108@114½ ..... 50&5&10%
No. 208½@214½ ..... 50&5&10%
Lancaster Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets

Griffin's Folding ..... 70&10%
Griffin's Pressed Steel ..... 80@80&10%
Bradley's Pat., full cases 80&10@80&10&10%
Bradley's, in broken cases ..... 80&10%
Baine's Adjustable 25%

Bright Wire Goods

Standard list:
Steel ..... 90&10%
Brass ..... 85&25%

Bull Rings

Humason, Beckley & Co's 80%
Rea's 2½ in. net, ₱ doz $1.50
Sargent's 80%

Butchers' Cleavers

New List, Feb. 1, 1906:
Foster Bros., flat heads 30%
Foster Bros., round heads 30%
Lancaster Mach. & Knife Works ..... 33⅓&40%
L. & J. White 30%
Plumb's 30%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star ..... 15@15&10%
C. E. Jennings & Co ..... 30&10%

Butter and Cheese Triers

Ordinary Black Handle 25%
Humason & Beckley's 40%

Butt and Rabbet Gauges

Stanley's ..... 25&10%

Butts

BRASS—

Wrought Brass, New list 50%

CAST IRON—

Fast Joint, broad ..... 40&10@50%
Fast Joint, narrow ..... 40&10@50%
Loose Joint ..... 70&8@75%
Loose Joint, Japanned ..... 70&5@75%
Loose Joint, Jap. with Acorns ..... 70&5@75%
Loose Pin ..... 70&10@75%
Mayer's Hinges ..... 70@70&5%
Parliament Butts ..... 70@70&5%

WROUGHT STEEL—

Discount. Extra, 10&10%

Reversible and Broad	75%
Light reversible, Light Narrow	75%
Loose Joint, Narrow L'ht, Inside Blind, etc	70&10%
Back Flaps, Table Chest	70%

Can Openers

American ..... ₱ gross, $1.75@$2.00
No. 5, iron handle ..... ₱ gross, $2.00
Sardine Scissors ..... $1.75@$2.00
Sardine Scissors, forged steel ..₱ doz., $3.00
Sprague, Nos. 1, $3.00; 2, 2.25; 3, 2.50 ..... 80%@80&10%

Cartridges

See Ammunition.

Casters

Bed ..... 70@70&10%
French or Philadelphia Iron wheel ..... 75@75&10%
Plate ..... 60@60&10%
Payson's Furniture ..... 70&10&10%
Payson's Truck ..... 70&10%
Standard, Ball Bearing 40%

Cattle Leaders

Humason, Beckley & Co's 70%
Sargent's ..... 70&10%
Welton's ..... 70&10%

Chain

American Coil, Straight Link:

Inch	₱ 100 Lbs.
3-16	$3.15
¼	3.20
5-16	3.25
⅜	4.55
7-16	4.25
½	4.15
9-16	4.15
⅝	4.00
¾	3.90
⅞ to 1	3.85
1¼ to 1½	3.95

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain

Chains

Galvanized Pump chain, ₱ lb ..... 41@43½c
Ger. coil, list July 24, '97 ..... 60&10@60&10&10%
Ger. Halter chain, list July 24, '97 ..... 60&10&10%
Jack chain, Iron ..... 60&10%
Jack chain, Brass ..... 50&10%
Oneida Wire Dog chains ..... 45@50&5%
Trace Wagon and Fancy Chains:
New list ..... 60@60&5%
Bridgeport Trace chains 65%
Stake chains 65%
Heel chains 30%

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COW TIES—
American ..... 45@50%
Niagara ..... 45&5@50&10&5%
Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 45%
Sisal 33⅓%

Chain Guards
Aluminum S. & N. Co 50%

Carpet Stretchers
Bullard's 33⅓%
Montrose' "Excelsior" and Tack Hammer Combined, ₱ doz., $6.00 ..... 20%
Cast iron, steel points, ₱ doz. 80c
Sockets, ₱ doz $1.75

Carpet Sweepers
Sterling Carpet Sweepers:
Model A, Nickel trimmings 25.00
" B, Japd. " 21.00
" " Nickel " 23.00
" C, " " 21.50
" D, Japd. " 19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners
Enterprise ..... 25%@30%
Goodell's Family, net ₱ doz $5.00
Rollman's, net., ₱ doz 6.00

Chisels
SOCKET FRAMING & FIRMER—
Standard Makes 75%
L. & I. J. White ..... 30@30&5%
C. E. Jennings & Co., No. 70 ..... 25&10%
Jennings & Griffin Mfg. Co 60%
TANGED & MISCELLANEOUS—
W. & S. Butchers' ..... $4.75@$5.00 to £
C. E. Jennings & Co ..... 25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels 25%
Tanged Gouges 25%
Tanged Firmers ..... 33⅓&10%
Tanged Gouges 33⅓%
L. & I. J. White ..... 25&5%
COLD CHISELS—
Good quality, ₱ lb ..... 13&16c
Snell's best C. S ..... 40&5%
Cronk's 50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers
HORSE—
Chicago Flexible Shaft Co's.:

	Each.	
Lightning Belt Clipping Mach.	$15.00	30%
New '96, Chicago	8.75	
1903 Chicago	10.75	
Twentieth Century	5.00	

Coach Oil

Snow Flake.		10%
One-pint cans, ₱ doz.	$ 3.00	
One-quart cans, ₱ doz.	4.80	
One-gallon cans, ₱ doz.	15.00	33⅓
Five-gallon cans, ₱ doz.	66.00	

Cocks, Brass
Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks ..... 55&10@60&10%

Coffee Mills
Box and Side ..... 50&10@60%
Enterprise Mfg. Co ..... 20@25%
Lane Bros. Co 30%

Compasses, Dividers, &c
Atnol Calipers and Dividers 40%
Bemis & Call Co's.:
Compasses 50%
Dividers 65%
Compasses, Calipers, Dividers ..... 70@70&10%

Coopers' Tools
L. & I. J. White ..... 20@20&5
Sandusky Tool Co ..... 20@20&10%

Corkscrews
Detroit Cork Screw Co 33⅓%
Humason & Beckley Mfg. Co ..... 50&10%
Samson, ₱ doz $10.00

Corn Hooks

	₱ Doz.
Kretzinger Cut-Easy	net $6.00

Corn Knives and Cutters
Bradley's ..... net
Wadsworth's 60%

Countersinks
Mayhew's Diamond ..... 40@45%
Smith's 25%
Snell's 40%
Wheeler's Patent 50%

Cow Ties
See Chains.

Crayons
Sargent's List 20%
Dixon's: ₱ Gro.
Eclipse ..... 7 in., $6.75; 9 in., $4.88
Emerald 5.00
Oriole 5.00
Rainbow 9.12
Solid 7.50
Tailor black, $5.88; red and blue 9.00

Curry Combs
Kohler's 40%
The Metal Stamping Co 40%
Southington Cutlery Co's ..... 25&10%

Cutlery
Foster's Pocket 80%
Carriers' Pocket 50%

Diggers
See Post Hole, etc.

Dividers
See Compasses, Dividers, etc.

Dog Collars
Walter B. Stevens & Son:
Brass 40%
Embossed Gilt ..... 30&10%
Leather 40%
Union Hd'wre Co., new list ..... 50@50&10%

Door Checks
Bardsley's ..... 40@45%
Columbia ..... 50&10%
Eclipse ..... 30&10%
Home ..... 50&10%
Pullman's Screen, ₱ doz. net $4.50

Door Holders
Empire 50%
Superior 33⅓%

Door Springs
Columbian Steel 20%
" Faultless 50%
Gem (Coil), list Oct. '95 ..... 20%
Pullman, Perfect 25%
Pullman Coil 25%
Star (Coil), list Oct. '95 ..... 30%
Torrey's Rod, 39 in., ₱ doz. net ..... $1.10@$1.25
" " 48 in., " " " 3.50
Victor, Coil ..... 50&10&10%
Chicago Coil Springs ..... 40&10%
Reliance Coil Springs ..... 40&10%

Drain Cleaners
Iwan's Adjustable 55%
Iwan's Stationary ..... 40&5%

Drawer Pulls
Drawer Pulls, Griffin Mfg. Co., list ..... 75&10%
Sargent's list 60

Drawing Knives
Standard Makes ..... 70&10@75%
Adjustable Handle ..... 25@25&10%
Jennings & Griffin 60%
Watrous 16⅔%
L. & I. J. White ..... 20&5@25%

Drills and Drill Stocks
Automatic Boring Tools, Goodell's ..... 40&5&40&10%
Blacksmiths' 60%
Breast, Miller's Falls, each $8.00 ..... 15&10%
Hand, Goodell's ..... 30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00 ..... 33⅓%
TWIST DRILLS—
See Augers and Bits.

Drive Punches
Bemis & Call's:
Hand forged, round 50%
Hand forged, oval 50%

Egg Beaters

	₱ Doz.	₱ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz.	$6.60	1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.55	19.80
No. 2, Tinned, hotel size	2.00	24.00

Emery Wheel Dressers.
Sterling 35%

Escutcheons
Wood 25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets
Iron Petroleum ..... 70@70&10%
SELF MEASURING—
Enterprise ₱ doz. $36.00 ..... 40&10%
Lane's ..... $40.10&2%

Files
DOMESTIC—
New list, Nov. 1, 1899:
American ..... 75&10@75&10&10%
Arcade ..... 75&10@75&10&10%
J. Barton Smith ..... 75&10@75&10&10%
Disston's 75%
Disston's Superfine 50%
Eagle ..... 75&10@75&10&10%
Great Western ..... 75&10@75&10&10%
Kearney & Foot ..... 75&10@75&10&10%
McClellan ..... 75&10@75&10&10%
Nicholson ..... 70&10@75&5%
Nicholson's X. F. Files ..... 40@40&10%
Royal ..... 30@30&10%
IMPORTED—
Stub's ..... Stub's list, 30@33⅓

Filters
Acorn 50%
Fulper's Natural Stone ..... $6.50@$15.50
Subject to trade discount.

Fish Hooks
Am. Fish Hook Co. list ..... 60@60&10%
Kirby & Limerick, low list (50c. base) 10%

Fishing Tackle

	₱ Doz
Bishop's.	
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	5.00
Fish Hook Shield	3.

Fish Scalers
Covert's Saddlery Works:
Great American ..... 60&20%

Freezers, Ice Cream
"Alaska":

Qts.	1	2	3	4	6
Net	$1.15	$1.35	$1.60	$1.95	$2.60

"Arctic":

Qts.	1	2	3	4	6	8
Net	$1.10	1.30	1.50	1.80	2.30	2.95
	10	12	15	20	25	
	3.80	4.50	5.20	—	—	

"North Star":

Net	$1.25	$1.45	$1.75	$2.25	
"White Mountain":					
Qts.	1	2	3	4	6	8
Net	$1 25	1.60	1.90	2.20	2.80	3.60
	10	12	15	20	25	
	4.65	5.35	7.00	9.00	11.60	

Fruit, Wine & Jelly Presses
Enterprise ..... 20@25%

Fry Pans
Standard list ..... 75&10@80%

No.	1	2	3	4
₱ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$6.00	$7.00	$8.00	$9.00

Kitchen Specialty Co.: Net ₱ Gro.
Size AA $8.10
" A 8.70
" B 9.80
" C 9.90

Gauges
Bemis & Call's Steel 50%
Disston's Mortise ..... 50&10%
Marking Mortise, etc 55%
Stanley's 35%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morses 25%
Wire, P. S. & W., low list 30%

Gimlets
"Diamond" Gimlets, ₱ gro ..... $4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%

Gimlet Bits
See Augers and Bits.

Globe and Racking Cocks
See Faucets.

Glue
Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins 40%

Glue Pots
See Hollow Ware.

Graphite, Lubricating
Dixon's Pure Flake:
632— 1 lb. cans ..... 20c. ea
633— 5 lb. screw top tin cans ..... 85c. ea
634— 10 lb. screw top tin cans ..... $1.60 ea.
644— 25 lb. boxes ..... 15c. lb
645— 50 lb. boxes ..... 14½c. lb
646—100 lb. kegs ..... 14c. lb
647—350 lb. barrels ..... 13c. lb

Grindstone Fixtures
Cronk's 50%
P. S. & W ..... 30@30&10%
Stowells Extra Heavy ..... 40&10%
Stowells Light 50%

Gunpowder
See Ammunition.

Gun Wads
See Ammunition.

Hafts
Brittons, ₱ doz $6.50

Halters
Covert Mfg. Co.:
Jute Rope Halters 50%
Sisal Rope ..... 30&10%
Web Halters ..... 35&5%

Hammers
HANDLED HAMMERS—
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75 ..... 50%
Maydole's ..... 33⅓&5&40&10%
Sargent's new list 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 33⅓&7½%
Engineers and B. S. Hand ..... 50&12½%
Quaker City Hammers ..... 40&10%
Riveting and Tinners' ..... 40&2½%
HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb ..... 30&5%
3 to 5 lb 40c lb ..... 30&5%
Over 5 lb 30c lb ..... 30&10&5%
Wilkinson's Smiths ..... 9½c@10c ₱ lb

Hammock Ropes
Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 20%

Handles
WOOD—
Auger, assorted, ₱ gro $2.75
Auger, large, ₱ gro 3.25
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 32½ 40%
Axe, Pick, etc ..... 60&5%@60&10%
Bliss Mfg. Co.: (Chisel, Brad Awl, File, Auger, Soldering Iron) ..... 25@33⅓
Brad Awl, ₱ gro ..... $1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net $1.50
File, assorted, ₱ gro ..... $1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. ..... $2.25@$2.75
Hammer, Hatchet ..... 60&10%
Hoe, Rake and Fork ..... 45&5%
Rollis Hdw. Co. Hafts, $9.00 ..... 40&10%
"Simplicity" File Hdls, ₱ gro ..... $ .90&1.50
Saw and Plane ..... 40&10&50%
Shovel and Spade, Wood D Handle ..... 40&10%
Shovel and Spade, Long Handles ..... 40&5&50%
CROSS-CUT SAW HANDLES—
Atkins ..... 40&5%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door
Old Pattern ..... 60&10%
New England ..... 66⅔@70
Chicago Spring Butt Co.:
Fraction 25%
Oscillating 25%
Big Twin 25%
Lane's:
Covered ..... 60&5%
Hinge Pattern, net ..... $6.00 ₱ doz.
Standard ..... 60&5%
Special, No. 25 ..... $9.50
" " 30 ..... 3.90
" " 40 ..... 5.00
" " 20 ..... 6.25
Track for same, ₱ 100 ft. net 8.75
Cronk's:
Nos. 1, 1½, 2 and 3 ..... 60&5%
Nos. 11, 12 ..... 70&10%
No. 50, net $3.80
No. 44, net 4.00
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr. ..... 60&10%
Myers' Stay-on ..... 60&5%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment
Pullman's ..... ₱ gro. net $9.00

Hangers, Parlor Door, Etc
Lane's:
Standard ..... net $3.20
Ball Bearing ..... " 4.15
No. 105 ..... " 2.85
New Model ..... " 2.85
New Champion ..... " 2.25

Hardware Shelving
OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 458, 40 drawers, no partitions, run. ft., $8.60; net each $30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.33; net each 26.47
No. 1658, 84 drawers, no partitions, run. ft., $6.55; net each 54.28
OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.56; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each 22.92
NAIL BIN BASES—
No. 1722, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each 30.68

Hasps and Staples
Cronk's 50%
McKinney's "Perfect", $1.10 ₱ doz 50%
Wrought ..... 37 1-2&37 1-2&10%
Wrought, Stanley 30%
Wrought, Griffin 30%

Hatchets
See Axes.

Hay Tools
F. E. Myers & Bro.:
Myers Unloader, double steel track $7.00
Myers Unloader, wood track 7.00
Comb. Car, Double steel T 7.00
Comb. Car, wood track 7.00
Rev. Car, Double steel track 7.00
Rev. Car, wood track 7.00
Myers Unloader, cable 7.00
Myers Unloader, single rail 7.00
Sure Grip Sling Car, steel or wood track 12.00
Dbl. Rail steel track, complete, ₱ ft. ..... —
Single Rail steel track, complete, ₱ ft ..... .20
D. R. Fork steel, regular, each 1.60
Nellis Fork, each 3.00
Double Grapple Fork, each 7.00
Sprouts, Shear Fork, each 1.50
Walker Fork, each 2.50
Common 6 in. wood sheave pulley, Fig. 482, ₱ doz 3.20
Faultless steel frame K. P. pulley, Fig. 485, ₱ doz 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz 3.80
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz 4.80
Reed Wood Frame pulley with hook, Fig. 494, ₱ doz 4.00
Steel Frame pulley with iron sheave, Fig. 665, ₱ doz 3.50
Floor pulley, wood sheave, Fig. 495, ₱ doz 4.50
Hanging Hooks for double steel track, ₱ doz 1.40
Hanging Hooks for single steel track, ₱ doz 1.40
Hanging Hooks for wood track, 10 in., ₱ doz 1.00
16 in., ₱ doz 1.20
Floor Hooks, ¾ in., ₱ doz 1.40
Malleable Rafter brackets, ₱ doz ..... .70
Wrought Rafter brackets, ₱ doz ..... .70
Rope Hitch, ₱ doz 3.20
Discount on above 50%

Hay and Straw Knives
Auburn Hay, com. and spear point ..... 40&10%
Iwan's Hay, sickle edge, ₱ doz., net $3.50
Iwan's Hay, imp. serrated, ₱ doz., net 10.00
Kohler's Hay, sickle edge, ₱ doz., net 9.50
Auburn Straw ..... 40&10%
Weymouth, pat., ₱ doz., net $6.00
Wadsworth's ..... 40&10%

Hedge Trimmers
Wadsworth's:
No. 1 ..... 10%
No. 2 ..... 10%

Hinges
WROUGHT IRON HINGES—

Screw Hook and Strap	6 to 12 in., ₱ lb	2½c
	14 to 20 in., ₱ lb	3½c
	22 to 36 in., ₱ lb	3½c

STRAP AND T HINGES—
(New Prices)
List December 20, 1904:

Light Strap Hinges	65%	10&5%
Heavy Strap Hinges	70%	
Light T Hinges	60%	
Heavy T Hinges	55%	
Extra Heavy T Hinges	66⅔%	Extra,
Hinge Hasps	45%	
Corrugated Heavy Strap	70%	
Corrugated Ex. Heavy T	66⅔%	

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SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges....40%
Bommer B. B. Floor Hinges....40%
Bardsley's Patent Checking....15%
Chicago Spring Butt Co.:
Chicago Spring Butts....25%
Triple End Spring Butts....50%
Chicago Ball Bearing Floor Hinge....50%
Garden City Fire Englne House Hinge..25%
Chicago Saloon Door Hinge....25%
Columbian:
Steel Hinges....60%
Floor Hinges....60%
American....80%
Gem....80%
Oxford....80%
Acme, Steel....80%
" Brass....25%
Niles Mfg. Co....80&5%
Superior:
Floor Hinges....85%

GATE HINGES—

Clark's, Nos. 1, 2, 3....50&10@60&10%
N. E., ₱ doz., $7.80....60%
N. E., Reversible, ₱ doz., $5.60....60%
N. Y. State, ₱ doz., $4.90....60%
Western, ₱ doz., $4.20....60%

BLIND HINGES—

Parker....70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13....75%
W. H. Co's., No. 3 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₱ doz. sets....80&10%

Hitching Cords

Covert Mfg. Co....45%
Hitchers Stall....80&25

Hollow Ware

ENAMELED—

Agate Nickel Steel Ware....60%
"Never Break" Steel:
Spiders, Griddles, &c....65&10%
Maslin kettles, &c....60%
" " Porcelained....50%

STOVE HOLLOW WARE—

Blacklock:
Ground....50@50&10%
Plain or Unground....60@60 & 5%
Country Ware ₱ 100 lbs. net....$3.00
Enameled Ware....45&10@50%

WHITE ENAMELED WARE—

Maslin Kettles....65@65&10%
Tinned Boilers and Saucepans....35&10%
Enameled....45&10%

GLUE POTS—

Tinned....80&10%
Enameled....35&10%

Hooks

BUSH—

Jennings & Griffin's....33⅓&5%
Wadsworths....55&10%

CAST IRON—

Ceiling, Sargent's list....50&10@60%
Chandelier....60@60&10%
Clothes Line, Sargent's list....50&10&10%
Coat and Hat, Sargent's list....50&10@60%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....60@60&10%
Picture....50&10%
Screw Hat....60&10@70%
Wardrobe....69&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz....$1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise....40%

WIRE—

Atlas, new list, single cases....80%
Atlas, Metal Clasp....75@75&10%
Wire Coat and Hat, Acme....60&10%
Wire Coat and Hat, Gem....70&10@75%
Wire Ceiling, Gem....70&10@75%

MISCELLANEOUS—

Belt....80%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35&5%
Grass, Wadsworth's....60%
Cronk's, Grass, ₱ doz....$2.75
Hooks and Eyes, Brass....60&10%
Hooks and Eyes, Mal. Iron....70&10%
Cotton, box and hay....60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C	25c	23c	23c	21c	21c	40&5%
American, all sizes, net						9½c

Nos.	8	7	8	9	10	
Anchor and New Haven	12c. net for all sizes 5 to 10.					
Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	23c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	25c	25c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	29c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes, net						9½c
Livingston						10%&10%
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb						12c
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	28c	21c	20c	19c	18c	25&10%
Western						40&10%

Shoes, Horse, Mule, &c.

F. O. B. Pittsburgh:
Iron, per keg....$4.10
Steel, " 3.85
Burden's all sizes....3.90

Horse Ties

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Sisal....33%
Jute....45%

Hose, Rubber

Boston Belting Co.:
"Boston"....50%
Niagara....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Hose Bands

Star Hydrant....80&30%
Steam....70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross....$9.00 net
Crown....net
Gem Ice Shave....net
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise,.....No. 33, ₱ doz. $6.00 25@30%
No. 84, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain....20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping, net ₱ doz....$1.50
Foster Bros., butcher, &c....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw

Wadsworth....40&10%

Knife Sharpeners

Pike's: 40%
Nat. Grit Carving Knife Hones ₱ doz....$3.00
Solid Stone Carving Knife Hones ₱ doz....$2.50
Quick Edge Pocket Knife Hones ₱ doz....$9.00
Mounted Kitchen Sandstone ₱ doz....$1.50

Knobs

Bardsley's wood, door, shutter and base....10@15%
Base, rubber tip, 2½ in bead, ₱ gro.... $1.15@$1.35
Door Mineral....65&70c
Door Por. Jap'd....70@75
Door Por. Nickel....$2.10@$2.30

Lanterns

C. T. Ham, Class A, B, C and D....40&10%

Latches

₱ Doz.
Cronk's barn door, net....$2.00
Lane's Barn Door....40&10%

Lawn Mowers

Champion....75&10%
Clipper Improved....50&10&10&5%
Enterprise....40&10
Genuine Philadelphia Mowers:
Styles M, S, C, K, T....70&10%
Style A (all steel)....60&10%
Style E, low wheel....60&10%
Style E, high wheel....70&10&5%
Drexel, low list....50%
Gold Coins, low list....50%
New Departure, high wheel....70&10%
New Departure, low wheel....75%
Pennsylvania....60&10

Lawn Sprinklers

Enterprise....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy, net, ₱ doz....$7.50
Mystic....6.00
Rainmaker....4.80
Dew Drop....1.20

Leads

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....45%
Sisal....33⅓%

Lemon Squeezers

Berger Bros., ₱ doz...8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz....$9.60
Little Giant....50@50&5%
Porc. lined, Iron, ₱ doz....$1.75
Porc. lined, Wood, ₱ doz....$1.25
Wood, common, ₱ gro.....No. 0, $5.25 @$5.50; No. 1, $5.25@$5.50

Levels

C. E. Jennings & Co's.:
Hexagon....25&10%
Iron Bench, new design....25&10%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish....40%
Cotton Chalk, 20 feet....40&10%
Cotton Trot....20%
Samson Cot., Nos. 4, $2.20; 4½, $2.75....20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50....20%
Wire Clothes:

	18	19	20	
100 feet	$2.25	$2.00	$1.75	
75 feet	1.80	1.25	1.10	

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co....40%
R. & E. Mfg. Co....10%
Reading Hardware Co....40%
Sargent & Co....40%

CABINET—

Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00...40%
Ames Sword Co....40@45%
Brown's brass....25%
Brown's chain....25%
Champion....40%
Eagle....40%
Smith & Egge bicycle....50%
Wrought Iron....75&10@80%
Yale Lock Co....60%

TRUNK—

Corbin's....25&10%
Eagle....40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory....45@5&50%
Lignumvitæ....45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers...33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden, net ₱ doz....$4.00
Regular Goods....70&10%@75%

Meat and Food Cutters

American....30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz....30&10@40&10%

Nos.	1	2	3	4
Each	$14	$17	$19	$60

Enterprise....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant....40@ 50%

Nos	306	$10	$13	$20	$22
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz....40@50%

Nos	100	150
Each	$15	$18

Beef Shavers (Enterprise)....25@30%

Meat Juice Extractors

Enterprise....25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	20c
Koamic	18c
Magnolia, Anti-Friction	25c
Mystic	16c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00....40%
Sargent's....60@60&10%

Mitre Boxes

C. E. Jennings & Co....30&10%
Seavey's, ₱ doz., $30....40%
Stanley Rule and Level Co.:
Nos. 340 to 460....30%
Nos. 50 and 60....35%

Mop Wringers

₱ Doz.
No. 1 Reliance....$12.00
No. 2 Reliance....16.00

Motors

COFFEE MILL—

Specialty Novelty Co., each....$5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899....35@35&10%

PICTURE—

Niles' Patent....40%
Porcelain head, combination list....60&10%
Porcelain head, Sargent's list....60%

Nail Nippers

"Gem," ¼ gross lots, ₱ gross....$21.00
" less quantity, ₱ dozen....2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net....$7.50
Black Hawk, ₱ dozen....9.00
Cyclops....40&10%@50%
Cronk's, ₱ dozen, net....$12.00
Eureka, No. 74, ₱ doz., net....$8.50
Eureka, No. 75, ₱ doz., net....$8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning, ₱ doz., $18.00....20%
Morrills No. 1, list $30.00....50%
National, ₱ doz., $24.00....10%
Pelican, ₱ doz., $ 9.00....40@40&10%
Rollis Hardware Co., No. 1, $18.00...50&10%

Nail Sets

₱ Gro
Hunters, Cup Point, knurled....$10.00
Hunters, Cup Point, plain....9.00
Octagon....4.00@4.75
Round, assorted....5.00@5.25
Square....4.00@4.25
Snell's:
Octagon, ₱ gro....55
Corrugated....65
Knurled....80@70%

Nippers

Acme....50%
Nettleton Mfg. Co.:
Reversible Cutting....40%
Smith's cutting....50%
Todd's cutting....50%

Nut Crackers

₱ Gro
Acme, Japanned, $30.00....40%
Acme, Nickel Plated, $3.00....30%

Nuts

Cold Punched:

	Off List
Mfrs. or U. S. Standard.	
Square, blank	$4.80
Hexagon, blank	5.10
Square, blank, C. T. & R	5.10
Hexagon, blank, C. T. & R	5.70

Hot Pressed:
Mfrs. U. S. or Nar. Guage Standard
Square, blank....5.00
Hexagon, blank....5.40
Square, tapped....4.70
Hexagon, tapped....5.10

Oils

Linseed, city, boiled, in barrels } See "Review of Markets"
Linseed, city, raw, in barrels. } See "Review of Markets"
Out of town on spot.... } See "Review of Markets"
Calcutta, raw, in barrels.... } See "Review of Markets"
Lard, prime city, ₱ gal....72@73c
Lard, Extra, No. 1....47@49c
Lard, No. 2....40@44c

Oilers

Brass and copper....50&10
Tin or steel....65@10&70%
Chapman & Denison's: ₱ Doz
Gem....$ .50
Leader....60
Perfect oilers....1.50
Star pocket oilers....75
"Paragon," brass....50&10%
"Paragon," zinc....65&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust....70@70&10%
Zinc and tin....65@65&10%
American Tube & Stamping Co.:
Spring bottom cans....70@70&10%
Railroad oilers, etc....60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes': 40%
Hindostan, large axe....8c ₱ lb
" small " ....10c " "
Queer Creek Axe....20c " "

OIL STONES—

Pikes': 33⅓
Lily White Washita....60c ₱ lb
Rosy Red " ....60c " "
Extra " ....50c " "
No. 1 " ....40c " "
No. 2 " ....30c " "
Lily White " round edge slips....90c " "
No. 1 Washita, round edge slips....70c " "
Washita Pen Knife pieces....70c " "
No. 1 Hard Arkansas stone 3 to 5½ in. long....$2.80 " "
No. 1 Hard Arkansas stone 5½ to 8 in. long....$6.50 " "
No. 1 Soft Arkansas stone 3 to 5½ in. long....$1.50 " "
No. 1 Soft Arkansas stone 5½ to 8 in. long....$1.70 " "
Soft Arkansas, round edge slips....$2.50 " "
Hard Arkansas, round edge slips....$4.00 " "
Hard Arkansas Pocket Knife pieces....$4.00 " "

Pikes': 33⅓
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes....40%
India Oilstones, all grades and sizes....33⅓%
Queer Creek Oilstones....20c ₱ lb
Chocolate Oilstones....50c " "
Regular Hindostan....8c " " 40%
Small Hindostan....10c " "
Pike's Selling Assortments:
Assortment No. 1....$30.00 net
" " 2....12.00 "
" " 3....15.00 "

Packing, Steam

RUBBER—

Boston Belting Co.:
Phoenix, net ₱ lb....50c
Plumbago....50%
Pure Packing, "Excelsior"....50%
Extra....60%

MISCELLANEOUS— ₱ Lb

American Packing....8@10c
Cotton Packing....16 @25c
Italian Packing....9½@12c
Jute....4½@5c
Russian Packing....8½@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₱ doz	$ 4.00
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	"	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	5.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO— ₱ Doz

Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's:	₱ Gro
Carpenter's	$3.17@3.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.37
Colored lumber	9.00
Black artists	9.37
Colored	4.38@7.50
Assortment boxes	1.31@3.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 28, 1899....70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire....50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.)....35&2½%
Bench, first quality....35@35&10%
Bench, second quality....45@45&40%
C. E. Jennings & Co....50&10%
Molding....30@30&10%

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IRON PLANES—
C. E. Jennings & Co., iron.....50&10%
Sargent's.....60@60&10%
Standard Tool Co.....50@60&5%
Stanley Rule & Level Co.:
Bailey's.....35%
Miscellaneous.....30&5%

PLANE IRONS—
Buck Bros.....30%
C. E. Jennings & Co.....16⅔&10%
Stanley R. & L. Co.....35%
L. & I. J. White.....20&5@25%

Pliers and Nippers

Acme Nippers.....50&5%
Button.....75&10%
Cronk & Carrier Mfg. Co.:
American Button.....75&10%
Cronk's.....60%
Stub's Pattern.....50%
Combination and o hers.....33⅓%
Heller's Farriers' Nippers, Pincers and Tools.....40&10@40&10@10%
The Nettleton Mfg. Co. Reversible Cutting Nippers.....40%
P. S. & W. Tinners Cutting Nippers...40%
Utica Drop Forge & Tool Co.:
Pliers and Nippers, all kinds.....40%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co.....33⅓%

Plumbs and Levels

Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....25&10%
Disston's Plumbs and Levels.....60&10%
Disston's Pocket Levels.....60&10%
C. E. Jennings & Co.'s Iron.....33⅓%
C. E. Jennings & Co.'s Iron, Adjustable.....40&7½%
Stanley R. & L. Co.....40%
Stanley's Duplex.....35%
Woods' Extension.....33⅓%

Poachers

See Egg Poachers.

Police Goods

Tower & Lyon.....25%

Polish Metal

Prestoline Liquid, new list.....40%
Prestoline Paste.....40%
George William Hoffman
U. S. Metal Polish Paste, 3 oz boxes, ₱ doz.....$ .50
₱ gross.....4.50
¼ pound boxes, ₱ dozen.....1.25
1 pound boxes, ₱ dozen.....2.25
U. S. Liquid, 3 oz cans, ₱ dozen.....1.25
₱ gross.....12.00
Barkeeper's Friend Metal Polish ₱ dozen.....1.75
₱ gross.....18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ₱ lb.....10c
Black Eagle, liquid, 10 oz. cans, ₱ doz.....75c
Black Jack paste, ¼ lb cans, ₱ gross.....9.00
Black Kid paste, 5 lb can, each.....65c
Ladd's Black Beauty, ₱ gross, $10.00.....50%
Joseph Dixon's, ₱ gross, $5.75.....10%
Dixon's Plumbago, ₱ lb.....8c
Fireside, ₱ gross.....2.50
Gem, ₱ gross, $4.50.....10%
Japanese, ₱ gross.....3.50
Jet black, per gross.....8.50
Peerless Iron enamel, 10 oz. cans ₱ doz.....1.50
Wynn's:
Black silk, 5 lb. pail, each.....70c
Black silk, ¼ lb. box, ₱ doz.....1.00
Black silk, 5 oz box, ₱ doz.....75c
Black silk, ½ pint liquid, ₱ doz.....1.00

Poppers, Corn

Square.	₱ Doz	₱ Gro
1 qt.		$ 8.00
1½ qt.		10.00
2 qt.		12.00

Post Hole Diggers

Avery's "Neverbreak" ₱ doz. $24.00....60%
Disston's Samson Digger, ₱ doz. $84..25%
Kohler's:
Little Giant.....₱ doz., net $12.00
Hercules.....“ “ 10.00
Invincible.....“ “ 9.00
Pioneer.....“ “ 7.20
Universal.....“ “ 14.00
New Champion.....“ “ 5.00
Rival.....“ “ 8.00
Ryan's.....₱ doz., $20.00 25%
Iwan's: ₱ Doz
Split handle.....net $7 25
Perfection.....“ 8.25
Rockford Tack & Nail Co.:
Rockford brand.....₱ doz., “ 6.50
Atlas pattern.....“ “ “ 7.50

Post Hole Augers

Iwan's Patent improved.....40&5%
Vaughan's, 4 to 9 in.....“ “ 6.00

Potato Hooks, Etc

Hoe Down Hooks.....75&10&2%
Hop Hooks.....60&10&2½%
Potato Hooks.....70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles.....33⅓%
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00.....25%
Disston's Pruning Hook, ₱ doz., $12.00..25%
Smith's:
Pruning Shears.....60&10%
Rockdale Pruners.....33⅓%
Standard Tree Pruners.....75%
E. S. Lee & Co's. Pruning Tools.....40%
P. S. & W. Co's. Shears.....33⅓%
Waters' Tree Pruners.....75&10%

Pulleys

Awning.....60@60&10%
Axle.....50&10@60%
Brass screw.....45&10%
Ceiling.....50@10&60%
Clothes line, Japanned.....60
Common Sense.....60%
Dumb Waiter.....60 @60&10%
Fompre Sash Pulley.....60%
Rice sizes 1, No. 3, 7, 2 in. ₱1 doz.....50%
Grand Rapids," all steel.....50%
Hay Fork, swivel eve., ₱ doz., 4 in., $3.75; 6 in., $5.00.....55%
Hay Fork, Harts, 4¼ in., ₱ doz., $6.00 50&10%
Hay Fork, 5 in., solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00.....40%
Side, Anti-Friction.....60%
Shade rack.....45%
Upright.....50&10@50&10&10%

Pumps

Cistern, best grades.....60%
Pitcher Spout, best grades.....75&5@75&10%
Power Pumps, Myers'.....
Spray Pumps, Myers.....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz.....$ 7.50
Mechanical, net ₱ doz.....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....15.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....15.00
No. 6¾, Fig. 307, 3½ in. Deep Well Pump.....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....15.00
No. 32, Fig. 523, 3 in. Deep Well Pump.....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....14.00
No. 59, Fig. 332, 3½ in. Shallow Well Punip.....17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump.....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3½ in. Lift Pump..11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 181, Fig. 510, 3½ in. Lift Pump..8.50
No. 225, Fig. 389, Windmill Pump...12.50
No. 235, Fig. 408, Windmill Pump...16.00
No. 240, Fig. 408, Regulator Pump..25.00
No. 302, Fig. 477, Spray Pump, complete.....11.50
No. 330, Fig. 547, Knapsack Spray Pump.....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 518, Low Down Tank Force Pump, net.....5.00
No. 320, Fig. 492, Bucket Spray Pump, net.....2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive.....50%
Morrill's.....50%
Niagara Hollow.....40%
Niagara Solid.....55&10%
Saddlers' or Drive, good.....60@65&10%
Snells' Tinners'.....40&5%

Rail

Barn Door, Light, Inches... ¼ ⅜ ½
₱ 100 feet.....$1.40 1.95 2.80
Barn Door, "None Better" No. 1, ₱ ft...3½c
Barn Door, "None Better" No. 2, ₱ ft.....4c
B. D. for N. F. Hangers:
Angular, ₱ ft., 6c.....70%
Double Flange, ₱ ft., 8c.....70%
Cronk's: ₱ Ft
O. N. T. style, No. 18.....2½c
Double braced, No. 10.....2½c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net.....$2.75
O. N. T. 1¼ in., net.....3.00
O. N. T. 1½ in., net.....4.00
Hinge Hanger, 1 in., ₱ 100 ft.....3.50
“ “ 1¼ “ “ “ “.....3.98
Stowell's Wrought steel.....25%
Sliding Door, Bronzed Wrought iron, ₱ ft.....6½c
Sliding Door, Steel, Brass Plated, ₱ ft..5½c
Sliding Door, Wrought brass, 1¼ in ₱ lb. 35c.....25@30%
Victor Track Rail, 7c ₱ ft.....60&10&2½%

Rakes, Etc

Cronk's:
Malleable.....70&10%
New Champion.....$3.75, 4.00, 4.25 net
Victor.....$3.00, 3.25, 3.50 net
Anti-Clog Lawn.....$4.00 net
Never Break Garden.....75&10%
Queen City Lawn.....40%
Kohler's: Net
Lawn Queen, 20.....$3.15
“ “ 24.....3.25
Jumbo Lawn, 36.....5.40
Paragon (wood head).....2.50
Steel Garden, 10th.....2.00
“ “ 12th.....2.10
“ “ 14th.....2.25
“ “ 16th.....2.40

Rasps, Horse

Disston's.....75%
New Nicholson Horse Rasp.....70&10@75%
See also Files.

Razors

Electric.....List Net
Boracic.....60%
Fox.....40%
J. R. Torrey Razor Co.....20%
Wostenholm & Butcher, $10.00 to £.....10%

Razor Hones

Pike Mfg. Co.:
Belgian German and Swaty, all sizes...50%
Pike's Selling Assortments:
Assortment No. 1.....$18.00 net
“ No. 2.....10.00 net

Registers and Ventilators

HOT AIR—
New list, July 1, 1903:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated.....66⅔@70%
White Porcelain.....60%
Solid Brass and Bronze Metal.....40&10%

Revolving Chimney Tops

Iwans' Volcano.....55%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ₱ doz.....$9.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—
Belt with Burrs.....33⅓@30&10%
Hose with Burrs.....33⅓@30&10%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners.....70&10%
Miscellaneous.....70@10%

Rivet Sets

Regular list.....70%

Rollers, Stay

Cronk's:	Nos	50	55	56	60	65
₱ Dozen		.90c	.80c	.75c	.75c	.75c

Rope

Cotton Rope:	₱ Lb
Best ¼ in. and larger	16½@18c
Medium	15½@16½c
¼ in. and larger	
Common	10½c

Jute Rope:
No. 1 grade.....8½@9c
No. 2 grade.....8@8½c
Manilla Pure:
7-16 in. and larger.....18½c
¼ in.....14c
⅛ and 5-16.....14½c
Sisal, Pure:
7-16 in. and larger.....9½c
¼ in.....9½c
⅛ and 5-16 in.....10½c

Root Cutters

Lane's.....25%

Rules

Athol, Steel.....33⅓%
Boxwood.....60&10@60&10&10%
Ivory.....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood.....35&10%
“ steel.....33⅓&10%
Lufkin's:
steel.....50&10%
Lumber.....60%
Miscellaneous, Stanley's.....60%

Sad Irons

DOVER ASBESTOS—
Polishing.....50%
Pressing.....50%
Laundry.....45%
Sleeve.....50%
Tourist.....50%
Toy.....50%
Blacklock:
Plain black in cases, ₱ 100 lbs.....$2.75
Bronze finished in cases, ₱ 100 lbs.... 3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs..... 3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa. New List. 12½&7½%

Safety Fuse

See Fuse.

Safety Lifts

Burr Mfg. Co., steel.....70&10&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth.....50&10%
Garnet paper.....25%
Flint and emery paper.....50&10@60%

Sash Balances

Caldwell Mfg. Co.....50%
Pullman.....50&10@60%
Victor bronze.....75%
Victor steel.....70%

Sash Chain

Competition.....50&10%
Giant.....40%
Pullman bronze.....60%
Pullman copp steel.....60&10%
Royal metal.....60%

Sash Cord & Weight Fastener

Ives.....40%

Sash Cord

Cable Laid Italian, ₱ lb.....16@18c
Cable Laid Russia, ₱ lb.....15c
Common India, ₱ lb.....10@10½c
Patent Russia, ₱ lb.....14c
Patent India, ₱ lb.....12 1-2@13c
Silver Lake:
A Quality, drab, ₱ lb.....45c
A Quality, white, ₱ lb.....40c
B Quality, drab, ₱ lb.....40c
B Quality, white, ₱ lb.....35c

Sash Fasteners

Imperial.....33⅓%
Sash rollers.....70%
Ives casement fasteners.....40%
Champion.....50%
Monitor, steel.....25%
Shutter sheaves.....60%
Window screen sash lifts.....33⅓%

Sash Locks

Champion meeting rail.....50%
Champion side.....60%
Ives' patent:
Bronze and Brass.....60%
Crescent.....40&20%
Iron.....62½%
Window ventilating.....55%
Robinson pat. ventilating sash lock..33⅓%
Wrought bronze and brass.....55%
Wrought steel.....55%
Paysons Signal.....30%
Pullman patent ventilating.....25%

Sash Weights

Ton lots at factory (Eastern).....$30.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....30%

Saws

Atkins:
Band to 14 in. wide.....60%
Band ¼ to 5-16 in. wide.....50%
Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws.....30&10&10%
Disston's:
Circular, solid and inserted tooth.....50%
Band 3 in. to 16 in. wide.....60%
Band ¼ in. to 1¾ in.....60%
Cross cuts.....45%
Narrow cross cuts.....50%
Mulay, mill and drag.....50%
Framed wood saws.....25%
Wood saw blades.....25%
Wood saw rods.....20%
Hand saws, Nos. 12, 99, 9, 16, D100, D65, 120, 76, 77, 8.....25%
Hand saws, Nos. 7, 107, 107½, 3, 1, 0, 00, combination.....30%
Compass, keyhole, pruning, dovetail, &c.....25%
Butcher saws and blades.....30%
C. E. Jennings & Co's.:
Butcher.....30&10%
Hand Panel, rip & other saws..30&3½&10%
Peace:
Cross cuts.....50%
Hand panel and rip.....30%
Richardson:
Circular and mill.....50%
X cuts.....50%
Hand saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—
Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines..10%
Sterling Saw Machines.....10%
Sterling hack and saw blades.....25%
Sterling hack saw frames.....25%
Disston's:
Concave blades.....25%
Keystone flex. back and mach. blades.25%
Hack saw frames.....30%
Griffin's:
Complete.....40&10%
Saw blades.....35&5&10%
Star, saws and blades.....15&10%

Saw Filer

Disston's D8 Clamp and Guide, $30.00 ₱ doz.....30%

Saw Frames

C. E. Jennings & Co.....20%
Richardson's Wood.....net
Sterling.....25%

Saw Sets

Atkins,
Criterion saw sets, ₱ doz.....$6.00
Excelsior saw tools No. 1, ₱ doz.....4.80
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever.....20%
Kohler's:
"Giant Royal," ₱ doz. net.....$7.50
"Royal," ₱ doz. net.....4.50
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63.....50%
Cross cuts, Nos. 3 & 4, $30.63; 5, $30.00..50%
Richardson's.....25%
Seymour Smith & Son, hammer, ₱ doz..$4.75
Stillman's, ₱ doz.....1.00
Taintor's Positive, $18.00 ₱ doz.....60%

Scales

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' triple scales.....50%
Family, Turnbull's.....50@50&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform, plain.....$1.80@$2.00
Striped.....$2.00@$2.20
Pelouze.....50%

Scale Beams

Chatillon's No. 1.....25%
Chatillon's No. 2.....25%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.) $6.00...45%
Box, 1 handle, ₱ doz.....$2.00@$2.25
Box, 2 handle, ₱ doz.....$2.50@$2.60
Foot.....55&5@60&5%
Ship, Common, ₱ doz., net.....$2.40
Ship, R. I. Tool Co.....10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz.....$3.00

Screw Drivers

Brace Screw drivers.....25&10&5%
Buck Bros.....30%
Screw Driver Bits.....45@50%
Champion.....40%
Disston's Flat Blade, electric, telegraph and cabinet makers.....70%
Electric spiral, No. 01, ₱ doz., net.....$6.00
Electric spiral, No. 02, “ “ “ 5.00
Ellrich's socket and ratchet.....40&10%
Fray's hollow hdle sets, No. 3, $12.00.....50%
C. E. Jennings & Co., No. 285.....40&10%
Jennings & Griffin.....66⅔%
Sargent & Co's.:
No. 1 forged blade.....50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw Driver bits (Snell's) ₱ doz.....60c
Stanley R. & L. Co's.:
No. 64, varnished handles.....60&10%
No. 86.....70&10%
Victor.....55%
Deflancio.....70%
Snell's No. 5.....75&5%
No. 10.....75&10&10%
Nos. 20 and 30.....60&10&10%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Belsley's patent.....33⅓%

Screws

WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point.....87½&5%
Iron, bright flat head.....87½&5%
Iron, bright round and oval head.....85&5%
Brass, flat head.....85&5%
Brass, round head.....80&5%
Bronze, flat head.....77½&5%
Bronze, round head.....75&5%
Nickel Plated, iron flat head.....77½&5%
Nickel Plated, iron round head.....77½&5%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50@50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99.....75&5%
Hand Rail.....70&10@75%
Lag screws, list Oct. 1, 1880.....75&10%
Cone Point.....75&10%

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BENCH, HAND, ETC—
Bench, iron, ₱ doz.....1 in., $2.50@$2.75
1¼, $5.00@$5.25; 1½, $6.50@$6.75
Bench, wood, beech.....25@25&5%
Hand, wood.....25@25&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

₱ Doz
Cronk's.....$6.00
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush.....40%

Scythe Rifles

2-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones

₱ Gro
Pike's Selling Assortments:
Assortment "A".....$4.75 net
" "B".....$3.75 net
No. 1, Indian Pond.....$ 7.00
No. 2, " " 4.50
White Mountain..... 9.00
Black Diamond..... 12.00
Lamoille..... 11.00
Green Mountains..... 6.00 } 40%
Leader Red End..... 4.50
Willoughby Lake..... 9.00
Extra Quinnebog..... 7.00
Pike's Corundum..... 18.00
" Quick Cut Emery..... 10.00

Seeders

Raisin, Enterprise.....35@30%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutler Co.:
N. P. Straight Trimmers.....68¾%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....10%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....10%

Shears, Hedge

Wm. Wilkinson & Sons.....50%

Sheep Shears

Wilkinson's:
1900 List.....30&10&5%

Sheaves

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10&80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15, 1902.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Snow Shovels

Long Handles.....$3.75@$3.00
Black D Handles.....$3.25@$3.50

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Skate Sharpeners

Eureka.....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools

Plumbs.....60%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....35%
Kraut cutters, 24x7, 26x8, 30x9.....35%
Kraut cutters, 36x13, 40x13.....35%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.@$20.00
2 knives, ₱ gro.....$33.50@$30.00
Kraut cutters.....40%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers

Vegetable, Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@66⅔
Covert Mfg Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps....80&2%
Breast strap protector.....45%
Double for hits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&2%
Rope snaps.....40%
Yankee snaps.....30& 5

Scythe Snaths

National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓

Spoons and Forks

SILVER PLATED FLAT WARE—
International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10%
German silver, unplated.....60@60&5%
KNIVES AND FORKS, NO. 12—
₱ Doz. Net
"1847".....$8.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....2.75

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels, new list.....67½%
Try square and T bevel.....60&10&5@70%
Winterbottom's Try and Mitre:
Iron Handle.....35%
Wood Handle.....40%
Nickel-pl'ted, new list, Jan. 5, '00.70&7½@75%
Steel and iron.....70&7½@75%

Staples

Barbed blind, ½, ⅝, & ¾ in., ₱ lb...6@6½c
Poultry Netting.....3½@3½c

FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₱ doz.....$1.00
" " 55 " " " 80c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels

Chatillon's "Dicks".....30%
Foster Bros.....30%

Stocks and Dies

BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50@50&10%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%
PIPE MAKERS—
Holroyd & Co.....30@30&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Tackle Blocks

See Blocks.

Tacks, Finishing Nails, &c

New List, May 1, 1905.
American Carpet Tacks.....90&30%
American Cut Tacks.....90&30%
Swedes Cut Tacks.....90&30%
Swedes Upholsterers'.....90&40%
Gimp Tacks.....90&40%
Lace Tacks.....90&40%
Trimmers' Tacks.....90&30%
Looking Glass Tacks.....65%
Bill Posters' & Railroad Tacks.....90&45%
Hungarian Nails.....80&20"—%
Finishing Nails.....70@—%
Trunk and Clout Nails.....80%

NOTE.—The above prices are for Standard Weights. An extra 5% is given on Medium Weights, and an extra 10&5% is given on light weights.

MISCELLANEOUS—
Double Point, in dozens.....80&tens

Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring

Edd's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Tap

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....30&20%
Pipe, 2 to 3 in.....30&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Timber Scribes

Bemis & Call's.....30%

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trace Holders

Fernald's, ₱ doz. pairs.....net $1.25

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....60&10%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—
Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50
GAME—
Enterprise Mole..: .....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₱ doz.....$18.25
No. 3, Rat, ₱ doz., $3.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" " 4, " " " 24.00

Trowels, Mechanics

Brade's Brick.....30%
Disston's:
Brick and Pointing.....25%
Plastering.....20%
"Standard Brand" and Garden.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plast'ring & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$4.80
" " Tinned, ₱ gross, net..... 6.00
Wood Hdl., ₱ gross, net..... 4.80
Disston's.....30%
Avery's, net ₱ gro.....$6.00

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....50&10%
Solid box.....50&10%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Honney's Champion.....40&10
Holland's.....40%
Howard's.....40%
Little Giant Bench.....35&3½
Lowell Hand.....33⅓
Massey:
Perfect.....15%
Clincher.....35%
Wood-working.....15%
Planer.....15%
Comb. Pipe.....15%
Millers' Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....30&25%
Sargent's.....40%
Sneliker's.....30@33⅓%
Stephen's.....30&33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%
SAW FILERS
Bonney's No. 1 & 2.....40%
Wentworth's.....40&10&50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&3%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Water Motors

Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching

Covert Mfg. Co.....40&2%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....Net List
Bright Wire Goods:
New list June 24, 1903.....20&25%
Cast steel wire.....50%
Copper wire.....10%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60@60&10%
Market Wire, Bright or Annealed:
Nos. 0 to 9.....80%
Nos. 10 to 18.....80&2½%
Nos. 19 to 26.....80&7½%
Nos. 27 to 36.....80&2½%
Galvanized:
Nos. 15 to 26.....75%
Coppered:
Nos. 6 to 14.....75&5%
Nos. 15 to 18.....72½&10%
Tinned:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&7½%
Cast steel.....50%
Picture wire, list of Oct. 2, 1900.....85&10@85&10&10%
Stub's steel wire.....$6.00 to$ 33⅓

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....30@30&5%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.30

Wire Rope

Bright.....45&2½%
Iron, galvanized.....37½&2½%

Wire Rope Clips

Crosby.....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.50

Wrenches

Agricultural.....75@75&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50&5%
Bemis & Call's:
Briggs pattern monkey.....40%
Merrick " 50%
Steel Handle " 50%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Improved Adjustable, S nut.....40%
" " S pipe.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5&60&10%
Donohue's engineer.....70%
Eagle pipe.....50&10%
Stillson pipe.....40&5%
Acme.....60@60&10%
Hercules.....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Abrasives
Pike Mfg. Co., Pike, N. H.
Tanite Co., Stroudsburg, Pa.

Adzes
National Cutlery Co., Detroit, Mich.
Peck Edge Tool Co., Cohoes, N. Y.

Agricultural Implements
American Fork & Hoe Co., Cleveland, O

"Always Sharp" Calks
Always Sharp Calk Mfg. Co., Jersey City, N. J.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

"Atlantic" Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits
C. E. Jennings & Co., New York

Automatic Door Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Automatic Shears and Scissors
Davies Automatic Shear Co., New York.

Automobiles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Axes
National Cutlery Co., Detroit, Mich.
Peck Edge Tool Co., Cohoes, N. Y.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Bank Locks
The Yale & Towne Mfg. Co., New York.

Barb Wire
Fuller Bros. & Co., New York

Barn Paints
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Accessories
Forsyth Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Blind Hinges
Parker Wire Goods Co., Worcester, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Bolt and Screw Cases
American Bolt and Screw Case Co., Dayton, Ohio.

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York

Box Hooks
Patterson, Gottfried & Hunter, Ltd., New York.

Box Straps
Cary Mfg. Co., New York

Braces, Carpenters
C. E. Jennings & Co., New York

Brackets, Lace Curtain
Kenvin & Cummings Co., Philadelphia, Pa.

Brackets, Lamp
Kenvin & Cummings Co., Philadelphia, Pa.

Brackets, Shelf
Piqua Bracket Co., Piqua, Ohio

Brackets, Window Shade
Kenvin & Cummings Co., Philadelphia, Pa.

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"
Atlantic Stamping Co., Rochester, N. Y.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.
The Yale & Towne Mfg. Co., New York

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Butchers' Machinery
Cleveland Butchers' Supply Co., Cleveland, O.

Butchers' Scales
John Chatillon & Sons, New York

Butts, Door
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinet Hardware
The Yale & Towne Mfg. Co., New York.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Calks
Always Sharp Calk Mfg. Co., Jersey City, N. J.

Can Openers
Ellis Mfg. Co. Milldale, Conn.
A. F. Meisselbach & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Stretcher and Tack Hammer Combined
Richard W. Montross, Galien, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriage Trimmers' Clips
U. S. Clothes Pin Co., Montpelier, Vt.

Carriers, Hay
F. E. Myers & Bro., Ashland, O.

Casters
Faultless Caster Co., Nebraska City, Neb

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chain Blocks
The Yale & Towne Mfg. Co., New York.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Oneida, N. Y.

Chains, Halter
Oneida Community, Ltd., Oneida, N. Y.

Chains, Sash
Oneida Community, Oneida, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers
Coates Clipper Mfg. Co., Worcester Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York

Clothes Pins
U. S. Clothes Pin Co., Montpelier, Vt.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coaster Wagons
Wabash Mfg. Co., Wabash, Ind.

Coat, Hat and Ceiling Hooks
Parker Wire Goods Co., Worcester, Mass.

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Combination Squares
A. W. Hight, Toledo, O.

Conductor Pipe
American Steel Roofing Co., Middletown, Ohio.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Knives
Wilkinson Shear & Cutlery Co., Reading, Pa.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Countersinks
C. E. Jennings & Co., New York

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Creamery Tin Ware
Atlantic Stamping Co., Rochester, N. Y

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Cutlery
Davies Automatic Shear Co., New York
Trout Hardware Co., Chicago, Ill.

Cutlery Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
Belden Machine Co., New Haven, Conn
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers
Taylor & Boggis Foundry Co., Cleve., O.

Diamond Tools
The Tanite Co., Stroudsburg, Pa.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Check and Spring (Blount)
The Yale & Towne Mfg. Co., New York.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.

Door Pulls
Parker Wire Goods Co., Worcester, Mass.

Draught Springs
Beecher Draught Spring Co., New Haven, Conn.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Keuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.

Drawing Knives
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Drills, Brick and Stone
Star Expansion Bolt Co., New York.

Drop Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

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Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa

Edge Tools
Peck Edge Tool Co., Cohoes, N. Y.
L. & I. J. White Co. Buffalo, N. Y.

Electric Cooking and Heating Apparatus
Prometheus Electric Co., New York.

Elevators
Eaton & Prince Co., Chigcao, Ill.
Kimball Bros. Co., Council Bluffs, Iowa.

Emery
Oriental Emery Co., New Haven, Conn.
The Tanite Co., Stroudsburg, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Glue
The Tanite Co., Stroudsburg, Pa.

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.
Patterson, Gottfried & Hunter, Ltd., New York.

Enameled Wiring Rings
Star Expansion Bolt Co., New York.

Envelope and Stamp Lubricators
Pelouzé Scale & Mfg. Co., Chicago

Expansion Bolts
Star Expansion Bolt Co., New York.

Fans (Ventilating, Ceiling)
The A. Rosenberg Co. Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.

Fences, Wire and Iron
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Ohio Structural Iron Co., Sandusky, O.
Van Dorn Iron Works Co., Cleveland, O.

Files
G & H. Barnett Co., Philadelphia
Carver File Co., Philadelphia, Pa.
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
Martin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Escapes
Ohio Structural Iron Co., Sandusky, O.

Fishing Reels
A. F. Meisselbach & Bro., Newark, N. J.

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Phila., Pa.

Foot Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forging Drops
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
Alaska Freezer Co., Winchendon, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Richmond Cedar Works, Richmond, Va.
White Mountain Freezer Co., Nashua, N. H.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Fry-Pan Lids and Pot Covers
Kitchen Specialty Mfg. Co., Reading, Pa.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y.

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Cooking Ranges
Albany Foundry Co., Albany, N. Y.

Gas Heaters
Albany Foundry Co., Albany, N. Y.

Gas Industrial Appliances
Albany Foundry Co., Albany, N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gas Ranges
Albany Foundry Co., Albany, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Schooley Novelty Co., Homestead, Pa.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
C. E. Jennings & Co., New York.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Government Contracts
U. S. Government Advertiser, Washington, D. C.

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Catchers
Specialty Mfg. Co., St. Anthony Park, Minn.

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grass Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grinding Machines
The Tanite Co., Stroudsburg, Pa.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Trout Hardware Co., Chicago, Ill.

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saw Frames
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Cheney Hammer Co., Little Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand and Foot Power Grinders
Royal Mfg. Co., Lancaster, Pa.

Handles, Tool
Berger Bros. Co., Philadelphia

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware
Trout Hardware Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Forsyth Mfg. Co., Buffalo, N. Y.
Franklin Specialty Co., Reading, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Parker Wire Goods Co., Worcester, Mass.
Taylor & Boggis Foundry Co., Cleveland, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.
Peck Edge Tool Co., Cohoes, N. Y.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.

Hay Racks
Ohio Structural Iron Co., Sandusky, O.

Hedge Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co. Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hitching Posts
Ohio Structural Iron Co., Sandusky, O.

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn
Standard Horse Nail Co., New Brighton, Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Horse Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City N. J.

Hot Pan Lifters
E. L. Watrous Mfg. Co., Des Moines, Ia.

Household Specialties
Forsyth Mfg. Co., Buffalo, N. Y.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
Alaska Freezer Co., Winchendon, Mass.
North Bros., Mfg. Co., Philadelphia
Richmond Cedar Works, Richmond, Va.
White Mountain Freezer Co., Nashua, N. H.

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.

Importers
S. Guiterman & Co., Ltd., London and New York.

Inclinometers
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Kerosene Furnaces
Barthel Blow Lamp Co., Boston, Mass.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Knife Sharpeners
Luther Bros. Co., North Milwaukee, Wis.
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.

Ladders (Rolling)
Bicycle Step Ladder Co., Chicago,

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Landing Nets, Ring, Staff
A. F. Meisselbach & Bro., Newark, N. J

Lawn Fences
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O
Ward Fence Co., Marion, Ind.

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Reading Hardware Co., Reading, Pa.
Worcester Lawn Mower Co., Worcester, Mass.

Lawn Mower Grinders
Root Bros. Co., Plymouth, Ohio.

Lawn Seats
Ohio Structural Iron Co., Sandusky, O.

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Russell-Kimball Mfg. Co., Dunkirk, N. Y.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels, Semi-Circular
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks
Yale & Towne Mfg. Co., New York.

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Rochester, N. Y.

Machinists' Supplies
Diamond Saw & Stamping Works, Buffalo, N. Y.

Machinists' Tools
Henry Disston & Sons, Inc., Phila., Pa.
Patterson, Gottfried & Hunter, Ltd. New York.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mallets
Stanley Rule & Level Co., New York

Manufacturers' Agents
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa. Phila.

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Measuring Tapes
Alfred Field & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metallic Adjustable Screens
Metallic Screen Co., Collins, Wis.

Metal Shingles
Montross Metal Shingle Co., Camden, N. J.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.

Metal Ware
Pritchard-Strong Co., Rochester N. Y.

Mills, Coffee and Spice
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.

Mitre Boxes, Steel
Goodell Mfg. Co., Greenfield, Mass.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mops
Bay State Mop Co., Woburn, Mass.

Mop Press
Goddard Mop Press Co., Akron, Ohio.

Mop Wringers
Lee Chair Co., Oneida, N. Y.

"Motor Car" (Automobile Magazine)
W. C. Pierson Publishing Co., New York

Motor Cycles and Accessories
Thomas Auto-Bi Co., Buffalo, N. Y.

Moulding Hooks
Forsyth Mfg. Co., Buffalo, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nail Pullers
Belden Machine Co., New Haven, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
Nettleton Mfg. Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans
Atlantic Stamping Co., Rochester, N. Y.
A. F. Meisselbach & Bro., Newark, N. J.

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
The Yale & Towne Mfg. Co., New York.

Painted Porch Curtains
E. H. Comey Co., Camden, N. J.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.
Trout Hardware Co., Chicago, Ill.

Paint Specialties
Eugene E. Nice, Philadelphia, Pa.

Paper Clips
Cushman & Denison, New York
U. S. Clothes Pin Co., Montpelier, Vt.

Paper Fasteners
Schooley Novelty Co., Homestead, Pa.

Patents
Davis & Davis, New York
O. J. Haegler, Philadelphia, Pa.

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Photograph Clips
U. S. Clothes Pin Co., Montpelier, Vt.

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Wrenches
Belden Machine Co., New Haven, Conn.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Plated Ware
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Plate Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishing Pastes
The Tanite Co., Stroudsburg, Pa.

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Office Lock Boxes
The Yale & Towne Mfg. Co., New York.

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Poultry Specialties
Keyes-Davis Co., Ltd., Battle Creek, Mich.

Power Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
American Fork & Hoe Co., Cleveland, O.

Ratchet Wrenches
Patterson, Gottfried & Hunter, Ltd., New York.

Razors
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razors, Safety
Gillette Sales Co., New York, N. Y.

Real Estate
David P. Taff, Topeka, Kans.

Reamers
C. E. Jennings & Co., New York

Reels, Rope
Udell Works, Indianapolis, Ind.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Removable Calks
Always Sharp Calk Mfg. Co., Jersey City, N. J.

Reversible Nippers
The Nettleton Mfg. Co., Middletown, Conn.

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Rifles
Hamilton Rifle Co., Plymouth, Mich.
Marlin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivet Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Rivets
Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates
M. C. Henley, Richmond, Ind.

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
American Sheet & Tin Plate Co., Pittsburgh, Pa.
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co., Jersey City, N. J.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.

Safety Razors
Gillette Sales Co., New York.

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sanitary Stoneware
Fulper Pottery Co., Flemington, N. J.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Hangers
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Lifts
Champion Safety Lock Co., Geneva, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Diamond Saw & Stamping Works, Buffalo, N. Y.
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co. New York

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago.

Scissors, Automatic
Davies Automatic Shear Co., New York.

Screen Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y
Peck, Stow & Wilcox Co., Cleveland, O.

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screwless Shears and Scissors
Davies Automatic Shear Co., New York.

Screws
Robert Murray, New York

Screw Drivers
C. E. Jennings & Co., New York
North Bros., Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Eyes, Screw Hooks
Parker Wire Goods Co., Worcester, Mass.

Screw Thread Rolling Machines
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.

Screw Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Screw Wrenches
Bemis & Call Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
American Fork & Hoe Co., Cleveland, O

Scythe Stones
Pike Mfg. Co., Pike, N. H.

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Seed Sowers
Cyclone Seeder Co., Urbana, Ind.

Self-Heating Flat Irons
Imperial Brass Mfg. Co., Chicago, Ill.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Sheep Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington & Richardson Arms & Tool Co., Worcester, Mass.
Marlin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Chisels
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

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Sink Brushes
Parker Wire Goods Co., Worcester, Mass.

Skewers
John Chatillon & Sons, New York

Slater' Tools
Belden Machine Co., New Haven, Conn.

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York

Snow Shovels ("Alaska")
Avery Stamping Co., Cleveland, Ohio.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Special Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Sporting Goods
Trout Hardware Co., Chicago, Ill.

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Springs, Draught
Beecher Draught Spring Co., New Haven, Conn.

Springset Shears and Scissors
Davies Automatic Shear Co., New York.

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
Henry Disston & Sons, Inc., Phila., Pa.
L. S. Starrett Co., Athol, Mass.

Squares (Universal)
The Duby & Shinn Mfg. Co., Long Branch, N. J.

Stable Fixtures
Ohio Structural Iron Co., Sandusky, O.

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y
McKinney Mfg. Co., Allegheny, Pa.

Steam Cookers and Bakers
Toledo Cooker Co., Toledo, O.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

Steel Belt Lacing
Bristol Co., Waterbury, Conn.

Steel Dies
E. L. Watrous Mfg. Co., Des Moines, Ia.

Steel Door Buttons
E. L. Watrous Mfg. Co., Des Moines, Ia.

Steel Fishing Rods
Horton Mfg. Co., Bristol, Conn.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel, Hoop and Band
Harold McCalla, Philadelphia, Pa.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Step Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill.

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York

Stove Lifters
Troy Nickel Works, Albany, N. Y.

Stove Trimmings
Troy Nickel Works, Albany, N. Y.

Strapping Belts
Ames Sword Co., Chicopee, Mass.

Strawberry Hullers
Windsor Stephens & Co., Waltham, Mass.

Stretchers, Carpet
Richard W. Montross, Galien, Mich.

Strip Steel
West Leechburg Steel Co., Pittsburgh.

Strops, Razor
Alfred Field & Co., New York

Tables, Folding
Udell Works, Indianapolis, Ind.

Tack Pullers
Ellis Mfg. Co., Millidale, Conn.

Tackle Blocks
Boston & Lockport Block Co., Boston, Mass.

Tailors' Shears
R. Heinisch's Sons Co., Newark, N. J.

Ten Cent Specialties
Franklin Specialty Co., Reading, Pa.

Terne Plates
American Sheet & Tin Plate Co., Pittsburgh, Pa.

Three-in-One Oil
George W. Cole Co., New York.

Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Tinners' and Roofers' Supplies
Berger Bros. Co., Philadelphia

Tinners' Snips
R. Heinisch's Sons Co., Newark, N. J.

Toggle Bolts
Star Expansion Bolt Co., New York.

Toilet Ware
Atlantic Stamping Co., Rochester, N. Y.

Tool Chests and Cabinets
Am. Tool Chest Co., New York, N. Y.
C. E. Jennings & Co., New York

Tool K ts
Patterson, Gottfried & Hunter, Ltd., New York.

Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia, Pa.
Patterson, Gottfried & Hunter, Ltd., New York.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.
L. & I. J. White Co., Buffalo, N. Y.

Torches
Turner Brass Works, Chicago, Ill.

Toys, Iron
Arcade Mfg. Co., Freeport, Ills.

Tool Sharpeners
Royal Mfg. Co., Lancaster, Pa.

Transom Chains
Smith & Egge Mfg. Co., Bridgeport, Conn

Traps, Rat and Mouse
Smith & Egge Mfg. Co., Bridgeport, Conn

Trouser and Skirt Hanger
Caldwell Mfg. Co., Rochester, N. Y.

Trowels
Henry Disston & Sons, Philadelphia
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Trucks, Store
John Chatillon & Sons, New York

Trunk and Suit Case Locks
The Yale & Towne Mfg. Co., New York.

Tube Expanders
Ajax Mfg. Co., Pittsburgh, Pa

Tubes, Seamless Drawn
American Tube & Stamping Co., Bridgeport, Conn.

Tubing
American Tube & Stamping Co., Bridgeport, Conn.

Turnbuckles
Columbus Bolt Works, Columbus, O.

Twist Drills
C. E. Jennings & Co., New York

Valves, Pump
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio

Varnishes
Adams & Elting Co., Chicago, Ills.
E. E. Nice, Philadelphia, Pa.

Ventilating Sash Locks
Champion Safety Lock Co., Geneva, O.

Ventilators
Berger Bros. Co., Philadelphia

Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Wagon Jacks
Covert Mfg. Co., Troy, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.

Warm Air Generators
Kelsey Heating Co., Syracuse, N. Y.

Washers, Iron and Steel
Columbus Bolt Works, Columbus, O.

Washing Machines
Blackstone Mfg. Co., Jamestown, N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
Standard Mfg. Co., Shelby, Ohio.
White Lily Washer Co., Davenport, Ia.

Wash Boilers
Atlantic Stamping Co., Rochester, N. Y.

Wash Tubs
Atlantic Stamping Co., Rochester, N. Y.

Water Filters
Fulper Pottery Co., Flemington, N. J.
Lyon Water Filter Mfg. Co., Cincinnati, O.

Water Motors
The A. Rosenberg Co., Baltimore, Md.

Well Augers
Iwan Bros., Streator, Ill.

Wheelbarrows
American Fork & Hoe Co., Cleveland, O
Bryan Mfg. Co., Bryan, Ohio

Whetstones
The Tuscarora Co., Stroudsburg, Pa.

Window Guards
Ohio Structural Iron Co., Sandusky, O.

Window Stop Adjusters
H. B. Ives Co., New Haven, Conn.

Wire, Coiled Spring
John Chatillon & Sons, New York

Wire Cloth
Buffalo Wire Works Co., Buffalo, N. Y.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire Gates, Fences and Fencing
Enterprise Foundry & Fence Co., Indianapolis, Ind.

Wire Goods
Buffalo Wire Works Co., Buffalo, N. Y.
New Jersey Wire Cloth Co., New York
Trenton, Chicago, San Francisco
Parker Wire Goods Co., Worcester, Mass.

Wire Lathing
New Jersey Wire Cloth Co., Trenton and New York

Wire, Market
Berger Bros. Co., Philadelphia
Fuller Bros., New York
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco

Wire, Music
Alfred Field & Co., New York

Wire Nails
Fuller Bros. & Co., New York

Wire Springs
John Chatillon & Sons, New York

Wire Straighteners
Chandler & Farquhar, Boston

Wire Stretcher Gates
C. F. Smith Co., DeKalb, Ill.

Wood Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.

Wood Fillers
E. E. Nice, Philadelphia, Pa.

Wood Hardware Specialties.
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New Britain Conn.

Woven Wire Stretchers
C. F. Smith Co., DeKalb, Ill.

Wrenches
Armstrong Mfg. Co., Bridgeport, Conn.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Patterson, Gottfried & Hunter, Ltd., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Wrought Butts
Bommer Bros., Brooklyn, New York
McKinney Mfg. Co., Allegheny

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ALPHABETICAL INDEX TO ADVERTISERS

A

Adams & Elting Co., The 17
Ajax Mfg. Co 66
Alaska Freezer Co 64
American Bolt & Screw Case Co 12
American Fork & Hoe Co 7
American Shearer Mfg. Co 80
American Sheet and Tin Plate Co .. 67
American Tool Chest Co 14
American Tube & Stamping Co 18
Ames Sword Co 79
Arcade Mfg. Co 17
Armstrong Mfg. Co 11
Atlantic Stamping Co 49
Automatic Adding Machine Co. 62
Automatic Sash Holder Co. ..... *
Avery Stamping Co 6

B

Baeder, Adamson & Co 10
Baker-McMillen Co., The 18
Barnett (G. & H.) Co 80
Barrett, W. L 51
Barthel Blow Lamp Co., The 58
Bay State Mop Co 4
Beecher Draught Spring Co. ..... *
Belden Machine Co ..... *
Bemis & Call Hardware & Tool Co. 79
Berger Bros. Co 79
Bicycle Step Ladder Co 49
Blackstone Mfg. Co 4
Bommer Bros 80
Boston & Lockport Block Co 4
Brammer (H. F.) Mfg. Co 64
Bristol Co., (The) 1
Bryan Mfg. Co 16
Buffalo Wire Works Co 58

C

Caldwell Mfg. Co ..... *
Capewell Horse Nail Co 80
Cary Mfg. Co 68
Champion Safety Lock Co 1
Chandler & Farquhar Co 4
Carver File Co. 80
Chatillon (John) & Sons 5
Cheney Hammer Co., Henry ..... *
Clark, Horrocks Co 51
Cleveland Butcher Supply Co. 58
Cleveland Lawn Weeder Co. 2
Coates Clipper Co ..... *
Coes Wrench Co 13
Coldwell Lawn Mower Co 11
Cole (G. W.) Co 51
Columbus Bolt Works 80
Comey (R. H.) Co 3
Cortright Metal Roofing Co. 60
Covert Mfg. Co 1
Cronk & Carrier Mfg. Co 15
Cushman & Denison Mfg. Co 51
Cyclone Seeder Co 58

D

Davies Automatic Shear Co 16
Davis & Davis 14
Diamond Saw & Stamping W'ks. 57, 80
Disston (Henry) & Sons, Inc 17
Dixon (Jos.) Crucible Co 10
Duby & Shinn Mfg. Co 11

E

Eaton & Prince Co 68
Ellis (F. E.) & Son 79
Ely (Theo. J.) Mfg. Co ..... *
Enterprise Fdy. & Fence Co 79
Enterprise Mfg. Co. of Pa 7
Erie Specialty Co 2
Eureka Chair Seat Co 55

F

Faultless Caster Co 6
Field (Alfred) & Co 4, 10
Forsyth Mfg. Co 63
Foster Bros 5
Franklin Specialty Co., The 60
Frazer Axle Grease Co. 62
Fuller Bros. & Co 2
Fulper Pottery Co. 3

G

Gem Cutlery Co. ..... *
Gillette Sales Co 45
Goddard Mop Press Co 49
Goodell Mfg. Co 42
Guiterman S. & Co., Ltd. ..... *

H

Haegler, O. J 49
Hale & Kilburn Mfg. Co., The 62
Hamilton Rifle Co 44
Hapgoods 58
Hardwaremen's Exchange 58
Harrington & Richardson Arms Co. 51
Hayward, (W. H.) 2
Heinisch's (R.) Sons Co 58
Henley, M. C 11
Hight Mfg. Co., (The) 15
Hoffmann, Geo. W 80
Horton Mfg. Co. The 67

I

Imperial Brass Mfg. Co 2
Iowa Farming Tool Co 7
Ives (H. B.) Co 1

J

Jennings (C. E.) & Co 1
Josef Mfg. Co. (E. E.) 4

K

Kampfe Bros ..... *
Kelley-How-Thomson Co. 61
Kelsey Heating Co 55
Kenvin & Cummings Co 64
Keuffel & Esser Co 3
Keyes-Davis Co., Ltd. (The) 2
Kimball Bros. Co 4
Kitchen Specialty Mfg. Co 2

L

Landay Steel Range Co. 55
Lane Brothers Co 2
Luther Bros. Co 68
Lynn Filter Co. 16

M

Magnolia Metal Co 1
Manhattan Screw & Stamping Works 53
Marlin Firearms Co., (The) 2
McCalla, Harold 4
McKinney Mfg. Co 79
Meisselbach (A. F.) & Bro 79
Metallic Screen Co., (The) 6
Miller (Frank) Co 10
Montrose Metal Shingle Co., ... 49
Montross, Richard W 66
Murray, Robert 4
Myers & Bro., F. E 2, 14

N

National Cutlery Co 7
Nettleton Mfg. Co 66
New Jersey Wire Cloth Co 12
Nicholson File Co 39
Nickel Plate Stove Polish Co 79
Niles Mfg Co 2
North Bros. Mfg. Co 10

O

Ohio Structural Iron Co 14
Oneida Community 1, 9
Oriental Emery Co. 2

P

Parker Wire Goods Co. 1
Patterson, Gottfried & Hunter, Ltd. 60
Peck Edge Tool Co 2
Peck, Stow & Wilcox Co. 37
Pelouze Scale & Mfg. Co 60
Philadelphia Lawn Mower Co., The 62
Pierson (W. G.) Publishing Co 53
Pike Mfg. Co, ... 1
Piqua Bracket Co 3
Pitkin George W. Co. 61
Prentiss Clock Improvement Co ..... *
Pritchard-Strong Co. (The) 1
Prometheus Electric Co. The 66

R

Reading Hardware Co. 14
Richmond Cedar Works 65
Rochester Lunch Box Mfg. Co 16
Rodgers (Joseph) & Sons 4
Root Bros. Co 51
Rosenberg Motor & Mfg. Co. (The A.) 1
Royal Mfg. Co 68
Russell-Kimball Mfg. Co., ... *

S

Schooley Novelty Co 60
Schwerdtle Stamp Co 2, 51, 60
Smith (C. F.) Co. 60
Smith & Egge Mfg. Co 18
Snowflake Axle Grease Co 4
Specialty Mfg. Co., (The) 14
Sprague Correspondence School of Law, The 10
Standard Horse Nail Co 80
Standard Mfg. Co. 37
Stanley Rule & Level Co. 39
Star Expansion Bolt Co 1
Starrett (L. S.) Co 18
Stevens (J) Arms & Tool Co 1
Stephens (Windsor) & Co. 59
Stowell Mfg. Co 4, 11, 60

T

Taff (David P.) 52
Tanite Co. (The) 66
Taylor & Boggis Foundry Co 12
Thomas Auto-Bi Company, The 53
Toledo Cooker Co 59
Townsend, C. C. & E. P 1
Trout Hardware Co. 59
Turner Brass Works, The 58

U

Udell Works 12
U. S. Clothes Pin Co 80
U. S. Government Advertiser 50

V

Van Dorn Iron Works 79
Voorhees Rubber Mfg. Co 8

W

Wabash Mfg Co. 8
Walworth Mfg. Co 1
Waterbury Farrell Foundry Machine Co 80
Watrous (E. L.) Mfg. Co 58, 60
Watson, (N. A.) 2
West Haven Mfg. Co 1
West Leechburg Steel Co 60
White (L. & I. J.) Co 8
White Lily Washer Co 11
White Mountain Freezer Co. The .. 65
Wilkinson Shear & Cutlery Co. The 66
Wilkinson (A. J.) & Co 1
Withington & Cooley Mfg. Co. 7
Worcester Lawn Mower Co 70

Y

Yale & Towne Mfg. Co. The ..... *

* Appear every other issue.

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HANGERS



HINGED, ROLLER BEARING AND BROAD

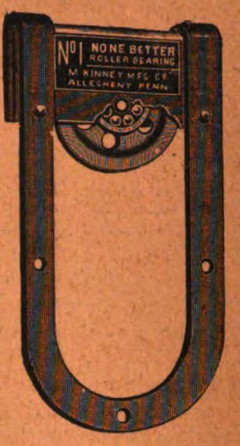
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"NONE BETTER"

STRAP, T and BUTT HINGES

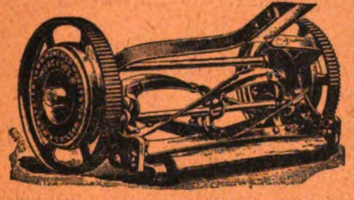
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Pittsburg, Pa.



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Our New Catalog shows them in colors —just as they are. Send for it and prices.



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Selling Agents, J. C. McCARTY & CO.
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NO. 4 MONARCH TACK PULLER
Made of steel—not castings. National Hardware Co., 84 Chambers St., N. Y., carry a stock of them.
F. E. Ellis & Son, Milldale, Conn



The "COLUMBIA" Can Opener works Around--

the extreme edge of a can—Never slips—Never tears. It always leaves a *clean cut* edge. If you want to handle the Hardiest and Best Sec. Can Opener on the market—Send for the circular and trade discounts.

It'll pay you to do so!
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FOR ALL PURPOSES



CEMETERY FENCES A SPECIALTY
WE PROTECT THE DEALER
SEND FOR CATALOGUE.
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PRISON, HOUSE AND STABLE WORK.

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VAN DORN IRON WORKS CO.,
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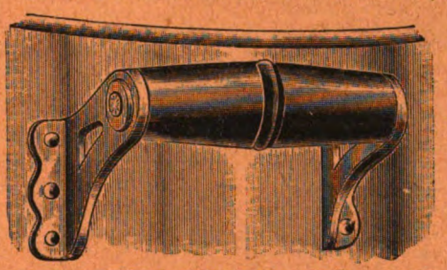
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The BEST Air Drying Iron Enamel Made.

Try a 1-Dozen Case From Your Jobber.

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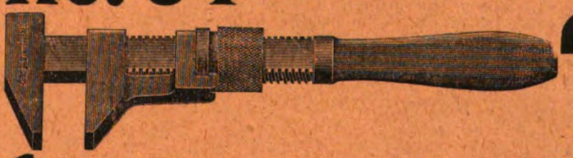
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No. 2. Regular size for square boilers.

No. 3. Extra heavy for oval boilers. Can be shaped to fit square end boilers. Write for price.

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No. 54 *Steel Nut Wrench*



Excels in strength and durability. Head bar and shank of one piece steel forging.

Is water—steam—mud—proof; practically indestructible.
Seven sizes, 6 inches to 18 inches. Write for prices.

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Are "Best by Test"—Best made—best advertised — quickest sold. "Repeat orders" follow—always. Try a sample order and see.

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The springs never go Lame.



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FILES OF QUALITY

FILES

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attractive dress. Send for Sam

VOL. XXXIV
NO. 12

HARDWARE

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and 30-page Catalogue of
WINDOW HARDWARE SPECIALTIES
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All hardware dealers should carry this draw knife in stock.
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No.	Weight	Range	Capacity
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502	7 lbs.	13 to 19 in.	10,000 lbs.
503	12 lbs.	14¼ to 23¾ in.	20,000 lbs.



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for WASHING MACHINES
List Price $8.75
Only 30 pounds pressure required for machines similar to the Majestic.
Sold by prominent Hardwaremen.
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Parker Wire GOODS COMPANY
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GENERAL AND SPECIAL Wire Hardware
WRITE US FOR PRICES

RIVETS & WIRE NAILS.



C. C. & E. P. TOWNSEND,
New Brighton, Penn.

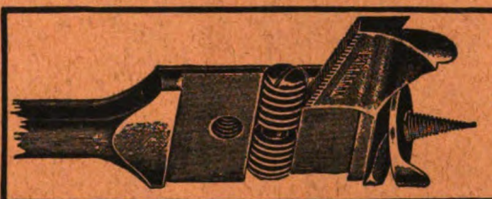
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ONE GRADE, ONE QUALITY ONLY.
CHEAPER and better than "Genuine Babbitt." Lasts longer with less friction. Saves oil, fuel power, etc. The only anti-friction babbitt metal that is used all over the world by the leading Railroads, Steamships, Manufacturers, etc., and by twelve leading governments. Sold by leading dealers everywhere or by
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Steers' Patent Expansive Bit
This Bit is drop forged from selected cast steel and is finished in a most thorough manner.
See those teeth; cutter cannot creep.
C. E. JENNINGS & CO., Sole Mfrs.
42 Murray Street, - - New York.

SOAPSTONE CRAYONS
FOR MARKING METALS, HOT OR COLD — ZELNICKER CRAYON WORKS, ST. LOUIS.

Universal and Utility
HACK SAWS
Cut faster,—don't bind,—stick,—or overheat; and last longer!
Do *you* sell them! *Ask for sample and prices!*
WEST HAVEN MFG. CO., New Haven, Conn.

THE ORIGINAL AND ONLY GENUINE
STILLSON WRENCH
WILL BE KNOWN BY THIS TRADE MARK
See to it when buying from jobbers that they do not give you an imitation wrench. If your dealer does not keep the Genuine Stillson Wrench write to the WALWORTH MANUFACTURING COMPANY for prices and terms.
128-136 Federal Street, Boston, Mass.
Park Row Building, New York City.
Write for Red Book of Tools showing complete line.

STILLSON TRADE MARK

STILLSON TRADE MARK



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BRISTOL'S STEEL BELT LACING
PERFECT FASTENER FOR ALL BELTS.
TONS SOLD EVERY WEEK. WRITE FOR CIRCULAR A. R.
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IMPROVED

Slaters' TOOL SET

Consisting of Hammer, Ripper, Stake and Punch

Hammer made of best steel, properly balanced; has leather handle to prevent hand from slipping. Ripper and stake made of forged iron and steel; very durable.

It's a profitable line of tools you should handle this year.

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The Belden Machine Co.
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AUTOMATIC

Tackle Blocks.

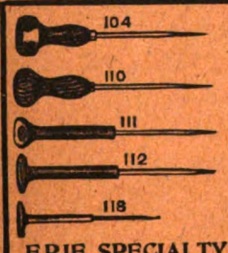
Roller Bushed,
Steel Case,
Galvanized.

Forty-three sizes in stock. Others to order.

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Quick and Easy

Steel Tempered Anti-Rust Nickel Plated **Ice Picks.** Every one tested and guaranteed.

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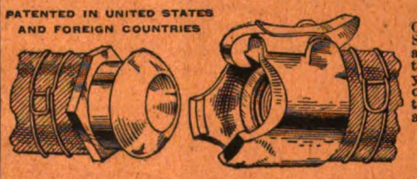
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We are now putting up PURE TURKISH EMERY in 10 lb. tin cans.

Write for Prices.

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PATENTED IN UNITED STATES AND FOREIGN COUNTRIES



IT'S A SNAP HOSE COUPLING

Over seventeen thousand sold last summer—first season. Scores of dealers ordered two, three and four times. They are going in immense numbers to all parts of the country this season. THEY ARE SURE AND FAST SELLERS if you will push them a little and get them started—the kind of article that sells once and sells again—the best Coupling that has yet been placed on the market. A free sample to any dealer. Address

The **NELSON & MORRISON MFG. CO.**
Box 57 Boulder, Colorado.
Main Shipping Point—Peoria, Ill

THE SCHWERDTLE STAMP CO.,
Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
BRIDGEPORT, CONN.

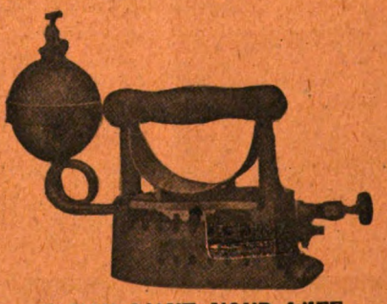


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NILES SPRING HINGE AND PIVOT.

WRITE FOR PRICES.

NILES MFG. CO.,
14-16 N. Canal St.,
CHICAGO.



IF YOU WANT YOUR WIFE TO BE HAPPY

And save money at the same time send for one of our **IMPERIAL SELF-HEATING FLAT IRONS.** All your gasoline customers will want them. They are the best you ever saw. One cent's worth of gasoline does an ordinary ironing. Price $2.50. Handsomely nickel plated. Weight 6 lbs.

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Hand-Forged Hatchets, Axes, Adzes, etc



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Peck Edge Tool Co.
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Forty Years at it. We know how to make them best. Five kinds: CYCLONE, Cyclone, Jr., Little Wonder, Chicago Steel Bow, Champion, Jr.—all quick sellers. Write for price to-day.

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Japanned Steel Door Buttons

Patent Applied For.

Half the weight of the cast, much stronger and will not break. No higher in price and twice as good. Made in all sizes from 1¾ to 2½ inches.

Insist on having them. Carried by all leading jobbers. Write us for samples and name of nearest jobber.

The E. L. Watrous Mfg. Co.
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REPEATING RIFLES
REPEATING SHOTGUNS
Marlin RUST REPELLER

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Greenerd Arbor Press

It Saves Marring, Upsetting, or Springing the Arbors; cleaning out the centres and taking off the dogs, etc., etc.

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THE BEECHER SAFETY DEVICE.

CONVENIENT, DURABLE, PRACTICAL.

Manufacturers of Open Links, Rope Traces and Lap Loop.

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THE BEST

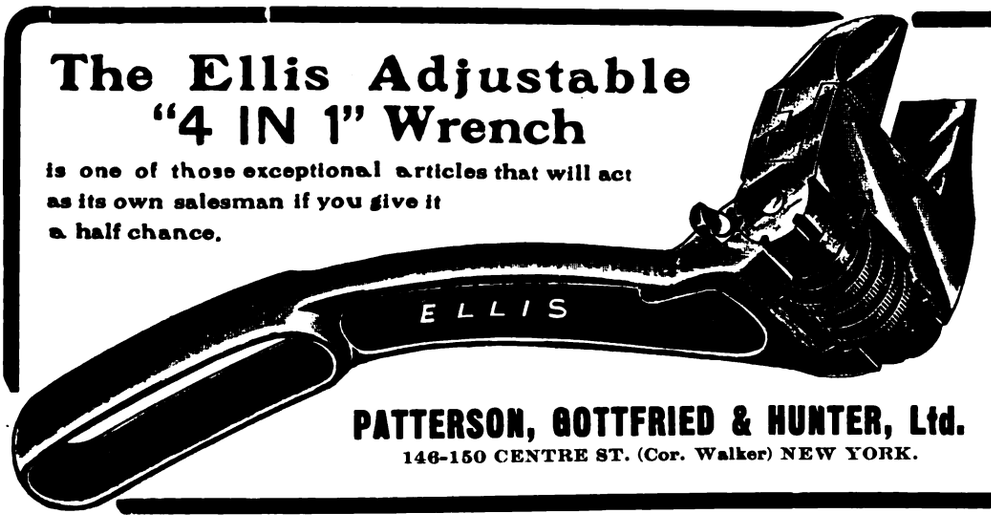
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KEUFFEL & ESSER CO. NEW YORK.
CHICAGO. ST. LOUIS. SAN FRANCISCO.

The Ellis Adjustable "4 IN 1" Wrench

is one of those exceptional articles that will act as its own salesman if you give it a half chance.



Leave it where your customers MUST see it and it will sell itself.

Circular upon request.

PATTERSON, GOTTFRIED & HUNTER, Ltd.
146-150 CENTRE ST. (Cor. Walker) NEW YORK.

Machinery
Metals
Hardware
Tools and
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Improved Natural Stone Germ Proof Water Filters



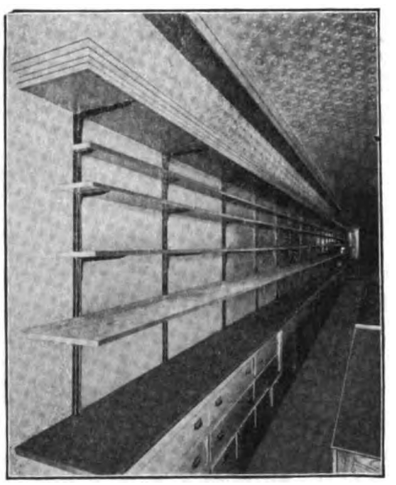
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An absolute necessity for every household, office, school, or public building.

We furnish you with handsome display card and other advertising literature to help you sell them.

Write today for catalog and prices.

FULPER POTTERY CO.
FLEMINGTON, N. J.



Order or Dis-Order-

Which?

If your Hardware store is disorderly,—If you and your clerks have difficulty in waiting quickly on your customers,—If you have too little room for too many things,—Install

Piqua Adjustable Brackets

They'll relieve the congestion by giving you at least 30% more room, make your store look better and attract more trade. Try it and see.

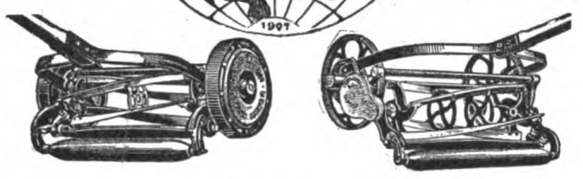
PIQUA BRACKET CO.,
Piqua, O.

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Philadelphia Lawn Mower Co.

1868 LARGEST MAKERS OF HIGH GRADE LAWN MOWERS IN THE WORLD 1897

3101-3109 Chestnut St. Philadelphia, Pa., U. S. A.



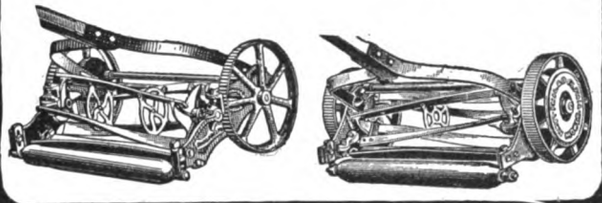
Here's Our **"Big Four"**

line of Mowers, in use in all parts of the world. Do you sell them? If not—send at once for "BIG FOUR BOOKLET" and prices. The reason they sell so well is because they are the

Genuine Philadelphia Mowers.

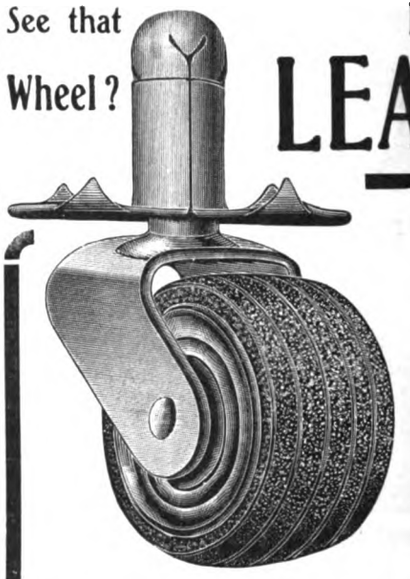
We make 17 styles hand mowers; 6½ inch to 12 inch wheels; 3 to 8 blades, and 5 styles horse Mowers.

Handle the Genuine Philadelphia Line of Mowers and you'll have plenty of repeat orders to keep you busy.



See that Wheel?

It's LEATHER



The **EASY TURNING, EASY ROLLING**

"FAULTLESS" CASTER

puts a new "spring" into the furniture.

It's so entirely different from any other that we call it **"THE CASTER THAT NEVER REFUSES TO TURN."** That's owing to our patent "Faultless" socket. It appeals to one's reason—that's why it's such a wonderful seller.

The FAULTLESS CASTER MFG. CO.

NEBRASKA CITY, NEB.

Quality Tells

When Henry Disston was asked the question:

"What do you put in your saws?"

He replied:

"Good steel and honest work."

UPON THIS FOUNDATION IS BUILT

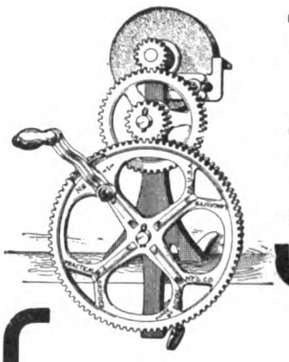
DISSTON QUALITY



"If you want a saw it is best to get one with a name on it that has a reputation. A man who has made a reputation for his goods knows its value as well as its cost and will maintain it."

HENRY DISSTON & SONS., Inc.

Established 1840. **PHILADELPHIA, PA.**



The Alundum-Way or The Back-Breaking -Grindstone-Way---

Which?

Recommend the former to good customers. Tell 'em that the Alundum Wheels in our

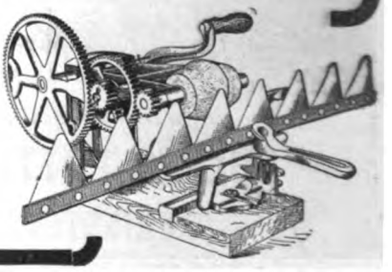
Hand and Foot Power

Grinders and Tool Sharpeners

sharpen tools of every kind for household, workshop and farm use, in less time, with less trouble and labor than by any other method. We guarantee that.

Send for catalog and prices.

Royal Mfg. Co.
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A Sales Winner for You

It's a "True Temper" plan—a crack-a-jack—on which you can make money this Spring. By all means—don't miss it. Write us for it right away.

American Fork & Hoe Co., Cleveland, O.

CORTRIGHT METAL SHINGLES

DEALERS: Do you know why The Barr Hardware Co. of Greenville, S. C., Bought several Car Loads of **CORTRIGHT METAL SHINGLES** Last Year?
WE'LL TELL YOU IF YOU ARE INTERESTED.
CORTRIGHT METAL ROOFING CO., 524 Walnut Street, Philadelphia, Pa.

HOT and COLD ROLLED STRIP STEEL

Unequalled for Uniform Ductility, Accuracy in Gauge and Width and Fine Finish.

WEST LEECHBURG STEEL CO., Pittsburg, Pa.

Now "GET BUSY"

45 Sizes and Styles for Hand, Steam and Electric Power



Enterprise Meat and Food Choppers

First and foremost—the only ones with a perfect principle of **cutting** meat and food. Stock up **now** and push, to get the profits from our general advertising.

Enterprise Food Choppers—the household machine with the largest demand and largest sale all over the world. Write for copies of new booklet, "The Cook, Her Critic, and—". Will increase your sales.

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San Francisco Office, 431 Market St. New York Office, 10 Warren St.

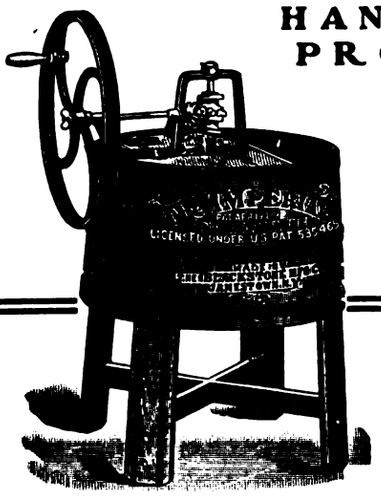
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Does a bigger "wash" with less noise than most washers—and in less time. Why? Has extra large tub, all steel roller bearings, sliding cylinder on square post, insuring the greatest strength of any Rotary Gearing yet produced. It's THE High Speed Washer Par Excellence.

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The Land Man,
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10 lb. Screw Top Tins in 100 lb. Cases.

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FOR CENTURIES THE WORLD RENOWNED HOUSE OF
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Has had neither equals nor superiors in the manufacture of

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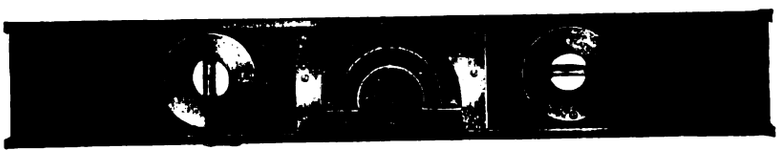
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are made of real Frying-pans, the bottom of the pan being used as the face. They come in two sizes—**10 inch with raised brass figures and 6 inch with painted figures,** and with one and eight day movements.

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or paint for repainting is yours without charge.

That is the kind of guarantee we put on Pitkin's Barn Paint and it lives up to it too.

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THE ROEBLING STANDARD WIRE LATHING,

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THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or deserts with little bother and less work.

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FRANK MILLER'S CARRIAGE TOP DRESSING

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Superior to Castor Oil; lasts longer, and will not gum.

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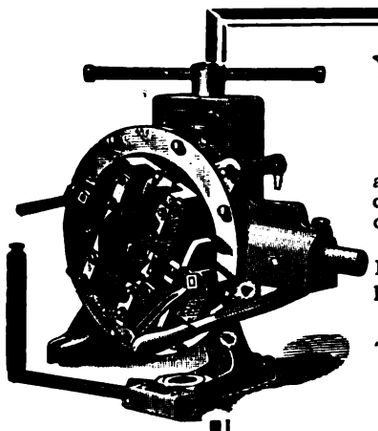
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and save almost any amount of time over cutting and threading pipe by hand with a cutter and stock.

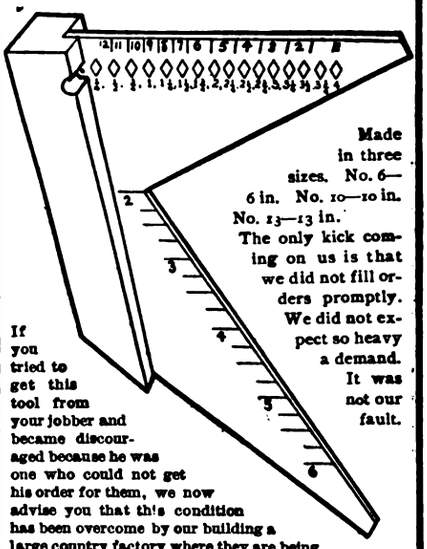
Armstrong's Pipe Cutting and Threading Machines are light, strong, compact and portable in all sizes up to 4".

Interesting and complete catalogue free.

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The NEW Universal Square

Is proving itself sure to become the standard tool of its kind.



Made in three sizes. No. 6—6 in. No. 10—10 in. No. 13—13 in.

The only kick coming on us is that we did not fill orders promptly. We did not expect so heavy a demand. It was not our fault.

If you tried to get this tool from your jobber and became discouraged because he was one who could not get his order for them, we now advise you that this condition has been overcome by our building a large country factory where they are being made by the thousands, and every order whether sample or stock, is shipped promptly. So, Try, Try, again.

DUBY & SHINN MFG. CO., Inc.
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WHITE ROSE

IS WITHOUT A COMPETITOR

It is actually **BALL BEARING** and has proved the most phenomenal seller ever placed upon the market.

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EXCLUSIVE AGENCY

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"A PERMANENT ROOF"
CONCRETE STOWELL'S ROOFING

SECURE

PROTECTION AND LONG SERVICE BY USING OUR

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SAVES REPAIRS
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STOWELL MFG. CO.
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The "B-B" Rotary Washer

Does a Bigger and Better "Wash" in less time with less worry and less work than the "just-as-good" kind. For that reason it's the all-the-year-round favorite among thrifty housewives. Its



Points of Excellence

Roller Gearing
Sliding Block or Dasher (hardwood)
Tub of finest La. Red Cypress
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Hoops, Gearing and Castings Aluminum Bronze
Easy Running—Easy Selling.

You'll have to search long to find its equal anywhere—as a Washer and Seller.

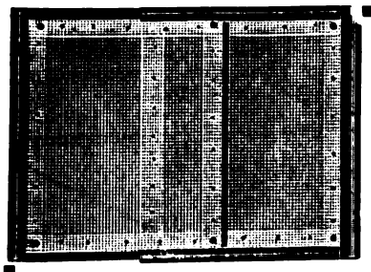
The question remains: How many do you need?

Let us tell you about the rest of our line.

H. F. Brammer Mfg. Co.

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Our

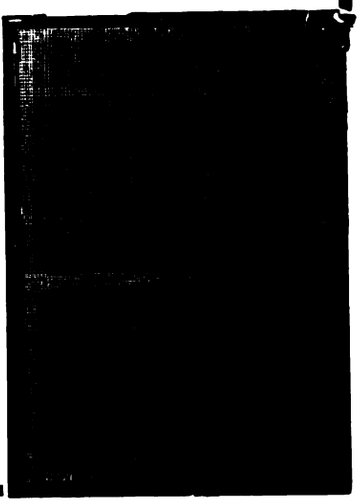
Metallic Adjustable Screens

made a big hit last season

In Great Demand for the Coming Season.

They are entirely rust-proof.
They are also fly-proof.
They cannot warp or shrink.
They are strong and lasting.
They can be adapted to any shape.

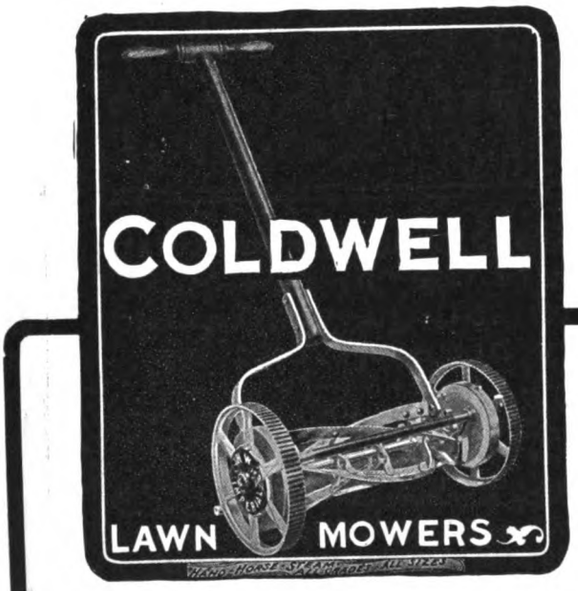
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The METALLIC SCREEN CO.

Sole Manufacturers

COLLINS, - - - - WISCONSIN



90 Per Cent.

of the lawns in the United States are mowed by Coldwell Lawn Mowers, because they are adaptable to the greatest variety of grass.

We make Hand, Horse and Motor Power Mowers.

Their reputation makes them quick sellers. Try 'em.

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WE ARE
HEADQUARTERS
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Including Cutlery, Sporting Goods, Guns, Etc.

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We are sole distributers for one of the best lines of paint made, and will sell you for less money than you can buy comparative goods for: This we guarantee.

Write us for information regarding our special 75 gal. Assortment of Barn Paint. A Paint that is Red and Stays Red and is without question at the price we sell you, the best value on the market to-day.

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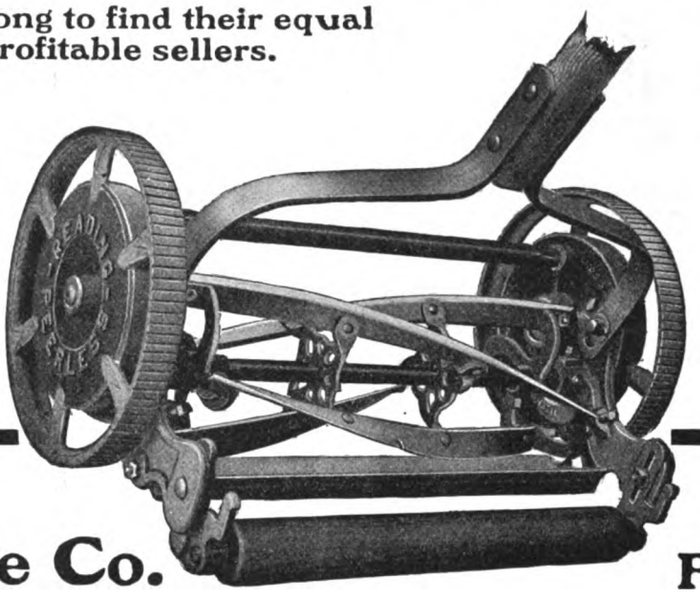
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In every respect is the New Line of "Reading Mowers." They are made in a new plant---by new machinery---from new patterns. We make

Fourteen Styles---All Guaranteed

You'll search long to find their equal anywhere as profitable sellers.

Each style and size has ball bearings and parallel bearings.



You ought not to be without our catalogue and prices. Send for them to-day.

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A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

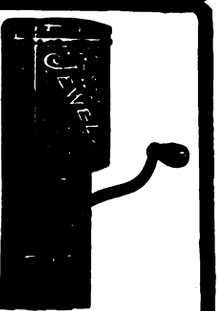
We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

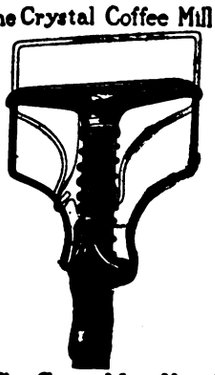
THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

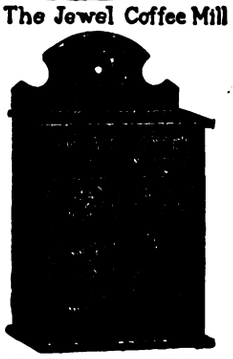
You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

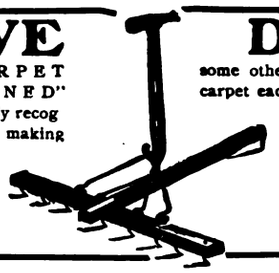
Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

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Always handle the best — The "EXCELSIOR CARPET STRETCHER and TACK HAMMER COMBINED" satisfies the most exacting customer. Housekeepers instantly recognize its merits as a time, labor and temper saving device, making sales easy. Light, Strong, Easily Operated, folds compactly, each in a neat box with instructions and fully WARRANTED. Teeth will not tear carpet. Stretcher locks in any position and can be instantly released for new setting without bother of backing up Tooth Bar, as with some others, or re-adjusting in any way. Stretches 16 inches of carpet each time set, more than any other. A Tack Hammer is part of the machine and therefore always at hand. NOT SOLD TO CATALOG HOUSES, hence a PROFITABLE specialty for the Dealer. Ask your Jobber for the "EXCELSIOR" and accept no other "just as good".

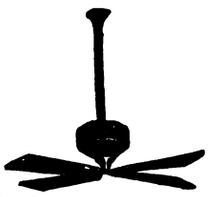


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GALIEN, MICH.

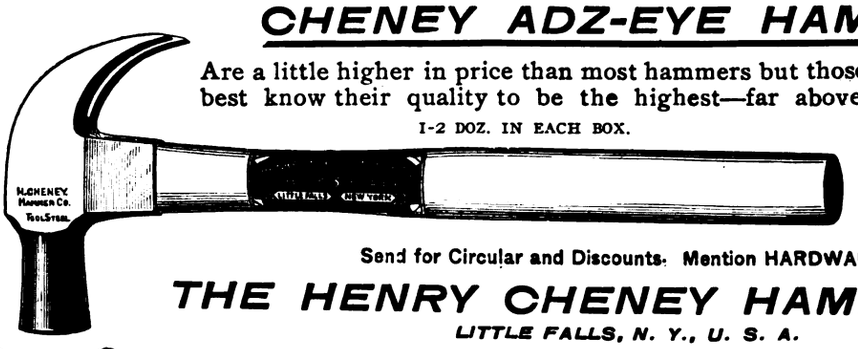


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WATER FANS FOR DESK AND WALL ONLY
ELECTRIC FANS FOR CEILING, DESK, WALL OR COLUMN, ANY VOLTAGE.
ALSO WATER MOTORS AND BELT DRIVEN FANS
SEND FOR CATALOGUE AND PRICES TO
D. L. BATES & BROTHER, Dayton, O.



CHENEY ADZ-EYE HAMMERS



Are a little higher in price than most hammers but those who demand the best know their quality to be the highest—far above the price asked. Made of "Crucible Cast Steel." Fully Warranted.

I-2 DOZ. IN EACH BOX.

Send for Circular and Discounts. Mention HARDWARE.

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LITTLE FALLS, N. Y., U. S. A.



C-2

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and with it muddy water making a demand for good drinking water filters. The "LYNN" quality is sure to please. They are never dead stock after once handled. A dozen styles and forty sizes to select from.



Style C

Write to-day for prices.

The Lynn Filter Mfg. Co.
Cincinnati, Ohio.

No Better Time
No Better Place Ever

TO BUY

FISHING TACKLE

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Utica, N. Y.

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Ask us for a catalog



THE BRYAN
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THE MARK OF QUALITY

ON

Pocket Knives
Scissors
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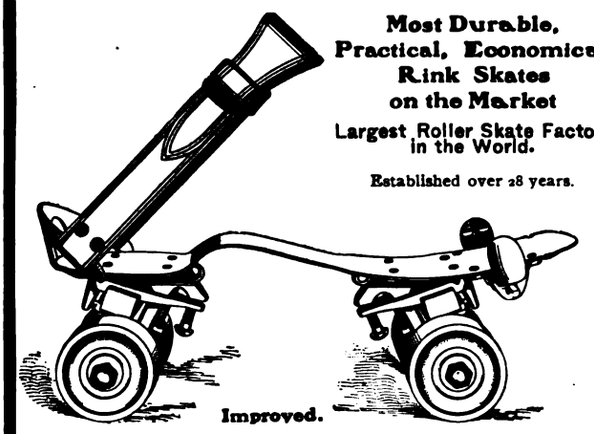
HICKORY
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DULUTH, MINNESOTA.

ON

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M. C. Henley's Roller Skates



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Spring Steel Foot Plates. Rubber Cushions between trucks and foot plate. Trucks instantly removed or replaced. Finest construction—one of the most desirable features being the light weight of these Ball Bearing Skates. Full nickeled or bronze finish.

Ball Bearing Noiseless Club Skate.

STEEL OR BOXWOOD WHEELS.

POLO—Complete Polo Outfits, including Polo Goal Cages, Arena Guard Nets, Polo Skates (professional and amateur), Polo Shoes, Leg Guards, Polo Balls, Finest Grade Hickory Polo Sticks, Polo Suits. Over two million Henley Skates sold in the U. S.

Send for Catalogue and Official Polo Guide.

M. C. HENLEY, Richmond, Ind.



It's the Better

part of wisdom to stock up with Garden Hose with a reputation for hard service—

Voorhees Garden Hose

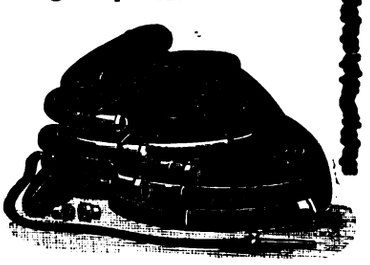
A single trial order will convince you of this. Repeat sales will follow because claims for defect are not made.

We make Rubber Hose, Belting, Packing, Rubber Mats, Matting, etc., of Superior Quality.

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Voorhees Rubber Mfg. Co.

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Manufacturers of . . . .



Sash Chains

"Giant," "Red Metal"

Cable and Jack

Chains . .

Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*. :-: :-: :-:



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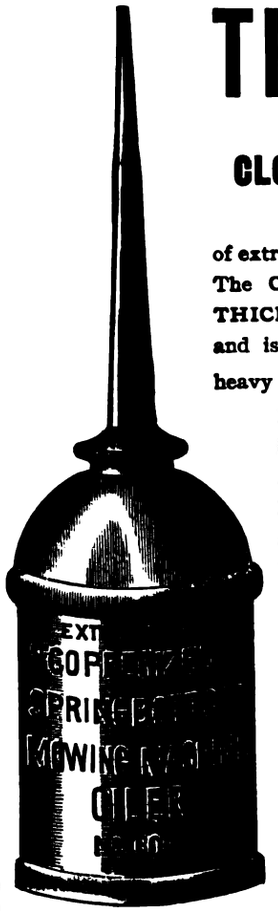
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HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

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SUCCESSORS TO

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AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

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Akron Eclipse Levels

Are adjustable and absolutely accurate.

The glasses are completely visible in all positions.

The Eclipse bands dividing the bulbs are clear and distinct—easily seen at a distance of ten feet.



These distinctive features have made a hit with carpenters.

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HARDWARE

COBB, WHYTE & LAEMMER CO.

The Cobb, Whyte & Laemmer Co., Chicago, Ill., has been incorporated with a capital stock of $30,000 to conduct a general Hardware business. The incorporators are C. J. Cobb, T. P. Whyte, J. E. Laemmer and George E. Noyes. About April first they will open a store at 45 South Clark Street. The first three gentlemen have been connected with the Orr & Lockett Hardware Co. for a number of years, while George E. Noyes has been connected with the Wells & Nellegar Co.

THOMAS AUTO-BI MOTORCYCLES.

The Thomas Auto-Bi Co. report the addition of $25,000.00 to their capital stock. This was made necessary by the constantly growing demand for the famous Thomas Auto-Bi motorcycle and accessories, and shows the growing tendency of the times as regards the motorcycle industry. Mr. Chadeayne, the secretary and treasurer of the Thomas Auto-Bi Co., is about to start on an extended tour of the Western States, to look after the interest of the Thomas Auto-Bi agents in that territory and renew old friendships made on his celebrated transcontinental motorcycle record trip.

GENEVA CUTLERY CO.

The Geneva Cutlery Co., Geneva, N. Y., report a state of great improvement at their works in Geneva in that they have approved the plans of their new brick building to be erected as soon as the weather permits. Size of building 100 by 50 feet. This building will increase office space, stock room, honing room and etching room.

The growth of the company has been very rapid during the past four years. Their factory capacity has been increased from about 25 dozen per day to 300 dozen per day. While they manufacture a large line of razors under their own brands, their specialty has always been contract work, that is, making special individual lines for their customers under their individual brands or trade-marks.

Their plant is unique in this way. They have the only force of skilled German workmen on this class of work in the country and as they use special Kyser-Ellison steel of the same grade as is used in Solingen shops, they are able to give their customers a line of razors that are in every way equal to the finest blades made in Germany, and they have the advantage of being able to make much more prompt deliveries than can be secured on import order under the best of conditions. Also, they are able to save their customers from five to twenty per cent. from the best import prices.

They regard it always a pleasure to submit samples or to send a representative direct from their plant to call upon a prospective customer. Samples from the trade are cheerfully duplicated and prices quoted on same without expense.

THE ROLLER SKATE INDUSTRY.

M. C. Henley, the well-known Roller Skate manufacturer of Richmond, Indiana, the original maker of these goods on a large scale, and who has made during the past twenty-eight years far more Roller Skates than all other skate manufacturers combined, reports an immense business for this season. The Henley plant, which is the largest factory in the world for the exclusive manufacture of roller skates, with a capacity of 2,000 pairs of skates each day, is working overtime to keep up with orders. Shipments have just been made to following prominent rinks and cities.

"The Stadium," Montreal, 1,000 pair; Luna Park, City Mexico, 250 pair; Latrobe Amusement Co., Latrobe and Blairsville, Pa., 1,000 pair; Louisville, Ky., 3,500 pair; Bishop Clay's Mammoth Rink, Lexington, Ky., 350 pair; Victoria Rink, Toronto, 600 pair; Lakeside Park Rink, Dayton, 800 pair; two rinks Johnstown, 1,000 pair; Pittsburgh, 1,000 pair; Meridian, Miss., 350 pair; Altoona, 500 pair; Jackson Rink, Jackson, Miss., 200 pair; Cataract Roller Rink and Riverway Rink, Niagara Falls, N. Y., 750 pair; Newark, 500 pair; 20 new rinks, within a radius of 100 miles of Pittsburgh, 10,000 pair.

Shipments have also been made during the past sixty days to not less than 200 other rinks requiring from 200 to 500 pair each, in addition to a large number of minor rinks all over the country. Although the season is advancing Mr. Henley reports a rapidly increasing demand for Roller Skates. Contracts have been made with numerous Amusement Parks to furnish Henley Skates for new rinks which will be opened and operated during the coming amusement season.

AUTOCYCLE IS LATEST IN POWER RUNABOUTS.

A two-passenger autocycle runabout has been designed to embody in one vehicle the speed, comfort and utility of the automobile, with the simplicity, lightness and cheapness of the bicycle. The body of the autocycle is carried upon a front steering and rear driving wheel placed tandem in the center line of the vehicle. Upon either side, connected by an axle, are smaller balance wheels which maintain the equilibrium of the vehicle, but ordinarily take little or no weight. By the use of a specially designed link check spring device these wheels remain at all times in contact with the roadway; they turn in unison with the front wheel, each at its proper angle in rounding a curve.

Power is obtained from a two-cylinder, air-cooled motor, developing six horse-power at 1,800 revolutions. Drive is direct by a belt from a pulley on the main shaft of the engine to a pulley upon the rear wheel. The motor equipment includes float feed carbureter, four dry-cell batteries, two coils, oil feed, and three-gallon gasoline tank containing fuel for 120 miles. The rear driving wheel revolves with an axle carrying a three-quarter elliptic spring, upon either side, supporting the extended arms of the chassis. Ball bearings are fitted in the revolving axle, and on the side opposite to the belt pulley is an expansion brake.

Steering is through an inclined column with the ordinary type of hand wheel. The steering head turns upon thrust ball bearings. Throttle and spark control is by means of levers, immediately under the steering wheel.

The body of the autocycle is of wood, the seat and back upholstered in machine-buffed leather. The total weight of the machine is 380 pounds.

SOUTH AMERICAN TRADE.

ARGENTINA.

Consul-General Alban G. Snyder calls attention to the fact that there is practically no direct trade communication between the United States and Buenos Aires, all American goods imported being sent by the way of England. Mr. Snyder shows the bad effects of this situation, and tells in his correspondence how necessary to its profitable continuance is an American line of steamers direct from this country, improving the shipping facilities between this country and Buenos Aires. He says further:

There is at this port an organized chamber of commerce which appears to be impartial in its attitude toward foreign countries, and where a few American technical and trade journals are to be found. Only members are admitted to this chamber of commerce at Buenos Aires. In the consulate-general a number of such publications are kept on file for the free use of the public.

In Buenos Aires there are about fifteen foreign banks, not one being American, and it is thought that the establishment of an up-to-date American banking house would greatly better the country's interests in Argentina. Much foreign capital is invested in Buenos Aires, mostly English, all railways, street-car lines, gas plants, etc., being owned and operated by English or German syndicates, and it is noted that English and German capital continues to be invested in such enterprises. There appears to be an equally good opportunity for the investment of American money.

With a view of extending American trade with Buenos Aires, and the Argentine Republic generally, it is suggested that American commercial houses be established and Spanish-speaking agents be sent with a view of ascertaining the needs of the people and building up a bona fide and permanent trade. This, together with good packing and good and fast transportation, would tend to improve the outlook for the sale of American goods. Trade with Buenos Aires may be materially increased if given sufficient attention. The following American merchandise would find a good market:

Watches, garden tools, haying tools, farm harness, metal bedsteads, carts and carriages, builders' Hardware, well-boring machinery, dairy goods—large demand, groceries and canned goods, leather, and all manufactures of; electrical appliances and supplies, stoves, especially all kinds of oil stoves; office furniture and office appliances, all kinds; machine tools and all classes of small machines, agricu'tural machinery—sales already very large, furniture, petroleum lamps, and American novelties; wall paper—market must be studied for designs and size, paints and varnishes, now imported from France and Italy.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

T. A. MACINTYRE, - - - - - - President.
J. H. EDWARDS, - - - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - Editor.
J. W. PENTZ, - - - - - General Manager.

MARCH 25, 1907

Editorial Trade Review

That the future will bear good tribute for the Hardware trade especially, we have only to notice the number of immigrants that are daily seeking these shores, prepared to cast their lot with us; and at the same time become familiar with the improved quality of these new arrivals, and realize the class is changing, and represent no longer the mass of people who, having been unsuccessful in their former pursuits are willing to try to better themselves in a new country; but they are workers, men who are willing with an insistent, indomitable pluck to settle in this broad land, and fight luck and destiny for an acknowedged livelihood, with all that it implies.

If supplies of every description were only readily obtainable from the manufacturers in the increased quantities demanded by the conditions of trade, only supplying the needs of the people and without speculation backing it up, everybody would be doing all he could, and the wheels of business activity would all be at work, with no enforced idleness anywhere; but, alas! what with the tardy delivery of raw material; the shortage in cars by the railroads; scarcity of labor, the additions to a growing working force that constantly demands new recruits to prepare for the future, the manufacturer finds the paths of his energies anything but a smooth one, and his promised and anticipated deliveries so far behind that the weeks lengthen into months, and the expectant jobber, with his incompleted stock, is in a state of disgust. Before they have filled the orders booked months ago, they find a fresh stock of orders assailing them, booked at higher prices. The field of our industry is in a healthful state, and one that will continue indefinitely as long as the population continues to grow according to the statistics of the immigration department.

As goods have not had any phenomenal advances in prices, with rare exceptions they have been the kind that permitted the sales at old prices of goods bought before the advance up to January first; it behooves the dealers, especially the retail, to mark up their stocks, and get all the advantages accruing from the prosperity inseparable from these busy times; and the retailers shouldn't be foolish enough to waste opportunities like this, but believe in the money-making chance it brings. Many a retailer finds to his sorrow that he is paying higher prices for many goods this Spring, which in the absence of a marking-up reduces his own profits from his customers materially; and when he foots up profits on increased sales the percentage is lessened, while the volume of trade is so much greater. A disappointment ensues, and he blames every one for what was laziness on his part—marking up stock to date; it is wisdom to do it, and not overdo it, too largely, for a "fifty per cent. and upwards" profit only affords the department-store a chance to be satisfied with a profit of twenty-five to forty per, and "take the dicker." Merchants are already believing that this year will eclipse any previous one in its volume of business, and if only the goods can be obtained at the outset, it can certainly become a record year.

DON'T FORGET.

That a good clerk never makes the same error twice, while an indifferent one does, and generally loses out.

That you don't need to tell of your ability, if you possess any. Those interested will find it out.

That the fellow who accomplishes most is the one who makes the least fuss about it.

That the man who is always complaining is the one with the frayed coat-binding and ragged shirt.

That it pays to smile all the time. "Smile and push" is the mighty good motto to stick to.

That the forgot-the-change habit is quite prevalent among a good many, and that a cash-register system promptly conducted eliminates it.

That the less some fellows have to do the less they do do.

That the man who sits down the minute the boss goes out is very often seen standing around waiting for a job.

That the one who has to be told what to do, when to do it, and how, is usually the fellow who thinks he knows it all.

That it's a good thing to learn to know the difference between what's yours and that which belongs to some one else.

That it is not volume of business alone that makes one prosperous. It's making each sale yield a margin of profit that counts.

That the clerk who obeys orders to the letter has the least cause for regret.

That it pays to do as you are told rather than argue the point about doing it some other way.

That a good many druggists haggle over a nickel and let many dollars slip through their fingers.

That he who smiles and walks away lives to smile another day.

That knowledge of the stock makes a clerk's service valuable, while he who has to ask is generally in the way.

A POINT FOR THE SEED TRADE.

Do not ignore the garden-seed trade if you have gardeners or country residents among your patrons. Aside from the fair degree of profit, they serve well to introduce you to the gardener and his Hardware wants just when he wants them. Seeds are a necessity to the farmer and gardener. He has to have them and never dreams of disputing the fact. With implements it is different; he may try to get along with the old ones, even though they are years behind the times and half worn out in the bargain. While he is laying in his seed supply, it is an easy matter usually to get him interested in good tools of his calling, whether he expects to buy or not. A negative mind is reasonably good soil to till until it becomes positive; it depends a good deal on the skill of the salesman whether the transition will be to positive refusal or to a purchase. So long as a man has not particularly considered a purchase, or at least has not concluded not to purchase, there is hope.

At least nine out of ten men who come up to the garden-seed counter come in one of the following conditions of mind. Either they have not thought particularly about purchasing new seeding or tillage tools, or else they have been considering it with some degree of desire. Whatever their conclusion with themselves, the chances are that with the need or the value of good tools staring them in the face, as it is doing when the seeds are being purchased, a favorable consideration of some article can be stirred up by the alert salesman.

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There is no other time so favorable for selling goods as that time when their value comes home to the consumer through existing circumstances. That is just the sort of condition that faces the buyer of seeds; hence the seed counter, in addition to its own profits, is a most prolific source of producing that psychological moment every true salesman is so ready to turn to his own advantage.

DEFEATING THE CATALOGUE HOUSE.

A Titusville, Pa., dealer relates an experience with catalogue-house competition which not only illustrates how possible it often is for a wide-awake man to turn adverse circumstances to his own advantage, but ought to teach several lessons in meeting illegitimate competition besides.

One of his lines was a certain style cabinet of good quality and fair living price. An old customer of his house, after looking at his cabinet, one day informed him that he could get practically the same article $2 cheaper from a big mail-order concern and would place his order where he could do the best. As the home dealer's price, after deducting freight charges on the Chicago article, was still about $1 higher, the home man joined with his recreant customer in an experiment; they sent together for the cabinet, which was to be delivered to the store before being taken to its final owner's home.

On its arrival it was set up in the store beside the home merchant's cabinets and thoroughly compared at close range. No favors were shown, no questions asked, the purchaser was not interfered with in any way. After going over the two cabinets to his own satisfaction he said to the local merchant:

"If you will take this cabinet off my hands I will take one of yours and pay you the $2 more for it."

The merchant readily agreed; he had use for the mail-order article. He left it standing among his own cabinets, with the mail-order house price plainly marked upon it, his own being similarly marked at their regular price. He advertised both kinds in the local papers at the two prices. He showed the one as freely as the other. People came and looked at the two makes, some attracted by curiosity, some by the low-priced cabinet. After examining both thoroughly, they invariably took the higher-priced article, leaving the cheap one still on the merchant's hands. There was too much difference in the quality for even the chronic cheap bargainer to overlook. Still, if the same cabinet had been offered by some distant mail-order house, it would have proved attractive to some one who had no chance to examine it personally, and would undoubtedly have been sold several times over in the same length of time. When put in close comparison with staple goods, nobody wanted it at even the low price for which it was offered.

Still it proved a profitable investment for the merchant. It vindicated him with all who knew the circumstance. Its low price attracted people in to examine it and its low quality then insured a favorable opinion of the prices on the better grade goods. It furnished many a wholesome object lesson not only in cabinets, but in general catalogue-house quality to people who were contemplating sending away for other articles. It made people hesitate to purchase what they could not see, and doubtless kept many a dollar in the home trade that otherwise would have gone a-wandering.

It should not be forgotten, though, that this experiment had a very different effect than is frequently the case where a local dealer habitually carries a worthless line of goods for the cheap trade. In the latter case he identifies himself and his store with that sort of trashy, unreliable goods. In the case of the Titusville man, all who examined and discovered the quality of the article were made to understand that this was not one of the merchant's own line, but only a sample of the sort of stuff the catalogue houses were sending out which he had good-naturedly taken off the hands of a victim for demonstration purposes.

A very similar experience rewarded the investigations of an Erie Hardware dealer. One of his regular customers sent to a catalogue house for a stove of the same make and same style as one the Erie man was offering at considerably more money. As both were made by the same firm, it looked as though there was nothing to compare in this instance except the price. However, the merchant arranged with his ex-customer to have the stove delivered first at the Hardware store for a little investigation. On its arrival the stove was placed upon the scales and weighed. Then one was taken from the merchant's stock; one of the same make and number as the catalogue-house product was claimed to be. To all outward appearances the two stoves were identical, in brand, measurements, finish; but the scales told a different story. The lower-priced stove was enough lighter to a little more than make the difference, figuring the extra weight of the local dealer's stove at the regular price per pound of raw material. It was the old story of a stove manufacturer putting out two kinds of goods under one brand; the one to sell to the dealer and the other to help the catalogue-man gull the public with.

LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

BRICK BURNING—WHEN IT MAY BE ENJOINED AS A NUISANCE.

QUESTION: I am the owner of about forty acres of land where I live. About 500 feet from my house a firm has started a brick yard. They use coal in burning the bricks and the gas and fumes are killing my orchard and timber. What can I do about this?

REPLY.—The best thing to be done is to bring an action for an injunction and damages against the owners of the brick yard on the ground that it is a nuisance. Brick making is a useful and necessary employment and is not a nuisance per se. It may even produce some discomfort and injury and will not be enjoinable as a nuisance. There are also cases where the damage to one complaining is small and trifling and the damage to one causing the nuisance will be large in case it be enjoined, in which case an injunction will be denied. Much will depend upon the character of the place where the business is carried on. Much, too, will depend upon the extent of the damage. These are questions to be determined in each particular case, but the principle is clear that your neighbor has no right to so use his property as to cause you *material* annoyance, inconvenience or damage. If he does this the court of equity will intervene and enjoin him.

MINOR MUST RETURN WAGON.

QUESTION: I sold a wagon to a minor for $40. He still has the wagon, but says I cannot make him pay for it, because he is under 21. Can he keep the wagon and refuse to pay for it, or can I sue him?

REPLY: As he is a minor and the wagon is not what would ordinarily be called a necessary, he can successfully avoid his contract and refuse to pay the purchase price on the ground of infancy. But in order to do so he must return or offer to return the wagon which is in his possession. The defence of infancy is "a shield and not a sword." The law protects the minor from liability on his contracts by permitting him to disaffirm; he has no right to keep what he has received.

EFFECT OF RELEASING JOINT WRONGDOER.

QUESTION: A man was injured by a collision between two vehicles. The accident happened because of the combined carelessness of the drivers of both. Afterwards he accepted $50 from the owner of one of the carriages in settlement of all claims against him and gave him a release. Will this prevent him from collecting anything from the other?

REPLY: The rules as to the liability of persons who join in committing a wrong are well settled. The person injured may sue one, any or all of them, and may hold each responsible for the entire damage. But it is equally well settled that a release of one operates as a release of all. It follows that the person injured, having accepted one satisfaction for the injury, cannot recover anything against the other wrongdoer.

FRAUDULENT SALE—RIGHT TO RESCIND.

QUESTION: A firm of commission merchants induce a dealer to sell them a carload of produce, representing that they are solvent and that their credit is good. This representation is in fact false. They resell the produce in the open market before the dealer learns that they are bankrupt. Is there any way in which he can get back his produce?

REPLY: Ordinarily a person who is induced to sell goods to another by fraud, may either sue for damages or rescind the contract on learning of the fraud and get back the goods which he has delivered. But if the fraudulent vendee sold the goods to a third person who purchases them for value and without notice of the fraud, the right of the person defrauded to recover the goods is lost. He may still sue the fraudulent vendee for damages. But he cannot rescind the contract and get back the goods after they have once passed into the possession of an innocent party.

CONTRACT IN GENERAL RESTRAINT OF TRADE ILLEGAL.

QUESTION: A man sold out his business, stock, and good will for $1000 agreeing by the same contract never to carry on any competing business in the State of Massachusetts. The purchaser paid five hundred dollars on account of the agreement and took

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possession of the property. He now refuses to pay the balance, alleging that the contract was illegal. Can he do so?

Reply: The purchaser is right. A contract in general restraint of trade is illegal in the State of Massachusetts. An illegal contract is void. No action can be brought to collect the balance of $500, because the consideration is in part illegal, and the promise cannot be enforced unless it rests upon a legal consideration. It seems a hard case for the seller, but such is the law.

SEMI-CENTENNIAL OF RICHARDS & CONOVER HARDWARE CO.

The semi-centennial of the founding of the Richards & Conover Hardware Co., of Kansas City, Mo., was celebrated on the fourth of March. From the humblest of beginnings the house has grown until it is now one of the greatest Hardware houses in the West, doing a business of over $3,000,000 per year. Their first store was opened to the public patronage on March 4, 1857, the day on which James Buchanan was inaugurated President of the United States. In 1862 W. E. Chamberlain moved a stock of goods from Kansas City to Leavenworth and formed a partnership with J. F. Richards. Four years later Mr. Richards bought Mr. Chamberlain out and continued in business alone until 1870, when Colonel John Conover, who had been in the Hardware business when the war broke out, and had returned from the war a few years previously, went into business with Mr. Richards, the firm being styled J. F. Richards & Co. This business relation has been maintained for thirty-seven years. In 1875 the Kansas City branch was established at 427 Delaware Street. In 1881 the firm name was changed to the Richards & Conover Hardware Company, and the building at the southeast corner of Fifth and Wyandotte Avenues, now occupied by the Pittsburgh Plate Glass Company, was erected and occupied by the firm. In 1884 the Leavenworth business was sold out and in 1902 the big six-story building at the northwest corner of Fifth and Wyandotte Avenues, now occupied by the firm, was erected. A branch was located in Oklahoma City last year. An interesting souvenir of this fifty years' history is a reproduction, just issued in commemoration of the event, of the original handbill printed when Mr. Richards went into business in Leavenworth fifty years ago. Kansas was then a Territory. The bill reads: "Hardware for Emigrants, Farmers, Miners and the Whole People of Kansas and Missouri at the New Three-Story Brick Building Corner of Third and Delaware Streets. Call at J. F. Richards' Pioneer Hardware Store and Agricultural Warehouse, Leavenworth, K. T." A number of old-fashioned cuts are shown, illustrating styles of Hardware and implements, many of which are no longer seen. Fifty years ago implements were handled by Hardware houses. Ox yokes of fine walnut wood, ox chains and ox shoes were some of the things sold then which are no longer sold.

AMERICAN CATALOGUES.

TONS ANNUALLY DESTROYED IN AUSTRALIA—REMEDIES SUGGESTED.

The following report from Special Agent Harry R. Burrill, written from Sydney, furnishes information about catalogues and other printed matter sent through the foreign mails which will be serviceable to business men. He writes:

Tons of American catalogues are destroyed every year by the customs authorities of Australia for the reason that business men here to whom they are addressed by manufacturers and exporters of the United States decline to pay the duty of 3d., or 6 cents in American money, per pound, assessed on them as advertising matter imported for distribution. This is a loss which can not be estimated in dollars and cents. Because of negligence or unfamiliarity with the tariff provisions of Australia these descriptive circulars, catalogues and price lists generally fail to reach their destination, and consequently all opportunity for trade which might be obtained through their perusal is lost. This useless waste of money, time and opportunity can easily be avoided if American exporters who desire to circularize the trade will discontinue their present methods and adopt a system that will insure prompt delivery and acceptance of their printed matter.

REMEDIAL MEASURES.

The following suggestions are made after conferences with the Comptroller General of Customs, the Postmaster-General, and the Collector of the port of Sydney, and may be relied on as the best remedy to be applied:

If the American exporter has his Australian mailing list in the home office he should carefully address the catalogues, and then by the same mail he should send to the Comptroller General of Customs, or the Postmaster-General, or the Comptroller of Customs at Sydney, Melbourne, Brisbane, Adelaide, Fremantle, or Hobart (Tasmania), as the case may be, a notification to the effect that he is sending to ——— by parcels post, via San Francisco or via London, ——— catalogues weighing ——— pounds and inclosing ——— (dollars and cents, or pounds, shillings and pence) in payment of duty.

The official receiving this communication, with preferably an international money order inclosed, will immediately notify the postoffice authorities, and the catalogues will be forwarded to their destination without delay. The printed matter should be carefully weighed before it leaves the home office, and the money order, draft or check sent to the Australian customs or postoffice official should amount to six cents a pound full weight. This is the English method, and it has given uniform satisfaction.

CATALOGUES MAY BE CONSIGNED.

Another plan which may be suggested is that the catalogues be consigned to a representative in one of the ports of Australia with instructions that they be mailed immediately on their arrival. Accompanying the letter of instructions should be a money order sufficient to cover the customs charges. In this connection it would be well for the exporters of the United States to bear in mind that the postal rates in the Commonwealth for printed matter of this description are, not exceeding two ounces, one cent; between two and four ounces, two cents; every additional four ounces or fraction thereof, one cent.

If an American manufacturer or exporter should desire to send out, in large quantities, catalogues or advertising matter coming under that head, it might be advisable for him to ship by freight from New York or San Francisco and consign the shipment to some house in Sydney which makes a specialty of wrapping and addressing. If this plan should be carried out the duty might be prepaid or the necessary papers, together with the amount of duty, payment for wrapping, addressing and posting, and the list of names and addresses should be mailed to the consignee. For the information and convenience of any exporter who may desire extensively to circularize the trade, and whose object might be defeated if it were necessary to make arrangements through a correspondence requiring at least two months, attention is directed to a firm at Sydney, whose name is on file with the Bureau of Manufactures. It has branches in all the principal cities of Australia and New Zealand. The general manager assured me that the Sydney office or any of the branches will attend to all landing charges, and wrap, address, stamp and mail the catalogues on receipt of the letter of instruction and the necessary remittance. The charge for wrapping and addressing would be 12s. 6d. or, approximately, $3.12 per 1,000 in American money.

FULL POSTAGE SHOULD BE PREPAID.

Great care should be taken to avoid short postage on Australian letters. Carelessness of this kind is a source of annoyance and no little expense to the business men of the Commonwealth, and they express opinions of such methods in no uncertain terms. They insist that there is no excuse for American houses making these errors, and, as an object lesson, point to the practice of several of the leading English shippers, who prevent mistakes of that kind by having special envelopes marked "Foreign Post" for their foreign correspondence.

Letters addressed to Australia require five cents for each half ounce or fraction thereof, and if this postage is not fully prepaid the addressee, under international postal regulations, is liable for the deficiency, and, in addition, a penalty of double the amount of the deficiency is exacted. Starting out an ounce letter for Australia with a two-cent stamp affixed makes it a rather expensive luxury for its recipient here, and as a rule the correspondence ends then and there. Carelessness of this kind has unquestionably been detrimental to the expansion of American trade in the Commonwealth.

American manufacturers and exporters should understand that a large majority of the Australian houses have a standing rule that they will not accept catalogues, circulars, or other advertising matter on which duty is charged. They do, however, accept sealed letters on which they are penalized for insufficient postage, but it is safe to say that such acceptance has not proved successful in promoting business transactions between the American houses and their Australian correspondents. By abandoning such practices and adopting the suggestions of those who are on the ground and are thoroughly in touch with the situation, the manufacturers and exporters of the United States will not only remove an obstacle to trade but will do away with an unmitigated nuisance.

NEW REGULATIONS IN EUROPE GOVERNING AUTOMOBILES.

The Kingdom of Saxony uses numbers alone for its different districts, these numbers being followed immediately by the numbers of the individual cars. The other States of Germany, the remaining grand duchies, duchies, principalities, and the three cities—Hamburg, Bremen and Lubeck—are designated by special letters, followed in every case by the number of the individual car.

NIGHT ILLUMINATION AND HEAVY DAMAGE LIABILITY.

New regulations have also been prescribed for the manner in

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which the numbers are to be placed upon the car and particularly in regard to their illumination at night. The use of oil lamps on the side or in front of the number on the rear of the car is forbidden, and in some States only transparent lights are permitted, notably in Prussia, while in others the illumination of the number is permitted by the placing of an electric light above the number, which is, however, in no case allowed to obstruct the view. The shields bearing the numbers are all of a uniform prescribed size, and in every case they must be attached to the car, so as to clear the ground by about eighteen inches, the object of this regulation no doubt being to avoid the numbers becoming illegible by dust. Each car must carry the corresponding number in front, and both numbers bear a stamp from the police authorities, which are only placed on the glass or number-plate after the latter have been attached to the car and examined by the proper police authorities.

This easy means of identification of automobiles is a matter of great importance to the people of Germany, in that the owner is liable to such heavy damages for any injury to persons or property occasioned by his car. The extent of this liability may be illustrated by the fact that the courts have compelled owners in some cases where lives have been sacrificed not only to pay large indemnities to the widow or children, but in extreme cases to pay an annuity to minor children until such a time as they have reached an age when they can be considered self-supporting.

This condition makes liability insurance a necessity for the owner of an automobile, which has been provided for by the leading companies at reasonable rates, when the amount of liability is taken into consideration. The rates are based upon the size and horsepower of the automobile. For instance, an eight-horsepower car is insured for an indemnity of $9,520 for injury to a single person, $19,040 for two or more persons, together with an indemnity of $2,380 for property injured, at an annual cost of $16.18. This, in a way, is a special rate, as it is granted only to the members of the largest automobile and motor-cycle associations, whose doors are open to all respectable people upon the payment of an entrance fee of 71 cents and annual dues of $1.67. The rate for insurance to non-members of this association would be $34.75, but as other benefits are also derived from the association, the vast majority of automobile owners in Germany is naturally enrolled among its members.

"CRUCIBLES, THEIR CARE AND USE."

Joseph Dixon Crucible Co., Jersey City, N. J., have favored us with a copy of their new publication, entitled "Crucibles, Their Care and Use," which is the handsomest as well as the most comprehensive book ever published on the subject of graphite crucibles, which are also known as plumbago or black lead crucibles. It is a book which should be in the hands of everyone interested in the melting of the various metals. It should be placed in every public library and in the library of every college that has a mechanical department. The author of this very complete work is Mr. John A. Walker, vice-president, treasurer and general manager of the Joseph Dixon Crucible Company, Jersey City, N. J. Mr. Walker has been connected with the Joseph Dixon Crucible Company for forty years, and for thirty-nine has been an officer and director of the company and its general manager. He is thereby thoroughly fitted by his long years of experience in crucible making to be an authority on the subject as he certainly is. The purpose of the book is to instruct users of crucibles as to their proper use, and the dangers of abuse of crucibles. It tells what graphite is, and why crucibles are made of it. It tells why crucibles must be made of flake graphite. It tells why some crucibles are dark and others light, and the importance of that fact. It states that most crucibles are perfect when they reach the user, and that much of the trouble that comes is due to the fault of the user. It gives rules for annealing crucibles, and tells why all of them should be carefully followed. It tells why crucibles should be bought in quantities, it tells the use of tongs for handling crucibles and their misuse by careless melters. It tells of the proper shape of tongs and how they should be handled, and how the metal should be placed in the crucibles, and how the crucibles should be placed in the fire. The book fully describes the various fuels used in melting metals, and their effect on the crucibles. It speaks of the importance of perfect combustion. The book also carries much allied information. It gives the proportions of metal in commonly-used alloys. It tells the freezing, fusing and boiling points of various substances. It gives the specific gravity of various metals and other commodities. It gives the comparative value of fuels, and much other information of value in the foundry. The double-page center of the book carries one of the most vivid and realistic foundry scenes ever presented. The illustrations throughout the book are the highest specimens of photographic art, and the book in its entirety is a credit to its well-known author and to the printers, the Bartlett-Orr Press.

"HEATING BY STEAM AND WATER."

Plumbers' Trade Journal Publishing Co., 61 Beekman Street, New York, have recently published a practical treatise on the subject of House Heating, entitled "Heating by Steam and Water," specially written and compiled for them by Charles B. Thompson, and covering Improved Methods of Installing Heating Apparatus in the home, with short and accurate rules for computing radiation, heat losses, etc. Graphic charts are also given, showing boiler power and coal consumption, as well as data consisting of charts, illustrations and descriptions of how best to heat water for baths, swimming pools, etc., etc. Two hundred and sixty-eight original drawings are found within the contents. In the first part of the book are illustrated and described a number of examples of steam and water heating apparatus, which have been in actual operation for ten or fifteen years, and which may be considered as fair examples of good, average current practice. In the latter part of the book numerous examples of steam and water heating are shown, which some heating men may classify as "freaks," inasmuch as the pipe sizes employed are much smaller than those commonly used by the trade. The article on velocities of steam in pipes will be found very helpful to those who are not familiar with the subject, and the suggestion in regard to the priming of boilers and the intelligent use of small piping is worth many times the price of the book, which may be had for $3.00.

THE AMERICAN HARDWARE CORPORATION.

The annual meeting of the stockholders of the American Hardware Corporation, New Britain, Conn., was held at the office of P. & F. Corbin, on Tuesday, February 26, and resulted in the choice of the following directors:

Philip Corbin,	Howard S. Hart,
Charles M. Jarvis,	Sylvester C. Dunham,
Andrew J. Sloper,	Frederick P. Wilcox,
Charles H. Parsons,	Charles Miller,
Charles Glover,	Benjamin A. Hawley.

Benjamin A. Hawley, vice-president of the Russell & Erwin Mfg. Co., takes the place of George W. Corbin, on the board. The following officers were elected:

PRESIDENT, Philip Corbin.
FIRST VICE-PRESIDENT, Charles M. Jarvis.
SECOND VICE-PRESIDENT, Howard S. Hart.
TREASURER, Andrew J. Sloper.
ASSISTANT TREASURER, Charles H. Parsons.
SECRETARY, Charles E. Wetmore.
ASSISTANT SECRETARY, Charles B. Parsons.

The annual meetings of the various constituent companies composing the American Hardware Corporation were held on Monday, February 18th, and the following officers and directors were elected:

P. & F. CORBIN.

PRESIDENT, Philip Corbin.
FIRST VICE-PRESIDENT, Charles H. Parsons.
SECOND VICE-PRESIDENT AND TREASURER, Charles E. Wetmore.
ASSISTANT TREASURER, Edward L. Prior.
SECRETARY, Albert N. Abbe.
ASSISTANT SECRETARY, Charles B. Parsons.
DIRECTORS: Philip Corbin, Charles H. Parsons, Charles Glover, A. N. Abbe, Charles E. Wetmore, Charles M. Jarvis.

THE RUSSELL & ERWIN MFG. CO.

PRESIDENT, Howard S. Hart.
VICE-PRESIDENT, Benjamin A. Hawley.
TREASURER, Isaac D. Russell.
ASSISTANT TREASURER, Joel H. Van Newkirk.
SECRETARY, Theodore E. Smith.
DIRECTORS: Andrew J. Sloper, Frank L. Hungerford, Charles E. Mitchell, Howard S. Hart, Benjamin A. Hawley, Isaac D. Russell, Philip Corbin, Charles M. Jarvis, Joel H. Van Newkirk.

THE CORBIN SCREW CORPORATION.

PRESIDENT, Charles Glover.
VICE-PRESIDENT, Clarence A. Earl.
TREASURER, Theodore E. Smith.
SECRETARY, William J. Surre.
DIRECTORS: Philip Corbin, Charles M. Jarvis, Charles Glover, Howard S. Hart, Theodore E. Smith, Charles H. Parsons, Benjamin A. Hawley, Clarence A. Earl, W. J. Surre.

THE CORBIN CABINET LOCK CO.

PRESIDENT, Philip Corbin.
VICE-PRESIDENT AND TREASURER, C. H. Baldwin.
SECRETARY, W. H. Booth.
ASSISTANT SECRETARY, George L. Corbin.
DIRECTORS: Philip Corbin, W. H. Booth, C. H. Baldwin, George L. Corbin, Darius Miller, Charles Glover, Charles M. Jarvis.

THE CORBIN MOTOR VEHICLE CORPORATION.

PRESIDENT, H. S. Hart.
VICE-PRESIDENT AND TREASURER, Max S. Hart.
ASSISTANT TREASURER AND SECRETARY, B. B. Bassette.
DIRECTORS: Philip Corbin, Charles M. Jarvis, Howard S. Hart, Charles Glover, Paul P. Wilcox, Max S. Hart, Andrew J. Sloper, Robert C. Mitchell, B. B. Bassette.

S. R. DROESCHER'S REMOVAL.

S. R. Droescher, 79 Warren Street, New York, manufacturer and importer of Razors, Razor Hones, Oil Stones, etc., has leased the entire four-story building at 77 Warren Street, thereby largely increasing his facilities for the transaction of his growing business.

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NORTH DAKOTA RETAIL HARDWARE ASSOCIATION

The tenth annual convention of the North Dakota Retail Hardware Association was held in the Bijou Theatre at Minot, Tuesday, Wednesday and Thursday, March 12, 13 and 14. Although this convention was postponed from February 5, 6 and 7 because of the exceptional severity of the Winter, there was a large attendance when President Emery called the meeting to order, which he did on Wednesday morning, March 13. He welcomed the delegates in a few remarks and introduced the Rev. N. E. Ellsworth, of Minot, who opened the convention with prayer. Mayor D. C. Greenleaf then delivered an address of welcome, to which President Emery replied. At the formal opening of the convention, the president delivered his annual address, in which he said in part:

PRESIDENT'S ANNUAL ADDRESS.

Let 1907 be what it may, 1906 will stand out as one of the greatest years in the development of the Northwest, and in this advancement North Dakota has taken a prominent part. Years like 1905 and 1906 show to us the great possibilities and the probabilities of North Dakota. Give us sunshine and rainfall in proportion to the strength of North Dakota soil and we will be too busy to even read the notices in the papers about the troubles of the Secretary of the Treasury and Wall Street. North Dakota is a producing State, and our market is the market of the world. In the development of a State no one factor plays a more prominent part than does the Hardware merchant.

A community can be pretty well sized up by the makeup of its Hardware store. Prosperous and up-to-date Hardware merchants



H. F. EMERY, *President.*

represent a prosperous community and it has well been said that "Hardware is the barometer of the times."

We have come together at this time that we may talk over and devise ways and means to further aid in holding personal greed (which shows its hand through corporations) in check and making it understand that the law of right must be obeyed. With prosperity showing on every hand, with orders pouring into the retail store, with tin shops full of work, with stoves to be blackened and times so good that we cannot find a "blacker," is it to be wondered at that so many merchants take so little interest in association work?

It is not the activity of the corporations, trusts, combinations and mail order houses that is to be feared, but the inactivity and deadness of the busy merchant and the quiet citizen. The tariff law when first enacted was a grand thing, but the prosperity and growth of this country was so great that the same good tariff was the means of starting some greedy institutions that have shown their willingness to take advantage of the help extended, and so my words to you in retiring, as your president for the last four years, are—be up and doing: help your Executive Committee, your incoming president and your secretary whenever you can, that we may be in the best of shape to stop the growth of the mail order business which has shown its hand in prosperous times and cannot but be a menace to trade unless checked when the high tide shall subside and when quietness follows, though it be for a short time, for history has proven that extra good times are followed by a lull in trade.

Let me remind you not to be impatient because we are not able to solve all the problems at once, but remember that great victories are won by fighting the battle of to-day and being ready and willing to take up the new questions of to-morrow.

CREDITS.

A discussion of the subject of Credits was a prominent feature of the convention. Those who made addresses were the following Creditmen, representing jobbing houses: F. L. Macomber, of Hibbard, Spencer, Bartlett & Co., Chicago; C. D. MacLaren, of Farwell, Ozmun, Kirk & Co., St. Paul; Mr. Hopkins, of Janney, Semple, Hill & Co., Minneapolis, and Mr. Burdick of the Hall-Robertson Hardware Co., Fargo. Messrs. MacLaren, Hopkins and Burdick touched on the topic somewhat briefly, but Mr. Macomber made the principal address, which was in part as follows:

This subject has many branches, but the particular phases of it in which you are most interested are those which find expression in your own counting rooms—that affect the expansion of your business and increase or decrease your profits.

I shall touch on retail credits only to say it is a science more studied and better understood by the men behind the counters of Hardware stores of this State than by myself.

In the wholesale Hardware business 99 per cent. of the business transactions are handled on credit. Perhaps two-thirds of the sales are discounted, but even where the settlement is made in ten days, credit comes into play and a proper basis for it should exist.

What are

THE ELEMENTS TO BE CONSIDERED

by the seller who thus, through faith in the buyer, parts with his property on credit terms? 1, Character; 2, capacity; 3, capital.

Neither one is under all circumstances indispensable, but in the ideal credit risk all three are present. They are important in the order in which I have named them. Rectitude of character—the unswerving purpose to deal honestly with all men, customers as well as creditors—is the best asset a merchant can have. The confidence it inspires brings and holds trade, and coupled with a moderate degree of capacity is an almost certain guaranty of success. Good character may be said to include temperate habits and agreeable manners. It cannot be claimed either by a drunkard, spendthrift or grouch. An ugly, over-reaching disposition is not an ear-mark of good character.

The capacity of a merchant is measured by his age, experience, education, business training, health, energy and general ability. The shortcomings of merchants in the payment of their debts are chiefly the result of inexperience. Some of the more frequent mistakes in business policies thus brought about are over-trading, capital, overstocking, extending too much credit, unwise credits, failure to secure sufficient profit, inadequate insurance, lack of punctuality in commercial obligations. In analyzing the financial statements of merchants it will usually be found that where one of these elements of weakness is present the others exist. The trader who thinks it unnecessary to give attention to his own obligations at their maturity trusts the consumer who settles only when compelled to. He is equally careless in buying and in figuring his profits. In the matter of insurance against fire he takes long chances, as his creditors frequently find to their sorrow.

That unquestioned character and a reputation for business capacity or ability are, in the estimation of the credit man, the prime requisites is apparent because in a number of our States, your own included, the exemption laws are so generous to a debtor that a fair sprinkling of the merchants cannot be forced to pay—if it is not their choice to do so. And yet, with few exceptions, these merchants of modest means find no difficulty in securing liberal lines of credit. The merchant may be poor, but with the reputation for right purposes, energy and good sense, he will, through the confidence inspired in him by others, command capital.

THE CHIEF SOURCE OF INFORMATION

upon which wholesale credits are based is, as every one knows, the mercantile agency reports. Some believe these reports are highly colored and distorted through the bias or prejudice of local investigators, but I do not think that this is often so. The mercantile agencies certainly realize that their clients want accurate information, and that the repute of and demand for their services cannot be great if any considerable percentage of their ratings are either grossly over or underestimated. Let it be said in their favor that if the credit seeker will not disclose his financial condition it is frequently impossible to secure the facts elsewhere.

People are more or less ostentatious in the display of their possessions. Barring the assessor, we don't care who knows about the assets, but as to the debts there is much secretiveness. Ordinarily the applicant for credit alone and none other can make a complete and accurate showing of these. Not even his banker is able to speak authoritatively as to his liabilities. It is for this reason that a financial statement made by the applicant himself for a mercantile agency or direct to the creditor is the best and safest source of information. Written and signed statements are preferred, because in expressing themselves in that manner they are more thorough and exact than when speaking orally.

It is natural for even honest men to overestimate their assets, and to underestimate their debts, and this tendency is more pronounced in verbal statements, but if the statement is in writing and signed and the maker of it, along with other assets, owns a good character, it is a fair and shining light pointing the pathway to be followed with safety by the creditor.

ADVERTISING THE STORE.

There was some discussion on store advertising methods, in the course of which J. A. Roell, of Minot, spoke as follows:

I think the best advertising is keeping the store up to date and goods clean, and having salesmen who are good judges of human nature to tell what a party wants and about what priced goods he should buy, and able to talk goods intelligently. Next to that is newspaper advertising—good, clean newspaper advertising, right to the point and always accompanied with prices. I don't think it pays to advertise anything in display unless you have a price on it. The price always talks. I know if I get a circular and don't see any price mentioned in it it is usually relegated to the waste basket. I judge that is the way with consumers, the way they would treat an advertisement in the newspapers. I don't know that I ever got any good results from advertising where I did not mention prices and I invariably use electrotypes. Jobbers and manufacturers will supply a man with any cuts he has a mind to ask for. There are other places where you can get cuts at a very nominal price, and I got several hundred a year ago from a house that makes a specialty of them, and in all my advertising I use the cuts and in this way I find I get results.

BORROWING MONEY TO DISCOUNT BILLS.

The question of the retail dealer borrowing money to discount his bills was then taken up. That it was advantageous to do so was pointed out by several merchants when the question was before the convention.

J. S. Cole, Lisbon, made the following remarks:

I would advise every retail dealer to discount his bills if possible, even if he has to borrow the money to do it, and if your credit is good enough to buy the goods on time your credit should be good enough at the bank to get the money to discount the bills. You all know thirty day goods are one per cent., and sixty day goods are two per cent. and Stoves and so forth, five per cent. In buying, if you can get any future dating, get it, and get all you can, and then go after the discount, and get all the discount you can. Every cent you can save in discount is that much profit on your goods.

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Touching especially on the objection made by some merchants as to the difficulty of discounting small bills, President Emery said:

I have heard a great many merchants say that one of the disagreeable features of discounting was that there were so many little bills they could not discount as the discount would not amount to as much as the postage. I believe there is not a jobber who would not be willing to make a special arrangement with Hardwaremen to discount twice a month, so that you might accumulate these little bills and discount them all at one time, say on the 15th and 30th of the month. If there is any man who would like to discount his bills there is no doubt but what he will be given an opportunity.

THE QUESTION BOX.

The Question Box was given in charge of Mr. MacLaren, of St. Paul, who answered the following questions:

Does it pay the Hardwareman to handle five and ten cent goods?

Can every member do something to postpone action on the parcels post bill?

What is the proper way to greet catalogue-house customers who ask for credit?

Should a retailer patronize jobbers who supply customers with goods?

Why are trademark stove prices higher than the catalogue-house stoves?

Can a strictly Hardware store succeed under present conditions, or should we have a side line?

Are the expenses of retail Hardware business greater than the average merchant's estimate?

RESOLUTIONS.

Among the resolutions adopted were the following:

Resolved, That this Association is opposed to any legislation looking toward the establishment of a parcels-carrying system in connection with the Post Office Department of the country at this time.

Resolved, That we believe it would be advantageous and therefore we favor a reduction from two cents to one cent on ordinary letter postage.

Resolved, That the Association condemns the action of the different railroad companies in withdrawing their agreement giving the members reduced rates for the convention, and considers this act of theirs as most unbusinesslike.

Resolved, That we express our thanks to the entire jobbing interests of the country as well as to manufacturers of all the various products for the displays made and the interest manifested, and for sending representatives with papers treating on their various products and the different methods of conducting business.

Resolved, That we approve of the action of the several papers in refusing advertisements of concerns detrimental to the business interests of the convention

ELECTION OF OFFICERS.

The election of officers resulted in the choice of H. F. Emery, Fargo, for president, this being his fifth election. H. B. Allen, Fairmount, was chosen as first vice-president; J. A. Roell, Minot, as second vice-president, and N. Halverson, Aneta, as third vice-president. C. N. Barnes was re-elected secretary, as was also H. T. Helgesen, Milton, treasurer. S. T. Bostwick was elected a member of the Executive Committee. W. R. McIntosh, Bottineau, was chosen as delegate to the National Retail Hardware Convention in Boston in June.

Fargo was chosen as the scene of the 1908 convention.

THURSDAY MORNING SESSION.

Thursday was devoted to the discussion of paints and the paint law of North Dakota. Interesting and able addresses were made by well-known experts in this line. Dr. D. W. Thompson, of New York City, representing the National Lead Co., was the first speaker, his topic being "White Lead: Its Advantages as a Paint Pigment." Mr. Thompson made a long and interesting address, taking up the entire morning session. He spoke in part as follows:

DR. D. W. THOMPSON'S ADDRESS.

North Dakota has the good fortune of having successfully adopted, and successfully enforced, the measures which result in the sale in that State of pure medicines, pure foods and pure paints. In this North Dakota has taken the lead, and we may feel assured that the people of other States are glad to know that you have done so much for the honest manufacturer for the sale of merchandise within your borders. Not merely has North Dakota passed laws, but these laws have been enforced, and enforced fairly, with a due regard for the interests of the people of the State. If the spirit with which a law is enforced is a fair and equitable spirit, defects that may exist in that law may at times be overcome. In North Dakota the administration of these pure commodity laws has fortunately devolved upon a man who has, in every case, sought to carry them out in a spirit of fairness toward all concerned.

White lead is a paint pigment, and as a paint pigment it has been used since the beginning of the Christian era. We have spoken of white lead as a pigment: by this we would explain that all paints, properly so called, are mixtures of a liquid or vehicle and solid particles which we call the pigment. White lead is a chemical compound and when manufactured with care should contain about sixty-nine per cent. of carbonate of lead and thirty-one per cent. of hydrate of lead combined in a chemical union.

* * * *

LINSEED OIL.

There is, generally speaking, but one paint vehicle, and that is linseed oil. There are other materials used with linseed oil in paints such as turpentine and benzine, but these can be considered nothing more than auxiliators, as they evaporate entirely after the paint has been applied and simply enable the painter to get more nearly the result he desires. Linseed oil is to-day the paint vehicle, and while lots of attempts have been made to prepare other vehicles, nothing worth considering in a commercial sense has made its appearance. Starting then with linseed oil as the paint vehicle which we are compelled to use, and which we are fortunate enough to be able to use, the question arises, what paint is there which, by itself, can be used with linseed oil to form a good paint without the addition of any auxiliator? The answer is, that of white pigments white lead is the only pigment which has been successfully used in conjunction with linseed oil alone. This is not a theoretical statement, but a plain fact.

I do not mean to say that some painter has not at some time mixed zinc oxide and linseed oil, without other additions, and applied it, but that such a practice and such an application has not been successful commercially. Nor do I say that sublimed lead has not been mixed directly with linseed oil alone and applied by some painter, but simply that if this has been done it has not continuously been done in a commercial way so as to meet general painting purposes. The same is true in regard to lithopone, an admirable pigment in its way, but one that has not as yet been used alone with linseed oil in the production of a commercial paint, but whose use has been principally in connection with varnishes in the production of enamel paints.

And we do not say that if any one has been so foolish as to mix barytes alone with linseed oil he may not have applied this to some surface—but we do say that if anybody has done this he has not been successful in any attempt which he may have made to persuade the public into adopting his plan as a commercial proposition. And what is true of barytes is true of sulphate of lime, is true of carbonate of lime or whiting, is true of silica, silicate of magnesia, etc. The fact remains that, as we have stated, no white pigment other than white lead has been mixed with linseed oil alone to make a successful commercial paint.

ZINC OXIDE.

By way of illustration, it may be stated without fear of contradiction that zinc oxide cannot successfully be used with linseed oil alone for general painting purposes, for the reason that zinc oxide when thinned with linseed oil to a consistency proper for painting takes so much oil that when applied to a surface the particles of zinc are so far separated that they have lost considerably their covering or hiding power. On the other hand, when thinned to a consistency proper for painting, white lead has a covering or hiding power unequalled by any other white pigment.

* * * *

COVERING POWER.

A great deal has been written on the relative hiding or covering power of various white pigments, but a great deal of confusion has entered into most of these discussions. If we are to compare two paints for a hiding or covering power, let us bear in mind that these two paints may work entirely different as to the amounts that can be put on a certain definite surface in the hands of an intelligent painter. Thus, on very careful tests made by a very competent man, I have found that one paint, applied to a surface of about 200 square feet, spread at the rate of 1,000 square feet to the gallon; whereas another paint, applied by the same man, spread at the rate of 600 square feet to the gallon. From this it will be seen that the paint which spread only 600 square feet to the gallon would give a paint film very nearly twice as thick as that which spread at 1,000 square feet to the gallon, and consequently should have, other things being equal, a covering or hiding power nearly twice as great.

It is of the utmost importance, therefore, in comparing the covering power or hiding power of paints that they be spread at the same rate, or if not at the same rate, then it should be clearly explained what the rates were at which they were spread. Now we have no hesitancy in saying that white lead is the only commercially successful white pigment, which, when mixed with a consistency proper for painting, or to a consistency where the brush-marks flow out, has a high and satisfactory covering or hiding power. Thus, zinc oxide, when mixed with linseed oil, so as to have a covering power equal to white lead and spread at the same rate, cannot be applied to a surface so as to produce a satisfactory coating. Sublimed lead has the same general defect as zinc oxide, though to a less degree.

THURSDAY AFTERNOON SESSION.

The first speaker of the afternoon was Dr. Maximilian Toch, of Toch Bros., New York City, representing the Paint Grinders' Association of the United States. He gave a long and exhaustive discussion showing up the effects of corrosion of steel and iron, and spoke of the effect of salt water and atmospheric conditions. Those present thoroughly enjoyed his lecture, which was so full of information with which they were not familiar.

DR. TOCH'S ADDRESS.

was in part as follows:

Mixed paint as an article of commerce is distinctively American, and was first placed on sale about forty years ago, and owes its success to the demand created by the pioneers. There are a variety of materials which enter into the manufacture of mixed paints, the best known being white lead, for the reason that for nearly 2,000 years it stood alone, and zinc oxide, sublimed lead, zinc lead and lithopone have all appeared within fifty years, and they have come to stay.

Some forty years ago Dr. Breinig found, like all other observers, that white lead at the seashore did not wear well, but chalked and flaked, and on mixing lead with ground quartz he obtained a paint that lasted several years longer, and when repainting became necessary the surface presented was better adapted for the purpose.

Then this marks the advent of materials added to lead and zinc to give them life and quality, and

THESE MATERIALS WE CALL FILLERS

or inert extenders.

A large number of the natural pigments contain these fillers or inert extenders, such as ochre, sienna, bone black, iron oxides, umbers, mineral blacks, etc. Many of the chemical pigments contain them also, such as lithopone, venetian red, olive green, etc.

THE NORTH DAKOTA LAW.

The law of North Dakota as it stands to-day says that all paints must be made of nothing else than white lead, zinc, linseed oil, turpentine, Japan drier and pure colors. If any other ingredient is used, the paint must be labeled. It must be understood that I have no objection to white lead, for it possesses qualities which have made it very valuable to the painter, and these are its enormous hiding power or body and the ease with which it is applied. Nor have I anything against zinc, for I have always been a staunch advocate for its use, and I unhesitatingly make the statement that no paint maker in the world can keep his factory going without it.

Zinc has a great value, yet fifty years ago it had few friends and fewer users. Linseed oil and turpentine are staples in the trade, and of linseed oil it can truly be said that no substitute has been found for it in general house painting; yet I will show you that there are paints which are made in industrial quantities into which none of these materials enter nor into which zinc or lead or oil would be anything but a detriment.

I have not come here to speak against your law, although I am totally against it in the letter, but heartily with it in spirit. Your legislators have not proved that the so-called statutory pigments, lead and zinc, make the best paints, and allowing only such paints to be unlabeled as to composition they have cast an onus on other good paints, which is unjust and uncalled for. I believe that this law was only intended for white and light shades of paints, for no man or body of men could be so shortsighted as to expect that a black or a red or a brown or a green paint could be made of lead or zinc with the necessary tinting material.

LABEL ALL PAINTS.

If you want a law to protect your people against bad paints, then label them all and give no preference to any, for there is no chemist nor any paint manufacturer who can say a paint of given composition is the best. I have had more experience in making paint than all the experts in North Dakota, and I realize that this may be very little, yet when my firm obtains an order for bridge paint for South America, I make it totally different than I make bridge paint for Illinois.

* * * *

Twenty-five years ago any chemist would have been tarred and feathered had he advocated the use of seventy per cent. barytes in a mixed paint for the protection of steel, and yet in the new custom house of San Francisco, a place above all where permanency is required, the steel work is being painted with a mixture of thirty per cent. black, ten per cent zinc and seventy per cent. barytes, and if your legislature knows better, let it hide itself and tell them that they

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are wrong, and to Washington together with its experts that your statutory paints are better. I could cite you endless cases, but I do not wish to outwear my welcome.

I have, of course, no sympathy with worthless paints or concoctions which masquerade under the name of paints. The mail-order house paints are not worthy of the name, and yet they can defy you by shipping their wares into this State in unbroken packages, and the honest maker has no recourse.

PROF. LADD'S ADDRESS.

Prof. E. F. Ladd, Commissioner of the Pure Paint Law of the State, was then introduced. Prof. Ladd prefaced his address by a distinct announcement that he still stood for the North Dakota law; that he had not made any changes or expressed any changes in his views in this regard. He also emphatically disproved any assertion that the drawer of the North Dakota paint measure was in any way influenced in the interest of any manufacturer, but worked solely in the interest of the people of North Dakota. He concluded his address as follows:

PAINT MANUFACTURERS DIFFER.

That paint manufacturers are not wholly agreed among themselves as to what substitute is best to be used is clearly indicated from the fact that one man believes silicates are the only proper material to be introduced as an inert constituent; others would use largely barytes; still others are using gypsum, or other forms of lime compounds, and there are some who it would seem have no preference. As the analysis of their paints would seem to indicate, they have at times used the product most convenient at hand.

It is not unlikely true that each of these constituents, under certain conditions, may have a useful place, and that paints may be used with satisfaction which are found to contain reasonable quantities of inert material, but to just what extent these are permissible, and under what conditions has not yet been fully worked out, and until such time has come it is improper, it seems to me, to do other than to require that their presence be made known.

We might go on with this discussion indefinitely without gaining any information, and until practical tests have been made to show to the public the value of these several paint constituents for various climatic conditions, for various classes of building materials, the public is justified in adhering to the recognized standard which has been accepted, and is still apparently accepted by the master painters of this country, as being possessed of the greatest value as a protective and decorative coat for the wooden structures which constitute our homes.

CATALOGUE HOUSE PAINTS.

Important work done as the result of the enactment of the paint law in North Dakota was to show somewhat the character of the paints sold by many of the catalogue houses. I need not go into detail with regard to these paints, but it may be said that not one of them is what it is represented to be.

All of these paints, together with those generally sold by the majority of department stores, show a similarity in composition, and in the majority of cases a similarity of physical properties, all of which indicate an exceedingly cheap paint, and often when purchased at any price prove dear to the users of the same.

The exposure which has come from the analyses of paints in North Dakota will ultimately result in good for every honest manufacturer; it will drive from the market many of the spurious products; it will educate the public to demand a better grade of paint, and to expect better work on the part of the painter. The experimental data which will be secured should prove of immense benefit to paint manufacturers, and we trust will enable the people to judge of the relative merits of those ingredients which are seeking a place for use in the preparation of mixed paints.

SPORTING GOODS FOR THE HARDWARE STORE.

By Fred A. Gannon

For Hardware retailers, sporting goods offer an attractive side line. There is a large and growing field for the sale of such goods, and there is precedent for Hardwaremen dealing in them; also there is practical proof of success in handling sporting goods offered by a number of Hardware dealers.

The field for the sale of sporting goods is large and growing, because Americans are the greatest sportsmen in the world, and now are giving more time, attention and money to sports than ever before. There have grown up in recent years hundreds of athletic clubs, hundreds of college gymnasiums, Y. M. C. A. gymnasiums and school athletic teams in the country, and the professionals of the diamond and the women's physical culture clubs must be added. This great interest in sports is having a marked influence for good on the race, so say authorities, such as Prof. G. Stanley Hall and others, and if it is having an influence on the race it surely must have an influence on trade.

There is precedent for the Hardwareman engaging in the sale of sporting goods, for it was "ye Hardwareman," who fitted out that gallant sport of "ye olden days," the knight errant, with sword and shield and lance, and other paraphernalia of the then popular sport.

There is present opportunity, too, for the Hardwareman to push sporting goods. Many Hardware dealers now carry stocks of guns, rifles and live sporting goods. Usually men who are interested in the sports of the field also are interested in the sports of the track, the diamond or the "gym" floor, and so there is a chance to interest them in new lines of sporting goods.

Iron dumb bells, one of the first and simplest articles used by athletes, and followers of physical culture, naturally are in the line of trade of the Hardwareman. Iron dumb bells are now being superseded by wooden bells, Indian clubs and many other articles. And if the Hardwareman has started in to sell goods to sportsmen, it is business for him to follow it up with the latest staple goods and novelties.

Boxing gloves, punching bags, basket-balls and other leather goods used in the sports are now sold by Hardware dealers and they tend to make the Hardwareman a leather man. Fencing foils, and even broadswords, and the paraphernalia of the fencing and sword contests are more in the Hardwareman's line. The number of men who enjoy a quiet boxing bout is surprisingly large. If this were England most every man would be a boxer, for the strenuous ruler of that country is reputed a boxer of high skill who is seldom out of practice. And not a few women like to "put on the mitts" or punch the bag. It was only the other day that a Philadelphia girl put a burglar to sleep with a straight arm blow, and, recently, a handsome white and gold punching bag was made up to order, through a New York firm, for a famous actress. The fad of the poster of the fencing girl has passed, but the fencing girl herself is as ready as ever to make the steel ring and to thrust swiftly at the heart.

There are many other sporting goods, which the Hardwareman carries, or might carry and they range from baseballs and croquet sets to auto supplies. Every man has to study his own trade, and to find out what it will buy. Some Hardwaremen have so built up their sporting goods trade that it is difficult to tell whether their stores are Hardware or sporting goods establishments. And the increased interest in sports everywhere promises to increase trade in sporting goods everywhere.

RECENT PUBLICATIONS.

Hartford Rubber Works Co., Hartford, Conn. Catalogue for 1907 of Hartford and Dunlop Tires for Bicycles, Carriages, Motor Cycles, Road Carts and Sulkies, with list prices, and instructions for ordering and mounting single-tube tires on rims. We quote from some very pertinent remarks regarding tires and their care, found within its pages:

"Frequently our customers complain that their tires 'leak at the lugs' and imagine that the latter have something to do with the air escaping. This is wrong, as the lugs have nothing whatever to do with the inner tube. When air escapes at these places it is only because the inner tube is punctured and the air penetrates the entire fabric, escaping at places offering the least resistance, and would naturally follow the lugs. If no lugs were used, it would escape just the same through surface cuts. As a vehicle is used in wet weather and is washed frequently, the cement in time fails to hold and the tire is then held in place by the lugs only. As soon as this is discovered the tire should be removed from the rim, the latter scoured bright, and the tire should then be replaced. Keep your tires well inflated; should they become punctured, either repair or have them repaired at once. We guarantee all tires made by us to be perfect in material and workmanship. We do not guarantee that they will not wear out in time, nor do we guarantee them against puncture. Tires should be used judiciously so as to prolong their life as much as possible."

Grippin Mfg. Co., Newark, New York, are distributing to the trade a series of circulars and folders regarding Grippin's Wood, Crack and Crevice Filler and Floor-Finishing Specialties. General information regarding the application of Grippin's Wood, Crack and Crevice Filler under all conditions will be found on every can. Any finish, wax, varnish, shellac, oil, stain, paint, etc., may be applied over this Filler with the best results; the Filler may also be applied over any finished surface and is easily colored to match any shade or color, by adding the required coloring matter. The light natural color of the Filler will match very closely all light natural woods and does not need coloring, except where the darker shades, like antique oak, black walnut, mahogany, etc., are desired. All new floors where a perfect filler and foundation are desired, should be first treated with this filler. It is perfectly transparent in the grain of the wood and will not discolor or injure the finest and most delicate woods. Many old floors that were considered absolutely useless with their large openings, slivers and checked surfaces, have been restored and placed in fine, serviceable condition by an application of Grippin's Wood, Crack and Crevice Filler. The average cost of treating floors with their Filler is from one-half to one cent per square foot, depending on the condition, etc. Where rugs are to be used in place of carpets an application of this Filler is indispensable. They do not recommend their filler for use on exterior porches or veranda floors, but for interior floors only. The company also manufacture durable finishes for floors and interior wood-work; also Gloss Stains, Hard Wax Polish and Varnilene, the last named being a substitute for varnish, and is recommended for renewing, restoring and polishing interior woodwork, furniture, pianos, floors, bicycles, etc.

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RECENT TRADE PUBLICATIONS.

Buffalo Forge Co., Buffalo, N. Y., have issued their catalogue No. 77, which introduces in addition to their regular line of Buffalo Blacksmith Tools which have been on the market for several years, a number of entirely new machines as well as some changes and improvements in the older designs. They call special attention to their new Ball-Bearing Forges Nos. 240 and 260, their new No. 99 Hand Blower with the high-speed gear underneath the surface of an oil bath, and their Direct Drive Blower No. 306. These goods constitute their "Leaders for 1907."

Louden Machinery Co., Fairfield, Iowa. Catalogue "G" of Overhead Carriers, for farm, store, mill and factory. In a prefatory note the company say: "The Louden Overhead Carriers are the result of years of study and experince, and embody all the latest and best improvements. Originally designed for handling Feed, Litter and Manure, their use has been extended until it is becoming general on the Farm and Dairy as well as in the Store, Mill and Factory. "There is no harder, more slavish work on the farm than that of keeping barns, stables, and outhouses in proper condition and to meet this long needed want, we have invented and placed on the market a system of Carriers which can be used only for carrying light material, but also for heavy material of all kinds." A line of Milk Can Carriers is also shown, and a Combined Hoist and Carrier for hoisting and conveying water, feed, milk, ice, etc. A plan of installment is given as well as some plans of barns in various sections of the country in which the Louden outfit is in use. This catalogue will prove an interesting one, and will be gladly sent on request.

Belding-Hall Mfg. Co., Belding, Mich., and 213 Canal Street, New York, have recently distributed an illustrated catalogue of their "Edson" Porcelain Lined Refrigerators. The company in an introductory note say: "These refrigerators are made of quarter-sawed white oak, with heavy beveled panels, and trimmed with nickel lever locks and hinges. The ice chamber is lined with nickel; the ice racks are made of heavy galvanized iron, supported by heavy steel bands, riveted to the corrugated surface. The provision chamber is lined with heavy porcelain lining. We have had numerous inquiries from our trade for a genuine high grade porcelain lined refrigerator, and have spared no expense to produce an article that will be superior to any other on the market. If you are interested in a high-grade refrigerator we believe it will be to your interest to order a sample at once with a view to securing the agency. There is no doubt that these refrigerators will supersede the tile-lined refrigerators, as with the porcelain there is no sweating, no tiles to crack, no crevices to absorb impurities and odors. The porcelain lining being in one piece presents a smooth, even surface, easy to clean, no annoyance from breakage, and absolutely pure and healthful."

W. & B. Douglas, Middletown, Conn., and 83 John Street, New York. Booklet catalogue for 1907 of Pumps, including Cistern, Southern Yard, Pitcher, Anti-Freezing Lift, Force and Pipe Pumps; Windmill Outfits, Hydrants, etc. This price list cancels all former ones and is subject to change without notice. This company also issue a catalogue of Electric-driven Pumps. Regarding the advantages of Electric Pumps the company mention the following: "Aside from the fact that certain problems can be solved only by the use of electric pumps, there are other advantages which put them in direct competition with steam or other motive power. Some of these are: They can be started or stopped from a distance. An attendant is not required to watch them constantly. The volume of discharge is not affected by variations in the boiler pressure. There is no danger of "running away" if the suction or discharge pipes give out. In small units the electric pump is much more efficient than steam, and in large ones the efficiency is about equal. They will automatically maintain a constant level of either suction or discharge liquid, or constant pressure on tank. The power consumed can be accurately determined by means of a watt-meter, which will give actual cost of operation."

Chase Colvin, South Charleston, Ohio, manufacturer of the "Stay There" Steel Anchor Posts for wire fence, has favored us with circulars of this line of goods, and in addition, circulars regarding Steel Line Posts and Steel Farm Gates, which he has recently added to his product. These Anchor Posts are for use at ends, corners or gateways, with any kind of wire fence, and are made of steel angles, thoroughly anchored and braced in all directions. They may be set in concrete. It is being realized that it no longer pays to use wood posts, at least for anchor posts, on which so much depends in a wire fence, and are made of steel angles, thoroughly anchored and braced in all directions.

Small Bros., Dunham, Quebec, Canada. Catalogue of the Lightning Evaporators, Steel Arches and Furnaces intended especially for Maple Sugar Makers, and those interested in this product will find within its pages every requisite for the "sugar bush." Numerous testimonials are given from satisfied users. The company manufacture a large line of Buckets, Cans, Sap Spouts, Gathering and Storage Tanks, Sugaring-Off Arch and Pan, as well as Hog Troughs and Metal Roofing of all kinds. The catalogue is printed partly in English and partly in French.

Clark-Horrocks Co., 54-56 Genesee Street, Utica, N. Y. Catalogue of Fishing Tackle, Fishing Rods, Trout and Bass Flies and Artificial Bait. This catalogue is a complete one of its kind, containing 198 pages, and illustrating many new goods in the way of Rods as well as Lines, and Artificial Spoon Baits. Particular attention is called to their Special Combination Lancewood Bait Rod, which can be used either for boat or bait or fly, for casting or for brush fishing. It is a Rod that will hang well, and weigh right for all purposes. Their Combination Fly Rod is also a 1907 novelty, and is a three-piece detachable grasp, split bamboo fly rod, with extra tip, made from selected stock, closely wound in green silk, with English snake guides and their new detachable line guide on butt joint, with welted ferrules. This company are also the selling agents of the Mohawk Valley Line Co. This catalogue should be sent for by every dealer handling or contemplating the handling of sporting goods.

Clyde Cutlery Co., Clyde, Ohio, with export office in charge of the U. J. Ulery Co., 9 Warren Street, New York, have just issued their Catalogue No. 14. This Company are almost exclusively Butcher Knife manufacturers, and the contents of this catalogue include a very extensive assortment of this class of goods, as well as household knives. Their Clyde Household Carver Assortment is deserving of special mention, consisting of two knives each, with ebony, cocobola and boxwood handles, very highly polished blades, crocus finished swedge, through tang, brass rivets in handle, in dark leatherette-covered display case, beautifully lined in white. They also manufacture Steak, Sticking, Boning, Ribbing and Bread Knives, Ham and Beef Slicers, Fish and Chicken-Killing Knives, Sailors', Hunters', Paper-Hangers' and Tobacco Knives; also a large variety of Kitchen Knives for paring purposes, Steels, Cleavers, etc., etc. Notwithstanding the large addition built to their factory last year, which about doubled their capacity, they find business so brisk that they are kept more than busy in taking care of orders.

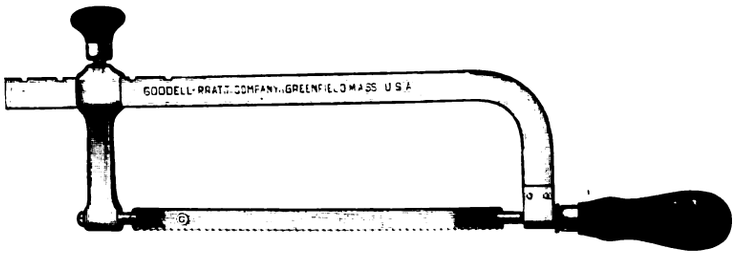
Fulton Machine & Vise Co. Lowville, N. Y. Catalogue "C" of Patent Vises adapted for the use of Machinists, Locomotive Works, Structural Iron Builders, Carriage, Gun, Sewing Machine and Furniture Manufacturers, Jewelers and Mechanics generally. Their Reed Vise is a universal, vertical and horizontal swivel vise, the jaws and both swivels being clamped and released with one operation of the lever. Therefore, there are no obstructions above the bench to interfere with the mechanic or any kind of work. The Reed Patent Vise has all the advantages of the regular Swivel Vises now on the market. It can be fastened at any angle, and when placed in any of its different positions it is guaranteed not to slip on any work for which the different styles and sizes are adapted. The contents include Fulton's Parallel Machinists' Vise, Fulton's Star Wood-Workers' Vise, Fulton's "Self-Locking" Malleable Pipe Vise, etc., with the price-list of extra parts.

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NEW GOODS AND SPECIALTIES

HEAVY ADJUSTABLE HACK SAW FRAME NO. 69.

The Goodell-Pratt Company, Greenfield, Mass., are placing on the market a new Heavy Adjustable Hack Saw Frame, known as their No. 69, which they describe as a heavy and more rigid Adjustable Hack Saw Frame than any at present



HEAVY ADJUSTABLE HACK SAW FRAME NO. 69.

on the market, and which is shown in the accompanying cut. It is made from stock ¼ inch thick by ¾ inch wide, full polished and nickel-plated; so arranged that Blades can be faced four different ways, and adjustable for Blades from 8 to 12 inches.

It has also the feature of a Knob Handle, which acts as a rest or guide when the Frame is being used, and provides a mechanism by which the traveling arm is rigidly fastened in place. The makers claim that there is a demand for a tool of this character particularly in view of the very large amount of iron work being done at this time.

THE AUTMO TOOL CABINET.

The Autmo Tool Cabinet Co., Rochester, N. Y., are placing before the trade the Cabinet we illustrate in the engraving herewith, on which they have patents pending. This Cabinet contains almost everything that would be needed for rapid repair work, and being easily manipulated would recommend itself to



THE AUTMO TOOL CABINET.

automobile owners and prove an acquisition to any garage not already in possession of the same. It has a full assortment of tools of every description, and being designed especially for portable use, may be rolled through any doorway, or can be taken to any part of the building. It can be made to remain stationary by throwing the lever on end of the Cabinet. It is made of the best quality of chestnut, natural finish. With a frame constructed from hard maple, it bids fair to last a lifetime.

This combines a swivel, a machinists' vise, off-set jaws and



THE AUTMO VISE.

pipe vise. The "Autmo" is claimed to be the best vise on the market for repair work, having in the off-set jaws milled cut-outs which grip any round stock or pipe up to two inches in diameter.



THE AUTMO ANVIL AND SURFACE PLATE.

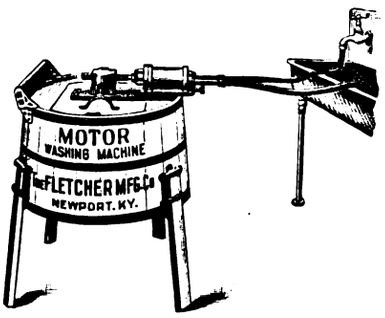
The Autmo Anvil does away with the breaking and damaging of the vise. The anvil, being made of cast steel and having a turned shoulder, allows it to be swiveled or taken out, so as to use plate singly.

THE FLETCHER MOTOR WASHING MACHINE.

The Fletcher Manufacturing Company, Newport, Kentucky, are placing on the market the "Fletcher" Motor Washing Machine, as illustrated in the accompanying cut. As will be noted this machine is driven with a small powerful Motor, instead of by the usual "hand power" method—making this kind of a machine quite an improvement over the old laborious methods of operating the different type of hand machines. The Motor of this machine is a very powerful cylinder type, 2½ inches in diameter, by 5 inches long, made of the best quality of brass castings, and heavy brass tubing. Each and every part is perfectly machined, and made sufficiently strong to withstand the wear and tear that a machine of this kind is subject to. To operate the Motor, the intake hose is connected with the water faucet—the water turned on, and you are ready for the wash. The water passes in through the hose, through the valves into the cylinder, driving the piston in either direction; the water then passes out again through the exhaust hose with each stroke of the piston. At the end of the piston rod is the rack, the teeth of which engage a small gear attached to the dasher shaft. As the piston and rack move in and out, the dasher is thus driven forward and then reversed. This dasher, inside the machine proper, washes the clothes by "agitation"—making them thoroughly clean—both the heavy garments and fine

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fabrics, with no chance of injury to the garment. These Motor machines, it is claimed, will do the average family wash in just one-half the usual time required, and in most instances saves

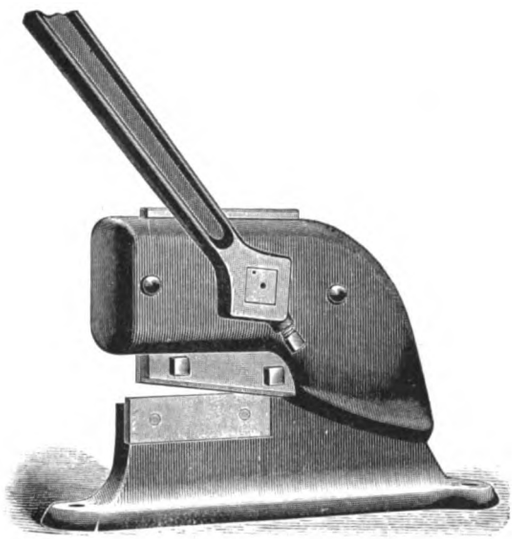


FLETCHER MOTOR WASHING MACHINE.

the need of "extra help" on wash day. In short this machine is a small edition of a "regular laundry" right in the home—easy and convenient to use, and can be picked up and set aside in some convenient place, when the wash is finished. To operate the machine it requires a water pressure of 35 to 45 lbs. to the square inch, and consumes but a very small amount of water for the ordinary wash. As an illustration of the cost of the water consumed, would say, in some of the larger cities where thousands of these machines are used, the Water Works Department make a rate of $2.00 per machine, per year, which is about four cents per week, a very small item when its advantages are considered. The housekeeper is very quick to see the great advantage in the use of a washing machine of this kind, making it a splendid selling proposition for the dealers. The Fletcher Manufacturing Company have built up a very large trade for these machines, and put them out with a very strong guarantee. They are retailed at a popular figure, giving the dealer a good margin of profit. Any inquiries sent to this concern will receive prompt attention.

FEDERAL BENCH SHEAR.

The Federal Bench Shear is a neat bench tool, strong, compact, well made and of good design and will cut sheets or bars not exceeding 3/32 inches thick, or even thicker if soft stock. This tool stands only eight inches high and weighs but thirty

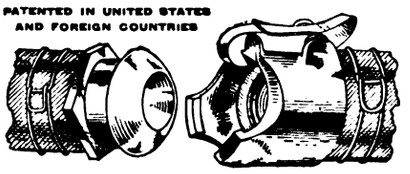


FEDERAL BENCH SHEAR.

pounds, and is one of a line of Hardware specialties manufactured for the Chandler & Farquhar Co., 36 Federal Street, Boston, Mass., which is sold in good quantities by retail dealers and jobbers throughout the country, and it is of sufficient importance to merit looking into.

THE THREADED SNAP HOSE COUPLING.

The Nelson & Morrison Mfg. Co., Boulder, Colo., are the manufacturers of a unique specialty called the Threaded Snap Hose Coupling, of which we give an illustration herewith. It is a supplementary coupling, intended to be placed between the hydrant and hose, between two pieces of hose or between the hose and nozzle of sprinkler, or any place where a quick and easy connection is desired. It is only necessary to screw the Snap Coupling parts on the old threaded parts already in use, and the coupling is complete. The Snap Hose Coupling consists of two parts: No. 1 on which is the locking-dog and No.

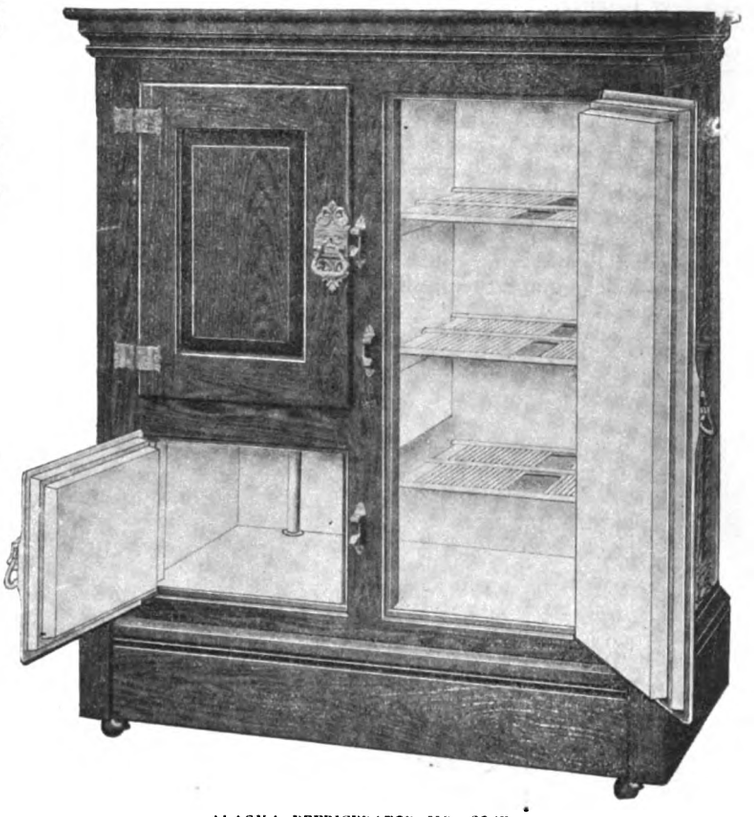


THREADED SNAP HOSE COUPLING.

2 with the cone-shaped head. No. 1 comes either interiorily threaded with ¾-inch threads or can be furnished with corrugated end to enter ½ or ¾-inch hose; No. 2 threaded with ¾-inch male threads, comes straight or bent in goose-neck shape; No. 2 is also made with corrugated end to fasten into ½ or ¾-inch hose. The secret of the tight joint—the water pressure acting on the thin lip of the washer. It is made so the cone-head of No. 2 will press sufficiently against the washer in No. 1 to make it tight when the water flows through without pressure and the harder the pressure the tighter the joint. The spring is not a point of weakness. It does not hold the coupling together but merely holds the locking-dog in place. Though its tension be entirely lost, the dog cannot be raised without putting it in tension. It is made of brass and will not rust.

ALASKA REFRIGERATOR NO. 234E.

The Alaska Refrigerator Co., Muskegon, Mich., are making a new line of side ice-chamber refrigerators for 1907, adopting their principle of Alaska Circulation to this line. It is made with porcelain lining, white enamel lining and zinc lining, there



ALASKA REFRIGERATOR NO. 234E.

being twenty-one sizes and styles. Their regular line of Alaska Refrigerators is made in almost endless variety, and their catalogues are complete.

PITTSBURGH AUTOMATIC VISE & TOOL CO., Pittsburgh, Pa., have remembered their friends in the trade with a series of blotters, on the front of which are descriptions of their "Pittsburgh" Double-Swivel Pipe Vises, with graphic illustrations in black and white, and intended to arrest the attention of the dealer into whose hands they fall by reason of their uniqueness.

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THE "LITTLE GIANT" FLOOR SCRAPER.

The Hurley Machine Co., of Chicago, New York and Toronto, have lately put upon the market a useful little machine which, from present indications, looks as though it would revolutionize the dressing of hardwood floors. Its name is the "Little Giant" Floor Scraper, and like all important inventions, it is based upon a scientific principle, the very simplicity of which marks its success. It does not require much effort to see the great saving to the contractor made possible by the use of this machine. It has proved so popular among the carpenters, contractors and builders throughout the country, that almost 7,000 are now in use and the capacity of their factories are taxed to the utmost to keep up with the rapidly increasing demand.



THE OLD METHOD OF SCRAPING FLOORS.

To point out the advantages of the "Little Giant" Floor Scraper is purely a matter of arithmetic. Under the old method of scraping floors, one man down on his knees, working hard, will scrape by hand about two squares or 200 feet of flooring in eight hours. The wage scale for this is from forty cents to fifty-five cents an hour, or from $3.20 to $4.40 for 200 square feet, which makes the cost from $1.60 to $2.20 per square. With a "Little Giant" Floor Scraper, one man standing up and moving freely and swiftly, will scrape at least 1,200 square feet of flooring in eight hours which, at the same wage scale, requires the cost of the work to from forty cents to fifty-five cents per square. It is claimed by those who have used the machine that it will do from one and a half to two times as much as above stated, but the manufacturers estimate very conservatively that it will save at least four men's work. Thus, it will be readily seen, that the machine pays for itself in a few days.

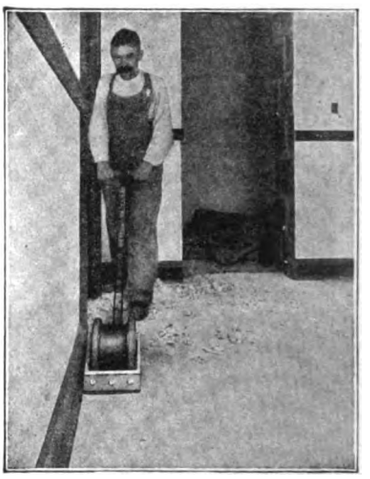


THE LITTLE GIANT METHOD OF DOING IT.

The "Little Giant" Floor Scraper is sold under the Hurley Machine Co. guarantee to do better, faster and cheaper work than by any other method. It is simple in construction and is built of the finest material, on the simplest possible lines. There is no mechanism of any kind to get out of order. It will last a life time. The machine is easily operated by one man with no other motive power. The principle of operation is similar to that of a hand scraper while the capacity for work is greatly increased and the work far superior. The knife is made of the finest steel. It scrapes the floor when the machine is pulled towards the operator and scrapes every inch of it—into the corners and along baseboards. A shaving about two inches wide and three feet long is removed with each stroke. All rollers of the machine are rubber-tired, protecting the floors. The handle is adjustable to height and length.



The company has been carrying on a rapidly increasing foreign business and has found it necessary lately to send a special representative, George E. Spaulding, abroad. Mr. Spaulding is the managing director of their French company, with offices at



No. 1 Rue de Laborde, Paris. The company is mailing to the trade a souvenir postal card on which is reproduced the famous painting by G. Caillebotte, entitled "Les Raboteurs de Parquet," which is hung in the Musee de Luxemburg. It shows three floor finishers stripped to the waist, on their hands and knees, laboriously scraping a floor. The purpose of the card is to call attention to the contrast between the old hand method, and the machine of to-day.

A NEW "FIVE CENTER."

Responding to a demand that will have a tendency to make the larger sizes kept in stock, the Kitchen Specialty Mfg. Co., Reading, Pa., have taken the smallest size of their assortment of perforated pot covers, recently noticed among the specialties in our columns, and made it a size that can be retailed at a profit for "five cents." They have found this to be a very popular price and it has nearly doubled their output of all sizes. It behooves the jobbers and retailers to inquire into this matter, as it is up to them now to fill a demand that will be found to exist wherever the change in price becomes known.

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STEVENS TRADE AIDS HELP THE MERCHANT.

In connection with their department of publicity, which the J. Stevens Arms & Tool Co., Chicopee Falls, Mass., foster and encourage to the fullest extent, they call attention to methods they have adopted of adding to their facilities that will permit the dealer to assist in this campaign of publicity through their advertising department, which we are pleased indeed to announce.

They have prepared for, and now inform the wholesale and retail Hardware and sporting goods merchants, that they have a varied and attractive supply of half-tone mortised advertising



STEVENS FOUR-INCH, SINGLE-COLUMN, MORTISED ADVERTISING CUT.

electrotypes on hand, featuring hunting scenes. These cuts are all half-page and full-page, regular magazine size, and especially appropriate to illustrate circulars or booklets printed on coated paper, pertaining to sporting goods, etc.

Up-to-date and progressive merchants could easily obtain, with slight effort, considerable additional business by circularizing their local sportsmen with attractive printed matter. Their half-tone electrotypes will be sent to any applicant free on demand, providing the merchant bears express charges, which are, of course, moderate, generally speaking.

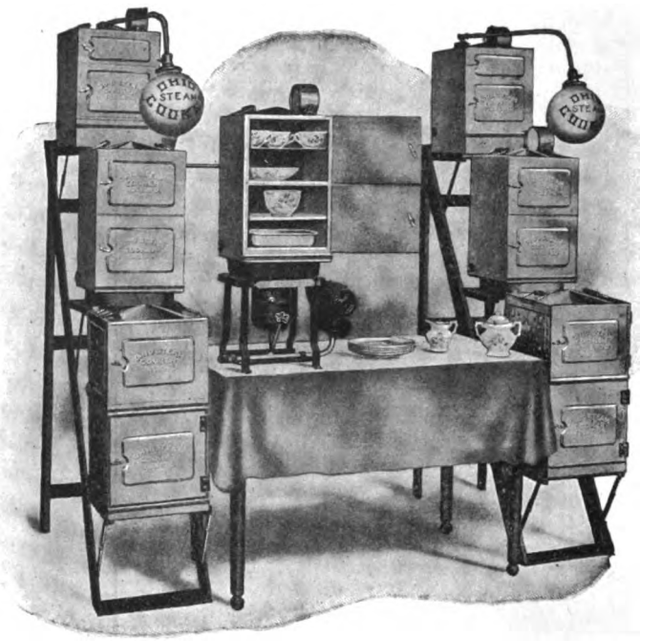
For newspaper advertising, they have prepared a striking series of six four-inch, single-column mortised advertising cuts. These latter electros will also be supplied gratuitously to any Hardware or sporting goods merchant applying for same. They realize that a number of dealers handling the Stevens have neither the time nor inclination to prepare advertisements themselves. These merchants they will be glad to assist by furnishing copy they have originated in their Advertising Department. Their advertisements have proven effective wherever used, and would no doubt aid any retailer employing them.

HERBICIDE, THE WEED DESTROYER.

The Reade Mfg. Co., 1023-27 Grand Street, Hoboken, N. J., and for many years of New York City, are offering to the Hardware trade this season their great preparation "Herbicide," which as an incomparable Weed Exterminator is an article of acknowledged merit, and meets the general demand for an effectual destroyer of every description of weeds, Canada thistles, poison ivy, dandelions, burdocks, etc., by a single application of Herbicide, which is death to obnoxious growths of all sorts in a few hours and keeps them killed for two years, as many recommendations from high-class sources sufficiently attest. Its application is easy, being in a liquid form, and only requiring to be mixed with water and applied with a watering-can or watering cart. Five gallons mixed with one hundred gallons of water will cover an area from one hundred and fifty to two hundred square yards, and will make a liquid which will effectually destroy all vegetable growths. When offered for sale for Hardware dealers, "Herbicide" is put up for the retail trade in cans at 50 cents, 80 cents and $1.50 each; also in kegs at $2.50 and $5.50 each, which is subject to a liberal discount to the Hardware trade. Descriptive circulars are supplied with each parcel of goods ordered.

THE OHIO COMBINATION STEAM COOKERS AND BAKERS.

The Ohio Cooker Co., 600-617 Jefferson Ave., Toledo, Ohio, are the originators of square steam cookers. They are the only ones making a cooker that will steam and bake at the same time over one burner. They also have a complete line of cookers that cook entirely by steam. They are advertising their cookers extensively in all the leading magazines in the country, and with an order of a dozen cookers they are furnishing every merchant a handsome electrical demonstration-stand for showing the different style cookers, as per accompanying illustration.



OHIO COOKER CO. ELECTRICAL DEMONSTRATION STAND.

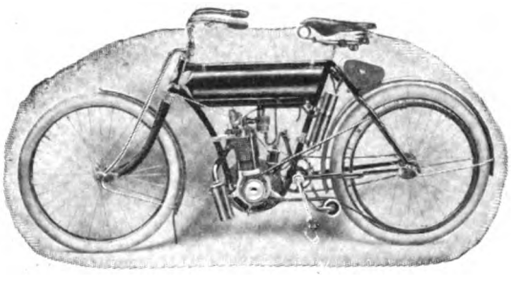
With this display-stand located in a prominent position in the store the merchant can secure a great many orders for cookers. Every Hardware merchant should have a stock of cookers on hand to take care of the large demand that will be created this year in this line of goods. The cooker is really a household necessity, and it is especially valuable during the Spring and Summer where people are using oil, gas or gasoline stoves; they can cook an entire meal over one burner, and a dozen different kinds of food at the same time, without any intermingling of taste or odors.

The O-HI-O has many advantages that are found in no other cooker, especially the steam condenser, which takes care of all the surplus steam and returning it to the water reservoir. The cooker will save an ordinary family at least $2.00 a month in the saving of time, fuel, labor and provisions.

The Company issues a very handsome 48 page catalogue, which they will be pleased to send to any merchant writing for same, together with price-list and discounts. Every up-to-date merchant should carry a stock of these cookers to supply the great demand that is being created for this article.

YALE-CALIFORNIA MOTOR-CYCLE FOR 1907.

The Consolidated Mfg. Co., Dorr Street Station, Toledo, Ohio, are the manufacturers of the Yale-California Motor-Cycle, of which we give an illustration herewith. The Yale-Califor-



YALE-CALIFORNIA MOTOR-CYCLE FOR 1907.

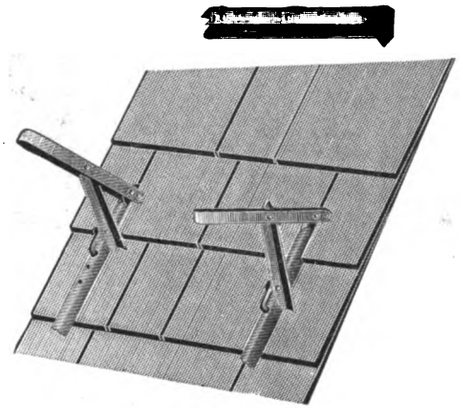
nia motor is of the 4-cycle type, 2¼-inch bore, 3-inch stroke, with fly-wheel on the outside of the crank-case developing two horsepower. The piston is extra long; with three special spring

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rings. One piece nickel steel, forged crank shaft. Connecting rod drop-forged. Bearings special compound phosphor bronze. Crank-case, aluminum. Cylinder extra long, with special cooling surfaces on head and top of cylinder. Cylinder-head and cylinders are attached to crank case by three bolts, and copper asbestos gaskets are used, making an absolutely tight fit. Intake valve, atmospheric. Exhaust valve, mechanical. Both intake and exhaust valves are drop-forged from nickel-steel and ground in place. Both ports are large and permit of quick ingress and egress of gas. The exhaust and vibrator gears have wide face, carefully hardened, and are practically indestructible. The vibrator (patent applied for) is a new and valuable improvement in vibrators, their own special design and absolutely self-cleaning, with iridium contact points. It may be removed without disturbing the timing or any part of the motor. Extraordinary care is taken in elaborately testing out every motor used on the Yale-California. Each motor must develop the full two horsepower before leaving the factory.

ADJUSTABLE ROOFING BRACKET.

W. P. Griswold & Co., 37 John Street, Springfield, Mass., are placing on the market an Adjustable Roofing Bracket that cannot help meeting the approval of the trade, as it presents features of merit that are commendable. We give an illustration of the Bracket herewith. It is made of steel, is light in weight,



ADJUSTABLE ROOFING BRACKET.

and can be folded into small space for packing. It can be used for supporting stagings for shingling, repairing and painting roofs. It is claimed to be a positively safe staging support, without nailing; can be instantly placed in position, or removed; is adjustable to any angle, fitting roofs of any particular pitch. Can be absolutely locked to two or more shingles on the roof, and cannot be accidentally removed. The illustration represents three separate brackets. Those shown on the section of the roof are in position for use, and show the different angles to which it can be adjusted. The one at the top shows the bracket folded.

NATIONAL FREIGHT SERVICE ASSOCIATION.

A meeting was held in Richmond, Va., on the 7th inst, at which the National Freight Service Association was organized, the following being elected officers: President, T. Peyton Giles, Richmond; first vice-president, John Donnan of the W. S. Donnan Hardware Co., Richmond; second vice-president, Douglas Dalnam, New York. Executive Committee: John C. Freeman, chairman, Richmond; C. T. Johnson of the Dover Mfg. Co., Canal Dover, Ohio; V. H. Beckham, Seattle, Wash.; E. D. Taylor, Richmond; John Landstreet, Richmond. Legislative Committee: John S. Harwood, chairman, Richmond; S. P. Hastler, Chicago; W. C. Rice, Philadelphia.

The chief object of organization is to interest freight shippers and receivers throughout the United States in a systematic fight to secure better and quicker transportation facilities through legislation or otherwise, and nearly every great commercial and industrial body in the country was represented.

T. Peyton Giles, who has been active in inaugurating the movement, presided throughout the meeting, with John Donnan acting as secretary.

After Mr. Giles called the meeting to order and the roll of delegates was made up, Mr. Donnan made an address on the difficulties under which the shippers are laboring, and gave his ideas as how best to remedy these troubles. He said that conditions confronting the shippers in this country had been unbearable, and that the time had arrived when the subject should be given the best thought of merchants and manufacturers toward its solution. Mr. Donnan read letters showing the slow movement of freight in different sections, and said this meant the loss of hundreds of dollars to the merchants. He continued in part as follows:

If congestion is their (the railroads') excuse, let them explain why it is that they always manage to deliver promptly carloads of fruit from California, peaches from Georgia, watermelons from Florida, or any other class of goods of a perishable nature, for which they have to pay if spoiled, while Hardware, drugs, dry goods and other non-perishable freight are subject to such unreasonable delays.

The real cause of the delay is not congestion, lack of equipment, or that the freight trains do not make sufficiently fast time with the interstate shipments, while running, but the railroads hold goods an unreasonable time at the initial points before starting.

At every junction, division, terminal and transfer point of their own roads, shipments are held up; and again, when our goods reach transfer points on other roads, these delays are more aggravated than ever. This last and most serious delay is caused by jealousy of railroad systems, one toward the other, and by their attempt to thwart each other's business by each refusing to handle promptly shipments which originated on other systems.

The American Hardware Manufacturers' Association, National Hardware Association and Southern Hardware Jobbers' Association were among the Hardware organizations represented at the meeting.

IMPORTS AND EXPORTS OF COPPER.

The United States government, through the Department of Commerce and Labor, announces that the value of copper exported from this country during the calendar year 1906 was $84,728,400, while imports were worth $30,416,578, a total of $115,144,978. The total value of both movements in 1905 was $102,809,973, made up of $80,706,232 exports and $22,103,741 imports. The average value of the copper exported during the entire twelve months' period was $17.84 cents per pound. Imports during the year, totaling 176,558,390 pounds, formed the record amount brought into this country, increasing 16,000,000 over the previous year's takings. The following comparative statement of copper exports and imports by months for 1905 and 1906 is compiled from monthly returns (in pounds:)

	Exports		*Imports*	
	1906	1905	1906	1905
January	31,958,053	43,246,994	14,110,340	11,956,159
February	36,092,275	44,856,032	12,362,489	13,223,910
March	38,426,661	41,597,725	16,326,159	12,236,611
April	33,830,067	58,234,827	12,974,609	12,815,783
May	42,321,749	46,744,959	15,130,991	11,468,819
June	39,662,582	58,018,828	14,591,387	13,353,12:
July	40,520,290	37,901,361	15,296,099	12,195,807
August	46,789,702	48,942,284	12,578,745	10,692,522
September	34,964,157	46,954,409	13,776,177	18,703,558
October	39,245,144	35,156,328	18,718,000	15,519,438
November	36,738,984	31,565,859	15,693,716	15,110,744
December	34,139,354	41,688,013	14,999,778	13,283,913
Year	454,752,018	534,907,619	176,558,390	160,619,385

The rich have honors thrust upon them, while the poor strive for them in vain. The cook, out in Topeka, Kan., who inherited a half-million dollars from the Fair estate, is now referred to as a "chef."

The corporations of this country act like they had received their early education in a poker game, they run bluffs so easily. The American people are the kind which can be depended upon to call bluffs, however.

A Western paper says that it is the Bible which causes such small collections in the churches. It says "The Lord loveth a cheerful giver," and most men can give a nickel more cheerfully than they could a quarter.

There is a grain firm in Chicago by the name of Tearse & Noyes. It would be natural to expect their bids to all be short and loud.

The Dartmouth Rolling Mills, Dartmouth, N. S., are to put in a plant with which to manufacture wire nails.

C. C. Ballantyne, president of the Sherwin-Williams Manufacturing Co., Montreal, and G. W. Stephens, president of the Canadian Rubber Co., have been appointed Harbor Commissioners for Montreal.

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ONLY ONE OTHER IN THIS COUNTRY.

The Worcester Pressed Steel Company, Worcester, Mass., have just installed a plant for "Autogenous" welding with the blow-pipe flame. This is the only welding plant of its kind in Worcester and the second in this country. The oxy-acetylene flame is the hottest flame known, having a temperature of 6,300 deg. f., or 2,700 deg. higher than the oxy-hydrogen flame. This, together with the facility of handling the blow pipe and the absolute control of the flame by the operator, gives this process an almost unlimited range of practical usefulness in metal industries.

The distinctive feature, which has done the most to make this welding process of wide commercial value, is the introduction of a substance called "Epurite." By bringing epurite in contact with water, chemically pure oxygen is as easily obtained as in uniting calcium carbide and water acetylene is liberated; the chemical reaction in each case being analogous.

The company, following its progressive policy, quickly appreciated the practical value of adding this welding process to its modern equipment in the manufacture of high-class pressed steel parts for automobiles and bicycles and many special designs in deep drawing and cold forging, requiring skilled mechanics and the best machinery.

In this welding process, each gas is generated in a separate apparatus; conducted by separate pipes to the blow pipe; mixed near the point of combustion and used in nearly equal volumes at a pressure of from fifteen to one hundred and fifty pounds. In starting the blow pipe the acetylene is first turned on full; then the oxygen is added until the flame has only a single cone; an excess of acetylene produces two cones and a white color; an excess of oxygen is indicated by the flame assuming a violet tint. The point of intense heat in the flame is at the apex of the cone. In welding this is held about one-fourth inch from the metal to be welded. The oxygen and carbonic oxide generated protect the molten metal and also the flame cone from loss of heat. No flux is required to weld metals such as iron, steel and copper, but for alloys, viz., brass, etc., a little of boracic acid, moistened with water, is used simply to prevent the volatilized zinc from being deposited on the joint and destroying the weld. This process welds by fusion, forming a perfect metallic union of the parts. It is not brazing.

The company employ it in place of riveting and soldering and for other forms of metal construction not heretofore possible. Two sheets of metal may be welded by placing their edges in contact and following along the seam with a blow pipe. Tanks of almost any shape may be made by forming the body and ends separately and, in assembling, tracing the seams (joints butt and flush) with a blow pipe. The welding is so perfect that after finishing it is impossible to detect where the joints were made. To insure strength the joint is slightly overloaded, by melting a wire or rod of some material as metal to be welded, at the same time the edges are fused. The unfinished joint is stronger than the body of the metal and the finished joint is practically the same. This process is used in France for making frame joints in bicycles instead of brazing.

The Worcester Pressed Steel Company also use this process for cutting steel. Any shaped hole can be easily cut in steel plates up to six inches in thickness, as with a blow pipe, the operator can accomplish cutting feats impossible with a saw.

Twenty different sized nozzles are supplied for each blow pipe so the size and power of the flame can be varied at will, according to the thickness of the metal to be welded and in cutting, the frame is proportionately elongated by pressure to penetrate to the bottom of the cut. The intense heat is so localized that the kerf is practically the same as if a saw were used. Not only is this process adapted for making tanks, boilers, tubing, cylinders, pipe joints and angles, and for replacing brazing and riveting in many instances, but it effectively welds cast iron. In France this process is extensively used for welding automobile frames and other automobile and bicycle parts.

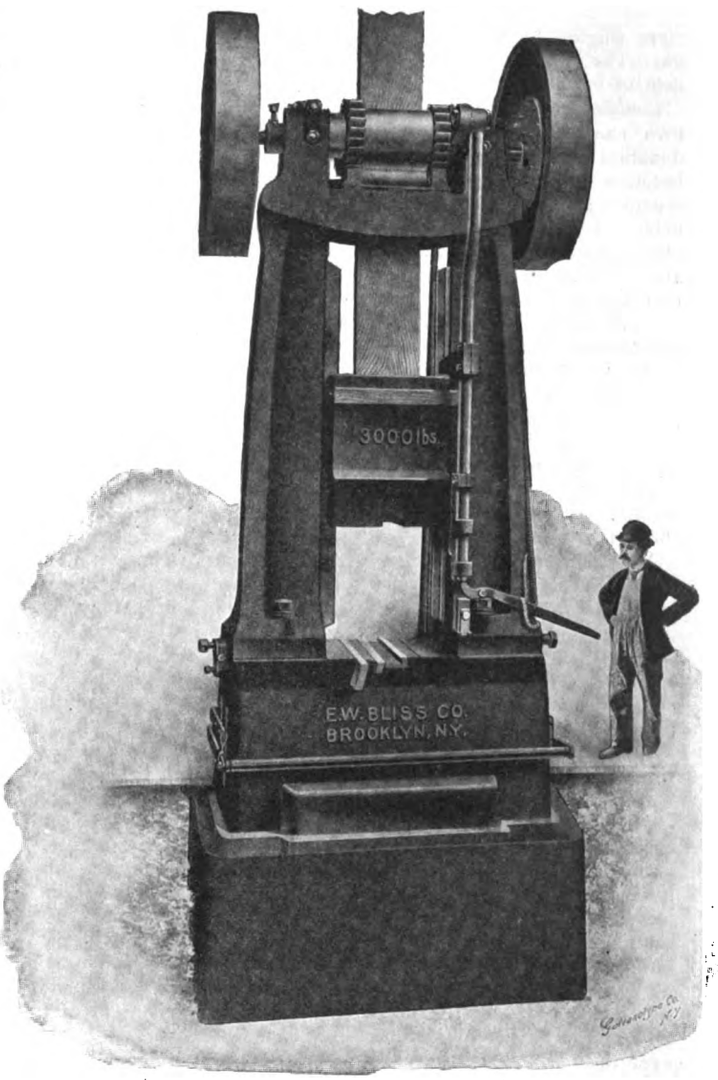
In the foundry this apparatus saves defective castings, in iron, brass, copper, etc., for the blow hole can be readily filled and broken castings welded as strongly as new. In repair work it is especially valuable and many expensive castings, forgings and machined parts may be saved from the junk pile by an hour's use of the blow pipe.

The company recently installed another large press for heavy automobile work (the largest of its kind ever built by E. W. Bliss Co.), brake drums, gear cases, hub flanges and caps, ball bearings, frame brackets, hood parts, steps and other parts of automobiles are now drawn seamless from pressed steel which were formerly made of cast steel and forged. With this additional equipment, the Worcester Pressed Steel Company are in a still better position to care for their customers' interests.

A LARGE BLISS DROP HAMMER.

One of the largest drop hammers ever built is that shown in the accompanying illustration. An idea of its size may be had from the fact that it is about four times the height of an average man from the top of the foundation to the top of the pulleys. The height of the drop above the floor level is 187 inches. The hammer is a steel forging, weighing 3,000 pounds, exclusive of the dies. The anvil weighs over 45,000 pounds, and is fitted with a forged steel sow held in place by a very large key. The uprights are 108 inches long and the hammer can be quickly adjusted for any height of fall up to nearly the figure mentioned.

The hammer was specially designed for forging automobile



A LARGE BLISS DROP HAMMER.

crank shafts and other similar work of large dimensions. To accommodate the various different pieces that are to be forged in this drop it was made with thirty-one inches from the front to the back of the die bed. All of the actuating parts are outside of the uprights, so as to leave all space between them available for dies.

The lifting rolls are of large diameter and are sufficiently wide to exert enough friction on the board to readily raise the heavy hammer. As will be seen, both pulleys are on the same shaft, which is integral with one of the rolls. The other roll is driven by two sets of steel gears, one on either side of the lifting board. This prevents a torsional strain, warping, or any uneven wear of the board. The forward roll works in an eccentric bearing, which brings it tight against the lifting board when the front lifting rod falls. The lifting rod is raised by the return of the hammer. Continuous or intermittent strokes may be had, as desired, by working the foot treadle.

The hammer is very accurately made, so that in the smaller sizes the finest watch dies could be operated in it, so perfect is the control which the operator has over the force of the blow.

The hammer has a total weight of about 70,000 pounds, and was built by the E. W. Bliss Co., 18 Adams Street, Brooklyn, N. Y.

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POPULAR TALKS ON LAW

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CONTRACTS.

NO. II. CAPACITY OF MARRIED WOMEN TO MAKE CONTRACTS.

(States in alphabetical order before Kentucky already published.)

Kentucky: A married woman may be a sole trader and may be held for debts contracted in her business the same as if she were single. She may contract and sue and be sued as if single. The wife may bind her real estate for her own debt or the debt of her husband by mortgage, in which he must join.

Louisiana: A married woman may carry on business in her own name. Money or property other than that acquired by donation or inheritance that accrues to the wife after marriage becomes the community property of husband and wife. The separate property of the wife is not responsible for community debts. A married woman carrying on business may pledge herself in any manner relating to her trade. Her husband is bound also if there exist community property between them. A married woman, except a public merchant, cannot make any contract or bind herself in any way without the consent or assistance of her husband or of the court.

Maine: A married woman may become a merchant in her own name and be held for indebtedness contracted while carrying on the business the same as if she were single. She may own, manage, and convey her real property, sue and be sued, and transact business generally as if unmarried.

Maryland: A married woman may contract and engage in business as though unmarried. Her property is protected from the debts of her husband.

Massachusetts: A married woman may make contracts, engage in business, and so on, as fully as if she were a single woman. Contracts and suits between husband and wife, however, are not permitted. When doing business on her separate account there must be filed in the clerk's office of the city or town where she does such business a certificate setting forth her and her husband's names, the nature of the business, and the place and the name under which she proposes to carry it on. When the place or nature of the business is changed, a new certificate must be filed. If such certificate is not filed the husband may become liable for the debts.

Michigan: A married woman may take, hold, convey, and encumber real and personal property, and make contracts relating thereto, and may sue and be sued on such contracts, the same as if unmarried. She may engage in business as if unmarried, and be held in law for the debts she contracts. She cannot become a surety for nor form a partnership with her husband. She may mortgage her property to secure a debt of her husband or a third person. Her earnings, as a general rule, belong to the husband, but she may with his consent carry on business in her own name, in which case he has no control over the business or the profits.

Minnesota: A married woman may engage in business in her own name and is liable for its debts. She may make contracts in her own right. The husband must join in all conveyances of real estate.

Mississippi: A married woman has all the rights of a single woman. Husband and wife may sue each other. Neither can encumber his or her homestead without the joinder of the other.

Missouri: May engage in business in her own name and be held for its debts. A married woman's contracts will bind her, and she may sue and be sued as a single woman.

Montana: Married women have the same rights regarding property as have single women. A wife's property when specified in a list and recorded is not liable for the debts of her husband, except for necessary articles procured for herself or children under eighteen years of age. She may engage in business the same as if a single woman. Upon an application made to the court she may procure an order permitting her to become a sole trader. Upon procuring such an order she may engage in business in her own name, and the property used and acquired shall not be liable for her husband's debts. Such sole trader is not responsible for the maintenance of her children. Her husband is not responsible for the debts contracted in the carrying on of the business. He must not manage nor superintend the business.

Nebraska: May engage in business the same as if a single woman and be liable for its debts. A married woman may contract, bargain, sell and convey, sue and be sued, the same as if unmarried.

Nevada: May engage in business in her own name and be held for its debts. She must appeal to the district court of the county in which she resides for permission to carry on business in her own name and on her own account. A notice of her intention to make application for the permit must be published in a newspaper four weeks preceding her application; otherwise the property acquired through the business becomes community property controlled by the husband.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED MARCH 4, 1907.

422,361. Screw Nut. George H. Alton, Lynn, Mass.
422,487. Automatic Mop Wringer and Washer. Richard C. Anderson, Pawnee City, Neb.
422,493. Door Knob Attachment. Samuel H. Berrey, Providence, R. I.
422,516. Wrench. Omer P. Foote, Newark, Ohio.
422,520. Screw Driver. Oliver Z. Greene, Decatur, Ill.
422,526. Wrench. Frederick E. Heinig, Louisville, Ky.
422,552. Caster. John Toler, Newark, N. J.
422,662. Wrench. Joseph Tomlinson, Sr., Folsom, Cal.

PATENTS ISSUED MARCH 5, 1907.

845,857. Staple Puller and Fence Maker's Tool. H. Cottrell, Newark, N. J.
845,909. Lock and Latch Attachment. H. G. Voight, New Britain, Conn.
845,914. Door Hanger. G. Wideman, Aurora, Ill.
845,924. Wrench. W. C. Blee, Santa Ana, Cal.
845,968. Coffee Pot. H. M. Murry, Seligman, Mo.
845,978. Screw Driver Attachment. F. D. Rappelee, Green Bay, Wis.
846,061. Hand Saw Attachment. W. C. Sennett, Portland, Me.
846,168. Ink Well. D. A. Valentine, Oakland, Cal.
846,167. Washing Machine. L. D. Thornburgh, Morrison, Okla.

PATENTS EXPIRED MARCH 11, 1907.

422,899. Portable Stove or Furnace. F. Adams and U. J. Virgin, New Orleans, La.
422,950. Churn. A. B. Lang, Pierron, Ill.
422,952. Spring Hinge. N. Linsley, Freeport, Ill.
423,092. Ice Cream Freezer. L. Stevenson, Morristown, N. J.
423,137. Stove or Range. Wm. Doyle, Albany, N. Y.
423,377. Stove for Heating Soldering-Irons, &c. J. Davis, Boston, Mass.
423,379. Wash Board. S. Duryee, Falls Church, Va.
423,382. Fence Wire Tightener. J. M. Kelly, Kingston, Ind.

PATENTS ISSUED MARCH 12, 1907.

846,486. Ice Tool. G. Lepley, Tiffin, Ohio.
846,696. Ironing Board. E. C. Riedel, Ander, Tex.
846,699. Plate and Pan Lifter. A. L. Smith, Juniata Borough, Pa.
846,740. Wrench. M. Forder, Thief River Falls Minn.
846,762. Safety Lock. M. Specials, New York, N. Y.
846,763. Egg Beater. A. J. Thompson, Chicago, Ill.
846,765. Fruit and Vegetable Peeling Machine. W. Vogel, New York, N. Y.
846,821. Damper Actuating Device for Ranges, &c. I. Brooks, Pottstown, Pa.

PATENTS ISSUED MARCH 19, 1907.

847,348. Permutation Door Knob. J. C. Lyons, McComb, Miss.
847,351. Stove and Furnace. R. A. May, Akron, Ohio.
847,419. Pipe and Monkey Wrench. K. S. Little, Conover, N. C.
847,581. Wrench. J. E. Jenson, Minneota, Minn.
847,582. Hoop for Washboilers and the Like. S. A. Johnson, Lincoln, Neb.
847,587. Rock Drill. B. H. Locke, New York, N. Y.
847,596. Nut Wrench. A. L. McMurtry, New York, N. Y.
847,599. Means for Clamping and Filing Saws. C. H. Parks and R. S. Brown, New Britain, Conn.

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OUR BRITISH LETTER.

London, March 8, 1907.

AN AMERICAN AGENCY UNDER NEW MANAGEMENT.

Probably among the whole of the manufacturers of the United States whose goods are handled in this country, none are better known than the Bissell Carpet Sweeper Company, whose sweepers are to be found in the shops and showrooms of almost every retail ironmonger of any note in the United Kingdom. And whenever any suggestion of enterprise or forward policy is noted among American manufacturers in this country, the English Hardwareman's thoughts turn naturally to the name of Bissell, which has been so long associated with schemes of enterprise and determined push and go. By constant advertisements and competitions which have been brought under the notice of retailers in every conceivable way, the Bissell sweeper has been forced under the notice of ironmongers; and the British public are accustomed to see the striking advertisements of these domestic machines in almost every magazine they take up. The successful introduction of Bissell sweepers in Great Britain and the continued success which has been meted out to the manufacturers of this well-known domestic contrivance, are due to the schemes originated by James Pollitt, the British manager of the firm, whose personality is well known to ironmongers all over Great Britain. James Pollitt is also known as being intimately connected with the Ironmongers' Association movement, of which he was one of the pioneers. The anouncement which was made a few days ago to the effect that James Pollitt had ceased to be connected with that famous American firm, came with great surprise to the Hardware trade, and the statements that the twenty years' labor which he had expended in the promotion of the Bissell Carpet Sweepers success in this country had come to an abrupt termination, caused no small stir in retail circles. The change announced included the statement that James Pollitt would in future be associated with the South British Trading Co., Ltd., of Wilson Street, London, E. C., of which J. Friedenstein was the founder; so that, although he ceases his connection with the Bissell Company, he will in future be associated with the sale of a number of American productions, and I have no hesitation in saying that the enterprise and energy which has so long marked his career will enable him to boom many other American domestic goods which have up to the present time not received the attention of the British public which they ought to do. My somewhat lengthy allusion to this matter would be incomplete without the announcement that the Bissell Carpet Sweeper Company has been placed under the able management of Markt & Co., of 6 City Road, E. C., which firm are no strangers to Bissell carpet sweepers, for they have in past years handled these popular machines on the Continent of Europe.

MOTORALITIES AND CYCLEALITIES.

There seems to be a growing tendency in commercial circles to invent coined words, and although the British public is occasionally charged with adopting American ideas, the commercial men of this country sometimes go one better than their American cousins, and invent words, which although foreign in their appearance are expressive, and clearly denote their origin and meaning. The two words mentioned in the headline above, express clearly the variety of sundries which manufacturers are bringing under the notice of retailers in order to fill the requirements of motorists and the patrons of the wheel. I have on previous occasions and at this season in several years past drawn the attention of your readers to the growing trade in cycles and accessories, and to the tendency of the present generation of ironmongers to secure a share of the business which the ironmongers of twenty or thirty years ago neglected, and allowed to slip through their fingers. The country ironmonger recognizing that cycles, accessories, fittings and supplies connected with the use of the machines, that have now become almost a national method of locomotion, is forced to acknowledge that this trade embraces a number of goods which form some of the most important staples connected with the Hardware trade. Recent market reports from Coventry and cycle manufacturing districts point to the increasing sale of machines, to their almost universal use, and to the consequent steady business which is bound to follow, owing to the rapid march of events, which call for the adoption of new inventions in addition to the wear and tear of old machines, and their replacement by the purchase of new and improved machines and fittings. The motorcycle has also become a recognized feature upon the highroads of this country, and ironmongers who two or three years ago limited their trade to the less expensive wheels now consider their cycle department incomplete without at least one or two motorcycles. Perhaps one of the latest developments, commercially, connected with this industry has been the steady advance in the

ADOPTION OF CYCLE CARRIERS.

and the employment of these modern means for distribution of parcels and light goods which ironmongers have adopted in common with other tradesmen. So far but few ironmongers have attempted the sale of motor cars for pleasure, although the numerous sundries which may be classed under the general heading of motoralities are now recognized as lines which the average ironmonger can readily take up. Motor cars are constantly at the doors of village shopkeepers, their owners requiring petrol and the numerous sundries which ordinary wear and tear may necessitate, or still oftener, the outcome of some unexpected breakdown far away from home, making the motorist gladly welcome the aid of the country ironmonger or his workman. The large Shows of motors and cycles which have been held in this country overflow with numerous exhibits, and the capacities of the large halls in London where exhibitions are generally held are taxed to their utmost to provide scope for the proper display of these vehicles, which increase in variety year by year. So crowded was

THE LAST MOTOR SHOW HELD AT OLYMPIA,

in London, a few months ago, that it was found necessary to exclude commercial vehicles in future, and the promoters of the Motor Vehicle and Motor Boat Show, which is now being held in that large hall, are to be congratulated upon the gathering of commercial vehicles which they have got together. This exhibition was opened on March 7, by the Lord Mayor of London, and the first show of the kind held in this country has been marked with a most unexpected success. The general public, although not all interested in commercial vehicles, have flocked in considerable numbers to see this exhibition, and it has been most gratifying to note the interest they have taken in the vans, lorries and small parcel vans, many of which are so tastefully decorated and painted.

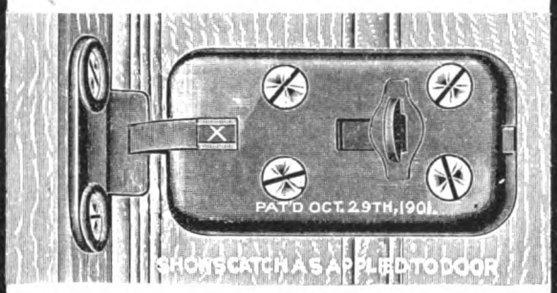
ASSOCIATION WORK.

The reports of the proceedings of American Hardware associations, which were published in your issue of February 25, were most interesting reading, and several British Hardwaremen under whose notice they have been brought have been forced to confess that there is more life and more intelligent activity displayed by members of American associations than by the majority of associations in this country. This admission of weakness is not pleasing to an Englishman, but your correspondent is forced to endorse the conclusion, especially when the reports show such steady advance on the breadth of the subjects grappled with. The advice given by W. M. Pratt, in his address on "Tool Topics" before the New York State Retail Hardware Association, contained many valuable hints, and the points raised applied to trading here, also. I was much interested in reading your report of the address by F. J. Vetsch at the South Dakota Association meeting. The statement that American traveling men have advanced in tone and quality during the last few years is a fact acknowledged by all, and the qualities they possess as salesmen are recognized all the world over. The plaintive cry made by W. V. Taylor at the meeting of Pennsylvania Retail Hardware Association, in which he mourns the need of local organization and points out how many of the local associations fail for the want of a leader, finds response on this side. I have to-day had placed in my hands a circular letter addressed to the members of one of our *leading* local associations asking for suggestions for a forthcoming meeting, stating that the secretary's agenda was almost bare. That I take it is an admission of the want of a leader—one who could organize, initiate and suggest subjects for discussion and find out real grievances to be redressed. I fear my letter has exceeded its allotted space, and therefore reserve any allusion to Spring trade and some new developments in British markets for the sale of American goods until my next.

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UNIVERSAL
SCREEN DOOR CATCH

LIVE DEALERS WILL HAVE THEM
Lowest Priced LOCKING Screen Door Catch on the Market.



Easily put on. No mortising or cutting.
Holds door firmly shut when closed.

PUSHING DOOR RELEASES CATCH

If your jobber cannot supply them write us for list of those having them in stock.

MANUFACTURED ONLY BY
PECK, STOW & WILCOX COMPANY
CLEVELAND, OHIO, U. S. A. and
NEW YORK, U. S. A.

NEW HOME WASHER
Ball Bearing, No. 35.

This is not a Grindstone, Saw Mill, or Threshing Machine.
It is a Labor Saver, Worry Killer and Wonder Worker on Wash Day.



A MONEY MAKER for you, Mr. Dealer. ORDER NOW

This is THE WASHER and the season of the year to head off your MAIL ORDER competitor.

Ask your jobber or write us for George Washington booklet.

PATENTED
THE STANDARD MFG. CO.
SHELBY, O.

WHAT MAKES A GOOD BOOKLET?

Here's a question too often left to take care of itself. It is usually conceded that both advertisements and follow-up letters ought to be written with an unusual amount of care and expert consideration, but the booklet is left to take care of itself and come out, pretty enough, perhaps, from a printer's standpoint, but quite poverty-stricken as to matter.

It is a pity. For the booklet must do a heavy part of the selling. The advertisement opens the prospect, the letter limelights the main points—but the booklet must roll up its sleeves and go to work on the task of creating sales-producing conviction in an absolutely thorough manner.

It is highly exasperating to a consumer who has been gracious enough to send for a booklet in order to get more information than the ad. contained to read through its pages and discover only meager information on the goods. Yet, it is also highly disastrous to the business. There are many booklets which are prepared in just this way—startlingly many.

Now, the primary object of a good booklet is to give the full advertising story a chance, without missing a point. The reader expects it. He would never open its cover if he didn't. He is not only prepared but perhaps anxious to learn about all the details before making up his mind to buy.

He wants them gone over, one by one, and, if necessary, amply illustrated and demonstrated. He wants to have no point left open—if there is, he is still that far off from buying, and may drop the matter. I have seen many booklets, which did not contain more than the advertisement. It is very poor business. If the ad. had been sufficient to sell the goods, the sale could be made without need of a booklet.

The arrangement of the copy is also important. The points ought to be summed up, there ought to be an opening general argument, and the arguments ought to come in the order of their importance. One of the greatest faults that can be found with most booklets is that they are diffuse and rambling. They begin anywhere, and they end anywhere, and they lap over. There is no clean-cut telling of the story from the right beginning and a logical order straight to the end.

A great many booklets begin wrong. They start with the history of the concern, or a general talk about their equipment—always with the house in full opening prominence.

Will it never be grasped that in all advertising the first thing of importance is the greatest gain to the intended consumer? If a booklet of firm history is to be gotten out, why not frankly label it such? Why give the reader a stone when he asks for bread?

Another great opening mistake is made by giving long paragraphs to a reference to the progress of the ages in that line of merchandise, or some other general talk which appeals more to the practical reason. It is a bad thing, because it wastes the valuable opening attention which ought to be gripped very practically and appealingly. The fault of confusion is also very common. The parts and aspects of the proposition are without sequence, and as a result the mind is annoyed at the lack of order in following the proposition.

Sometimes this is the fault of the printer, who is ambitious to arrange the matter to suit his own mechanical ideas of good work. A word about printing will not be amiss. I think that the best booklets I have ever seen, considering them from a business-getting point of view, have been the simplest ones in printing and form. Odd shapes and striking hues and stunning type effects may be all right for many businesses, but for the average one I am certain that simpler effects are more practical. The effect to strive for is simplicity of arrangement, so that it will be easy to read and understand. This principle is rock bottom and every kind of booklet must stand or split on it. But now to the character of the writing—the style. This is the greatest of all faults in booklets—the weary dryness, the lumbersome slowness, the exasperating obscurity and stilted coldness of the average booklet. We are all human, and even if our need be great we are not disposed to sit down and decipher and puzzle out things, or be bored by long sentences and sounding phrases. How many a good proposition utterly ignores its opportunity and sends out lifeless matter with not a speck of ginger or virile sales-making quality in it?

The booklet is a strong force in modern business-getting, and to make one count amid the thousands which circulate through the mails is thoroughly worth while expert effort and thought.—W. G. Nye in *Judicious Advertising*.

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REVIEW OF THE MARKETS.

WIRE NAILS: Without there being much speculation in it, there is an extensive demand for Wire Nails as though every one was endeavoring to stock up. The fearful floods which Pittsburgh and vicinity have experienced have limited the output by some of the mills being compelled to close down. This will put deliveries out of commission, and so far there has been trouble enough arising from the shortage of cars, which has been worse than ever. The market is firm and in good condition, and prices remain stationary. Quotations are as follows, f. o. b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent, discount for cash in 10 days.

Carloads to jobbers	$2.00
Carload lots to retailers	2.05

New York. Between the light demand with which the season opens and the non-arrival of the jobbers' delayed stocks, assortments are all broken up and orders, wide in their requirements, are difficult to fill complete. Local prices are fairly well held, under prevailing conditions. New York quotations are as follows:

To retailers, carloads on dock	$2.19
Less than carloads on dock	2.33
Small lots at store	2.30

CUT NAILS: At the meeting that is scheduled to be held in Philadelphia to-morrow, it is anticipated that there will be an advance in prices. Difficulty in obtaining steel to work with indicates a sufficient reason, and the closing up of some of the mills on account of the floods in the Wheeling district for several days helps the belief. Premiums of 5 or 10 cents per keg are obtained for prompt shipment, which exerts an influence as well. Quotations are as follows, f. o. b. Pittsburgh:

Carload lots to jobbers	$2.05
Less than carloads to jobbers	2.10
Less than carloads to retailers	2.20

Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 10 cents advance on Steel Cut Nails.

New York. Fortunately, the demand is a moderate one, or the inability to fill orders from stock possibilities would render trade more difficult than usual. The jobbers' prices are on the basis of $2.30 for small lots from store.

BARB WIRE: In the face of a good demand, the scarcity of steel and shortage of cars are the reasons for the inability to supply it. Premiums above regular quotations are still being asked by some mills for prompt shipment. Quotations are as follows, f. o. b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galvanized.
Jobbers, carload lots	$2.15	$2.45
Retailers, carload lots	2.20	2.50
Retailers, less than carload lots	2.30	2.60

SMOOTH FENCE WIRE: The havoc of the flood in the vicinity of Pittsburgh causing inconvenience for a number of days, has shortened the output of wire, and suspended shipments. Steel continues scarce and cars difficult to get, while the demand continues unusually good. Quotations are as follows. f. o. b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.85
Retailers, carloads	1.90

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

WROUGHT SHELF BRACKETS: On Wrought Steel Shelf Brackets manufacturers have established a new base discount of 70 and 10 per cent., beyond which an extra 10 and 5 per cent., or slightly more, may be obtained by the retail trade.

BELLS: The manufacturers of Bells, on March 9, made a concerted advance of about 10 per cent. on these goods. The average price on Common Hand Bells is now represented in a general way by a discount of 50 per cent., Trip Gong Bells, 40 and 45 per cent. discount, and House Gongs, 33⅓ and 40 per cent. discount.

WROUGHT STEEL BUTTS: The following are the new base discounts on Wrought Steel Butts to which they were recently advanced:

	Discount.
Reversible and broad	70 and 5 %
Light reversible and light narrow	70 and 5 "
Loose joint narrow, light inside blind, &c	70 "
Back flaps, table and chest	65 "

Beyond these base discounts extras of from 10 and 10 per cent. to 10 and 10 and 10 per cent. may be obtained, according to the character of the trade and the size of the order.

STRAP AND T HINGES: An advance in Strap and T Hinges is represented by changes in base discounts, announced by leading manufacturers as follows:

Light Strap Hinges	60 %
Heavy Strap Hinges	65 "
Light T Hinges	55 "
Heavy T Hinges	45 "
Extra Heavy T Hinges	60 "
Hinge Hasps	40 "
Cor. Heavy Strap Hinges	65 "
Cor. Extra Heavy T Hinges	60 "

Beyond these base discounts are the usual extras of 10 and 5 to 10 and 10 per cent. to retail merchants.

WIRE CLOTH: Manufacturers of Wire Cloth have declared another advance of 5 cents per 100 sq. ft. to go into effect on April 1. The advance is doubtless made in the interest of the jobbers whose resale price should advance to $1.35 per 100 sq. ft. on the date mentioned. Hardware grade Cloth was advanced 15 cents to take effect at once.

POULTRY NETTING: An advance of 2½ per cent., to take effect immediately, was announced by leading manufacturers. The market may be represented in a general way by a quotation of 80 and 5 per cent. discount on Netting, galvanized after weaving, and 80 and 10 per cent. on that galvanized before weaving, thus retaining the 5 per cent. differential regularly observed between these two kinds of goods.

STOVE BOARDS: The price to the retail trade may be fairly represented by a discount of 50 per cent. on paper lined embossed and 40 per cent. on the balance of the line.

BINDER TWINE: Quotations by different manufacturers vary slightly on some grades of Twine, but the following prices fairly represent the market, Chicago delivery, with one-fourth cent less in carload lots:

	Cents per Pound
Sisal	9½ to 9⅝
Standard	9½ to 9⅝
Standard Manila	10¾
Manila (600 ft.)	12¼
Pure Manila	13¾ to 14

ROPE: The following prices may be said to represent the market:

	Cents per Pound
Pure Manila, 7-16 and larger	13¼ to 13½
B Quality Manila	12¼ to 12½
Pure Sisal, 7-16 and larger	9¼
No. 2 Sisal, 7-16 and larger	8 to 8¼
No. 1 Jute, ¼ and larger	9
No. 2 Jute, ¼ and larger	8½

Less ¼ cent to the large trade.

LINSEED OIL: The following prices are quoted on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....43 cents per gallon.
In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.

Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.

Calcutta Oil .....70 cents per gallon.

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — **NICHOLSON FILE CO., - Providence, R. I.**

BICYCLES AGAIN SHOW POPULARITY.

Not in many years has there been such a demand upon manufacturers of bicycles and bicycle parts as at the present time, according to members of the Cycle Manufacturers' Association, and the Cycle Parts and Accessories Association. A couple of years ago certain manufacturers began to think that the bicycle was to be relegated to the scrap heap, and that the manufacturer would be obliged to go out of business.

The idea was quickly abandoned, when at the beginning of 1905 the West awoke to the fact that the wheel was the business man's friend, and the demand began to increase. Last year more than 500,000 wheels were built, and it is estimated that more than 750,000 will be turned out during 1907.

"Factories are unable to furnish the trade in the West, let alone the East," said J. S. Cox, secretary of the Cycle Manufacturers' Association. "The demand from that section of the country is greater than ever before. There will be more wheels in Indiana, Iowa, Kansas and Nebraska this year than in any three previous years."

ZELNICKER CRAYONS.

Zelnicker Crayon Works, St. Louis, Mo., are the manufacturers of high-grade Lumber Crayons, which are offered to the trade in eight colors, and in three grades, viz.: Hard, for dry lumber; Soft, for green lumber, and Indelible, for frozen lumber. These crayons are guaranteed not to wash or brush off, and being hydraulic-pressed, are claimed to last longer than similar crayons. This company also manufacture Genuine Soapstone crayons. These lines of goods afford a large margin of profit to the Hardware dealer because of their superior quality.

THE DAVENPORT TRADE.

Our sales this month so far are about one-third larger than they were in 1906. Of course, the profit is greater in proportion as we are realizing some advantage on advances that have occurred on many lines of Hardware. There is still some difficulty experienced in procuring goods, as some of the factories seem to be slow in shipping and the transportation companies are evidently over-worked. Money is not over-plentiful and commands a higher rate of interest than a year ago. There have been many changes in business methods and also in legislative enactments that, as yet, do not seem to be improvements. The prospects for a satisfactory Spring and Summer trade are good, unless some serious thing, like a general railroad strike, for instance, happens. Sickels, Preston & Nutting Co.

THE CLEVELAND TRADE.

February trade was excellent, and having passed the dull season, nothing but hard work can be expected. Advances in price continue, as hold-up on the price of Pig Iron is not a decline, and does not influence the price of manufactured goods. Trade is in fine condition; the only difficulty is in getting goods. In some lines the demand seems to exceed production, and the factories decline to enter orders for the future. Expense of doing business has increased twenty-five per cent., and there is not as much money being made as the appearance indicates. The rush suggests great prosperity and brings a demand for increased wages which scarcity of labor encourages. Most people in business think they are making money, but the January invoices have surprised a good many. The methods adopted by the large manufacturers prevent speculation, as orders are only accepted to be taken in sixty days, but it has proved beneficial to business since any balance not specified for, in the time designated, is cancelled, and the jobber is not compelled to cut prices to unload it. The business of the country was never so largely in the hands of capable men—in the large establishments experts are in command in each department, and this saves waste, and in that way serves the public; in fact, the great aggregate of good comes from effort to serve one's self. When a man shows ability to look after his own interest he is fit to serve the public. A good storekeeper makes a good alderman. The man who does more than he is hired to do, and earns more than he gets, is on the way up, and a goodly number of workmen know this, and it makes American workmen the best in the world.

Many of the convicts in the penitentiary and all the insane in the asylums think they are being persecuted by the public. The claim by the railroad officials that the public are persecuting the railroads are as senseless, but more harmful, because enough people believe it to cause a panic in Wall Street. Lawlessness has been so habitual that they may believe that it is interfering with their rights to compel them to obey the law. Fortunately the President is not easily scared, and the people outside of Wall Street will not be stampeded. Until these officials learn that the public have rights, and show a disposition to respect them, prosecutions will continue. Long endurance has created the determination to have a reckoning. The cry of persecution by these officials and by their representatives in Congress is a part of their campaign of defiance. The panic in stocks caused by their statements that they are being maliciously prosecuted by the Government they have named a "Roosevelt Panic," probably regarding it as a valuable asset. A disposition to obey the law will



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be the only successful remedy, and it is likely to end in what will seem like prosecution of the officials, instead of fining the stockholders, if they elect to continue the contest. Imprisonment will be the final remedy.

THE LOCKWOOD-TAYLOR HARDWARE CO.,
C. B. LOCKWOOD, *President.*

THE ALBANY TRADE.

The State Retail Conventions have passed into history for 1907, and the merchants are back to their respective fields of labor inspired by the renewing of old acquaintances, the sightseeing of new goods in the Hardware line, and the general good time marking these gatherings. Much good must come out of the discussions of the features pertaining to the Hardware business. We give as well as absorb new ideas of value by contact with those in the same line of business as ourselves, and we frequently find what "good fellows" these are in the trade, that before meeting we felt must be "hard propositions." It can safely be concluded that all are trying to fairly make out of their business fair compensation for energy and capital devoted to it, and this is a puzzle many times, as the added forms of competition are blossoming out on all sides. A great deal of help we believe comes from association work as now carried on by retailer, jobber and manufacturer, and the time may not be far distant when some of the salient features of competition may be so thoroughly investigated as to assure one that these may be curtailed somewhat if not entirely eliminated from our business.

The advance orders taken thus far this season have been heavy and indicate a feeling that the active demand for goods, which has marked the business for a year back, will continue right along. There is not much comfort in the announcements coming from some mills that they are six weeks in filling orders for some lines. One of the largest mills in the country coolly told us a few days since that they were up to the record-breaking delay of twenty-one to twenty-two weeks. Many goods "ready to ship" easily bring a premium in price except to "regular" customers, who depend quite wholly on the jobber for their supply of Hardware.

ALBANY HARDWARE & IRON CO.
CHARLES H. TURNER, *Pres.*

THE PHILADELPHIA TRADE.

Having been favored during the past week with some weather savoring of Spring, and with it numerous requests for immediate shipment of orders for material placed some time ago, we look for a decided improvement in volume of sales. We believe we have more orders on hand this year for Spring shipment than for many years past, and we see no reason why the demand should not continue to be good, as from information gained by a careful canvass of our trade in general, we find that stocks on hand in the retail stores throughout this section are not large, nor are they curtailing in any way on account of increased values which the jobber is compelled to secure, but if we have many recurrences of last week's slump in the stock market, we shall not feel so sanguine as at present. Prices seem to be running along more evenly, or in other words, advances are not coming in as rapidly as they were—most changes occurring being in an upward direction. Factories making seasonable goods seem to be loaded with orders almost beyond their capacity, so that it requires constant and vigorous urging on our part in an endeavor to have our customers' wants in their hands by the time they are needed. This may be considered a healthy condition in a sense, although not always satisfactory.

BIDDLE HARDWARE CO.

THE PITTSBURGH TRADE.

The second week of March finds the Hardware Jobbing business moving along at a steady gait and sales about the same as the corresponding period of 1906. Cold weather held on until the middle of the month preventing early calls for spring goods, but assuring more seasonable weather in latter part of the month. Notwithstanding previous advances, some goods continue to advance, the latest items being an additional 10% on strap and T Hinges and 50 cents each on single-barrel shot-guns. Low priced German Cutlery has advanced on the other side so that it now takes a higher rate of duty to import. This may result in cutting off importations, and this class of goods being made in our own country. Timorous merchants are watching the declining stock markets and wondering whether the turn in the tide has not arrived. If they will turn their eyes to the busy mills and mines of this vicinity, they will be reassured. Railroad earnings heavier than ever, steel mills with order books filled for six to nine months ahead and more coke ovens running than ever before. A few warm Spring days will put life into retail business and merchants who have been sitting around their stoves discussing political economy and the stock market will have no time for anything but waiting on customers. A recent decision of the Supreme Court of Pennsylvania makes effective the consolidation of the two cities of Pittsburgh and Allegheny. This makes our city sixth in population and gives it its proper place among the cities of the United States.

LOGAN-GREGG HARDWARE CO.

THE ST. PAUL TRADE.

We had many days of very severe cold weather during February with much snow, making it extremely hard for railroads to get their trains through and the farmer found it simply impossible to haul loads into his town. To illustrate, one of our salesmen made only seven towns in six weeks, and farmers suffered for fuel because of their inability to work their way through, but all of this is past and the sun shines and has already made inroads into the snow piles.

Considering these troubles, our trade has been excellent. The upward tendency of the market and the scarcity of goods is appreciated by the dealer and he does not hesitate to order for immediate and future wants. Past experience has taught the merchant that many goods are really worth a premium. We ourselves feel that higher prices are sure to rule as long as the demand exceeds the supply as it surely does at this time. The wise man buys early, has the goods shipped early and keeps his stock complete and full.

HACKETT, WALTHER, GATES HARDWARE CO.

THE DULUTH TRADE.

The Hardware business in the Northwest has been cut down very materially during the last three months, owing to the fact that the railroads have not been able to give us anything like good service. This has not only affected the freight shipments, but for weeks the passenger service was in such shape that our men could not travel, many of the branch lines being snow-bound for days at a time. Now that traffic has resumed, our volume of business is up to our expectations, and can see no reason why trade from now on should not be up to the usual volume for Spring business. Stocks in the hands of the retailers is not large, and with the opening of Spring the demand will be heavy. Dealers do not seem to realize the necessity of anticipating their wants, and while jobbers' stock has been complete up to the time, we look for a shortage in stocks, unless retailers anticipate their wants to some extent.

KELLEY-HOW-THOMSON CO.

PATD. DEC. 18, 1906



WE WILL SEND THE SAMPLES

NO STRING ON THIS OFFER

WE WILL SEND YOU SIX SAMPLES

of the NIP-IT

TRADE MARK REGD. U. S. PAT. OFFICE

ON AN ATTRACTIVE SHOW CARD

ABSOLUTELY FREE

SELLS FOR 5 CENTS.

WINDSOR STEPHENS & CO.

WALTHAM, MASS.

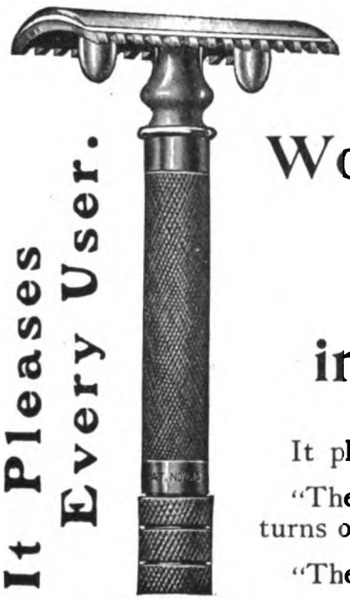
YOUR JOBBER CAN SUPPLY THE STOCK



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Gillette Safety Razor

NO STROPPING NO HONING



It Pleases Every User.

The Most Wonderful Selling Razor in the World



It pleases every customer, who in turn brings a new customer.

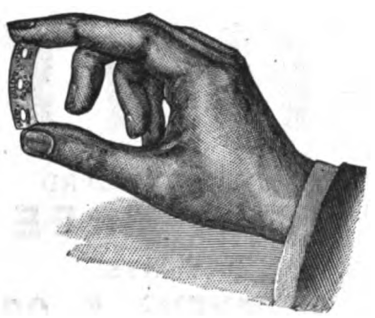
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

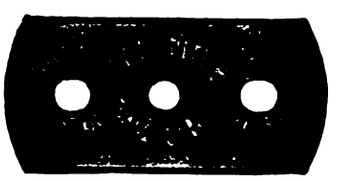
12 BLADES, 24 SHARP EDGES,

Every blade will give from 20 to 40 close, smooth, comfortable shaves.

Triple silver-plated set with 12 blades $5.00.
Quadruple gold-plated set with 12 blades $10.00.
Quadruple gold-plated set with 12 blades and monogram $12.00.
Standard combination set with shaving brush and soap in triple silver-plated holders $7.50.
Other combination sets in silver and gold, up to $50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.



Sold by Leading Drug, Cutlery and Hardware Dealers.

We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.

GILLETTE SALES COMPANY,

Times Building, - - New York City



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HARDWARE TRADE NOTES.

AMONG THE RETAILERS.

Frankford, Pa.—Hencock & Hokanson, architects, have plans nearly finished for a new building for the Miller Lock Company. It will measure 120 by 150 feet in dimensions. Part will be two stories and the remainder four stories high.

Harrisburg, Oregon.—J. C. Perin has purchased the interest of A. M. Pryor in the Hardware firm of Pryor & Hill.

Harveyville, Kan.—A. A. Denney has purchased an interest in the Hardware business of W. Thompson & Son.

Johnson, Neb.—C. A. Burke & Co. have sold their Hardware store to L. D. Murray.

Jonesboro, Ind.—C. O. Clamit has sold his interest in the Jackson Hardware store to Byron Jackson.

Kansas City, Mo.—The Bunting-Stone Hardware Co. has increased its capital stock to $50,000.

Kiel, Okla.—Hunck Bros. have succeeded to the Hardware business of McDonald & Hunck.

Knobnoster, Mo.—J. C. Porter has sold out his Hardware business to Foster & Koch.

La Tour, Mo.—J. H. Bert has sold out his Hardware business to E. J. Wright.

Lebanon, Neb.—J. W. McClintock has sold his Hardware store to E. R. Pearson.

London, Ohio.—J. W. Hume, having recently purchased the interest of J. F. Ganschow, of the Central Hardware and Furniture stores, the business will be continued under the firm name of Anderson & Hume.

Loomis, Neb.—Lawritson Bros. have been succeeded in the Hardware business by Mart Lawritson.

Loup City, Neb.—The Hayhurst-Galloway Hardware Co. has succeeded to the business of A. S. Hayhurst.

Manford, I. T.—The Manford Mercantile Co. has sold its Hardware store to Vanevans & Henton.

Marquette, Kan.—George C. Criggs has purchased the Hardware business of J. E. Hamilton.

McCool Junction, Neb.—The dissolution is reported of the Hardware firm of J. C. Marshall & Co.

McPherson, Kan.—I. A. Toevs has sold his interest in the Central Hardware Co. to E. E. Finkle.

Milton, Iowa.—The Jolley Hardware Co. has succeeded to the business of Jolley & Conrad.

Mokane, Mo.—Walker & Amos have succeeded to the Hardware business of Walker & Davis.

Montrose, Mo.—Utterson & Mohler have been succeeded in the Hardware business by Mohler & Dugan.

Moorland, Okla.—L. E. Lincoln has purchased the Hardware business of D. M. Crane.

Moundville, Mo.—W. A. McAllister has sold his Hardware and lumber business to W. J. Butterfield.

Mt. Moriah, Mo.—S. C. Carpenter has succeeded to the Hardware business of Carpenter & Melton.

Nelson, Neb.—McDermot & Devine have succeeded to the Hardware business of Case & McDermot.

North Yakima, Wash.—Nick Hartung has sold a half interest in the firm of the Hartung Hardware & Implement Company to A. W. Larsen.

Peabody, Kan.—The Irwin Hardware & Lumber Co. has sold out its business.

Pekin, Ill.—Ladd Gollon has bought the Hancock & Koerner Hardware store at 431-433 Court Street.

Pender, Neb.—The Edwards & Bradford Co. has purchased the Hardware store of C. Weideman.

Port Huron, Mich.—The T. S. & H. G. Lester Hardware stock has been purchased by Thomas Ward. The stock is being thoroughly overhauled and replenished. Mr. Ward will conduct a general Hardware business.

Post Falls, Idaho.—John Enders has purchased the Hardware stock of the Post Falls Mercantile Company.

Red Rock, Okla.—O. W. Lobdell has purchased a half interest in the Hardware store of J. S. McCormick.

Richmond, Va.—The Richmond Hardware Company has recently procured the large four-story building at Fourteenth and Cary Streets. This building is now being remodeled at considerable expense, and when the work is completed the Hardware company will move in, using the new building exclusively for wholesale business. This move has been found necessary by the officers and directors of the Richmond Hardware Company on account of their rapidly increasing business, their trade having lately outgrown the old quarters in 1316 East Main Street.

Rosalie, Neb.—W. W. Reed has purchased the Hardware store of Ford B. Barber.

Schenectady, N. Y.—Charles Paige, the Hardware merchant at 336 State Street, has announced that he will retire from business very soon.

Shelton, Neb.—Frank Turney has purchased the Hardware store of George Mortimer.

Shenandoah, Pa.—Arthur J. Millichap has purchased the Taggart interest in the Dunlap-Taggart Hardware Company and the firm will be known hereafter as the Dunlap Hardware Company.

Smithville, Mo.—Waller & Rice have been succeeded in the Hardware business by Waller & Williams.

Spokane, Wash.—W. P. Cunningham has removed his Hardware stock from Colton to Spokane.

Steilacoom, Wash.—J. F. Fowler has sold his Hardware business to J. M. Smith.

Sumner, Neb.—Yost & Moore have been succeeded in the Hardware business by D. J. Yost.

Syracuse, Neb.—J. M. Ellingsworth has sold has Hardware business to George Venter.

Wrightsville, Pa.—The annual meeting and election of the Wrightsville Hardware Company resulted in the election of the following directors: N. H. Coldwell, F. S. Crandall and E. S. Lee, of New York; M. G. Collins, of York, and R. S. Magee, of Wrightsville.

Tempe, Ariz.—The Arizona Hardware & Vehicle Co. has sold its business to the Tempe Hardware Co.

Tonkawa, Okla.—J. R. Ricks has purchased a half interest in the Hardware store of W. D. Scott.

Troy, Kan.—Minter & Culp Bros. have purchased the Hardware store of W. W. Minter.

Waverly, Mo.—J. O. Thompson has purchased the Hardware store of F. E. Johnson.

Westphalia, Kan.—Agnew & Agnew have succeeded to the Hardware business of Agnew & Orton.

Whitten, Iowa.—J. B. Myers has sold his Hardware store to Trumbull & Poole.

Wichita, Kan.—The Smythe Hardware Co. will sell out its store.

AMONG THE MANUFACTURERS.

St. Louis, Mo.—The Beck & Corbitt Iron Co., has bought the property and business of the Paddock-Hawley Iron Co., of that city, and as a result the New Paddock-Hawley Iron Co., Omaha, Neb., will abandon St. Louis, and will operate in Omaha as before. The Paddock-Hawley Iron Co. was bought last July by Baum Bros., of Omaha, who reincorporated in Nebraska under the name of the New Paddock-Hawley Iron Co. The absorption of the business by Beck & Corbitt involves more than $1,000,000, though the exact terms of the sale have not been made public. C. T. Brace, who has been in charge of the Paddock-Hawley interests in St. Louis has been elected vice president of the Beck & Corbitt Co. For the present Beck & Corbitt will continue to use the buildings occupied by the Paddock-Hawley concern, but it is the intention of the company to build an addition to the present buildings on Main street. The capital stock of the company will also likely be increased. The Beck & Corbitt Iron Co., is one of the oldest heavy Hardware houses in the west, having been in St. Louis 45 years.

Torrington, Conn.—At the annual meeting of the Hendey Machine company, manufacturers of special machinery and tools, important changes were effected in the official staff of the company. Frederick F. Fuessenich was elected president to succeed the late Henry J. Hendey. Mr. Fuessenich retains the office of treasurer, which he has held for some time. Charles H. Alford was promoted from secretary to vice-president and general manager, and Frederick N. McKenzie, who has been identified with the company for several years, was chosen secretary.

Warren, Pa.—The Jacobson Machine Company has closed a deal with the Rock Island Tool Company whereby the patent right on a vise is transferred. The Jacobson company secured $25,000 for the patent and materials for the manufacture of the vise.

Worcester, Mass.—The American Steel & Wire Co. has awarded the contract for a brick cable storage building, estimated to cost $20,000

Miscellaneous.

Harrisburg, Tenn.—At the annual meeting of the Royal Handle Manufacturing company, the following officers and directors were elected: Morris Hayatin, president; J. J. Mardis, vice president; M. D. Simmins, secretary and treasurer, who, with J. G. Grant and T. B. Steele, were elected directors.

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AUTOMOBILE SUNDRIES RECORD

NEW YORK SPORTSMEN'S SHOW.

The Sportsmen's Show at Madison Square Garden, New York, from March 1st to 9th, was quite a success from the standpoint of attendance, the crowds being larger than ever before. It is stated now that next year's Show will last for three weeks in order to handle the crowd comfortably. The ground floor was given over to taxidermist displays, transportation and companies' exhibits, guides' headquarters and the large tank in the center was used for canoeing, tilting contests, fly casting and general water sports. The trade exhibits were all in the balcony and by far the most conspicuous for size and tasteful arrangement was that of the New York Sporting Goods Co., of 17 Warren Street, New York. Their stand was decorated in green and gold with a profusion of electric light effects and a complete line of camping, fishing, hunting and general outing goods was shown—Savage, Stevens and Remington Arms and Bristol Steel Rods were featured and much interest was taken in the display of the new Goodyear "Pneumatic" Base-Ball.

In the Bicycle line the Corbin Two-speed Coaster Brake and a complete assortment of Hudson Bicycles were shown. There is undoubtedly a great interest taken by the public in everything pertaining to camp life, as was attested by the crowds around the display of canoes made by E. M. White & Co., of Oldtown, Maine, and the "Gold Medal" cots, tables, chairs and other articles which add to the pleasure of an outing. Of the wholesale Sporting Goods distributers, the New York Sporting Goods Co. was the only one represented and there are many manufacturers and jobbers who were not represented who could avail themselves of this annual opportunity to advertise their goods.

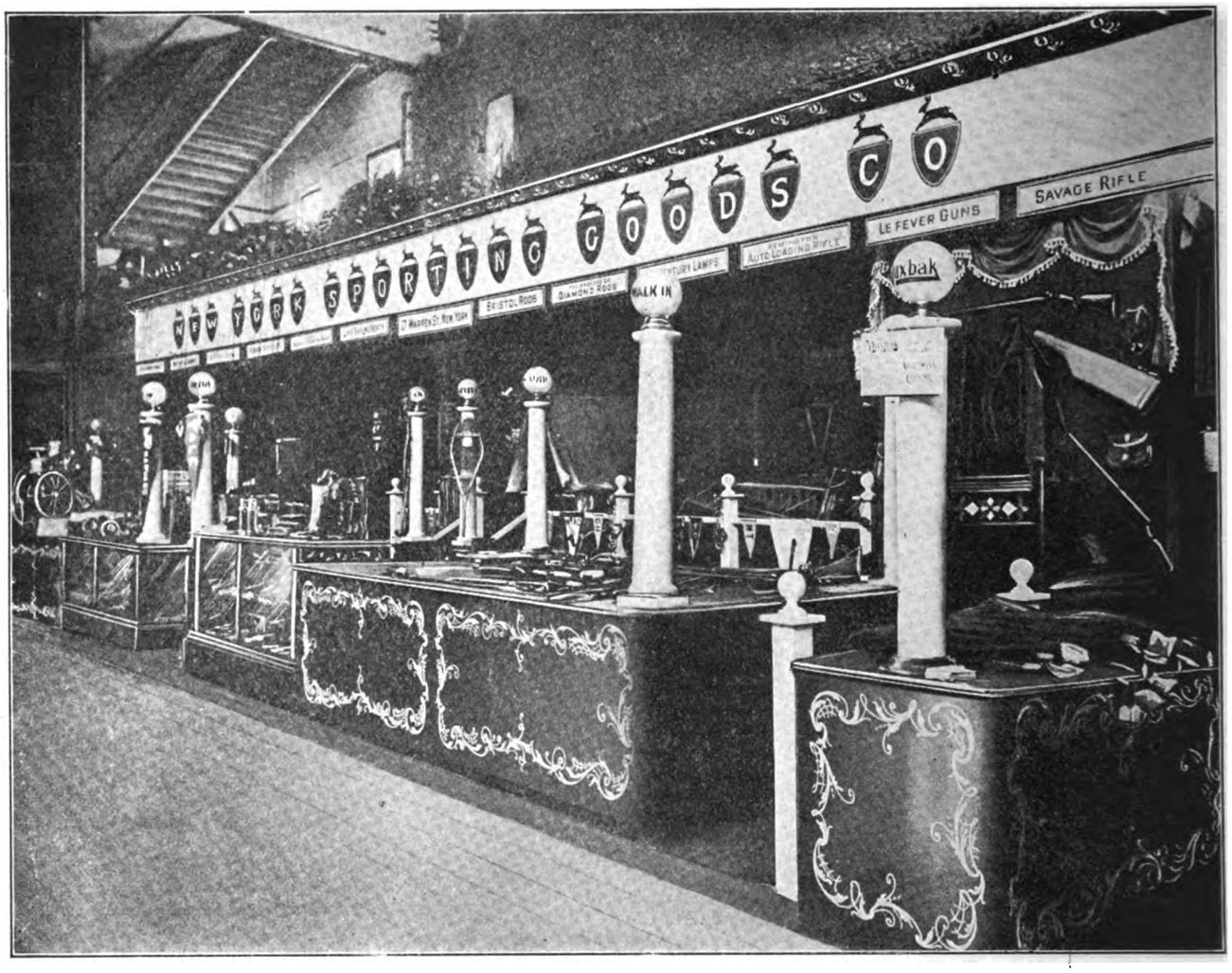


EXHIBIT OF N. Y. SPORTING GOODS CO. AT NEW YORK SPORTSMEN'S SHOW.

AUTOMOBILES, BICYCLES AND TRICYCLES.

In bulletin 66 the Census Bureau states that at the census of 1900 the manufacturer of automobiles in the United States was an industry so unimportant that it was not reported separately, being included under "carriages and wagons." The total value of automobiles and parts turned out in the census year was only $4,748,011. At the census of 1905, which covered the calendar year 1904, the output reached a value of $26,645,064, an increase since 1900 of 461.1 per cent. In 1900 the number of automobiles turned out by regular manufacturers was 3,723. At the census of 1905 the total output was 22,830. Of the 21,692 machines turned out by automobile factories, 18,699, or 86.2 per cent., were propelled by gasoline; 1,568, or 7.2 per cent., by steam, and 1,425, or 6.6 per cent, by electricity. The 1905 census of the manufacture of bicycles and tricycles discloses great decreases since 1900. The number of factories declined from 312 to 101, the capital invested, from $29,783,659 to $5,883,458; the number of wage earners, from 17,525 to 3,319, and the value of products, from $31,915,908 to $5,153,240. The number of chain bicycles turned out declined from 1,136,122 in 1900 to 246,304 at the census of 1905; chainless, from 32,929 to 4,077, and tricycles, from 26,110 to 4,063. The tricycles were almost entirely children's toys. Motor cycles increased from 159 to 2,436. At the census of 1905 there were twenty-eight establishments making motor cycles.

♦

Col. Watterson says "we grow old when we stop playing." That is probably a way the gallant colonel has of telling some of the kittenish old girls that they will never be full grown, in his eyes.

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9/10 SAVED!

The "WIZARD"

Inverted Gas Lamp

Is the latest and most brilliant gas light---as brilliant in effect as electric light at one-tenth the cost!

For both natural and artificial gas, high or low pressure.

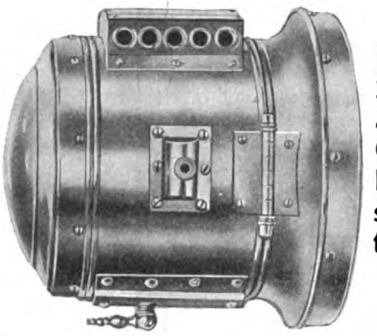
Best for homes, stores, schools, public buildings, factories.

Sells at sight. We furnish you with attractive display card. Special prices to the trade.

Manhattan Screw & Stpg. Wks.
West End Avenue and 67th Street,
NEW YORK

Phoebus
THE LAMP OF QUALITY

Lights the Way to Profits



Our new FLARE FRONT SEARCH LIGHT and our No. 280 GENERATOR have made substantial hits with the automobilist.

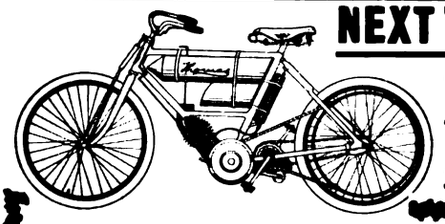


The Lamp is *solderless*, and is made of heavy brass. All sizes. Generator, too, is made right.

We also manufacture the Phoebus Exhaust Horns, Tire Brackets, Etc.

Prices are right, too.
Get our 1907 catalogue.

MANHATTAN
SCREW AND STAMPING WKS.
West End Ave and 67th St.,
NEW YORK



NEXT TO FLYING.

The THOMAS AUTO-BI.

MR. HARDWARE MAN

The demand for motorcycles is increasing by leaps and bounds.

A MOTORCYCLE AGENCY IS NOW A NECESSARY PART OF YOUR BUSINESS.

It remains for you to select a machine that's easily sold, that has a good margin of profit and one that STAYS SOLD without giving you or the buyer trouble. We ask you to let us PROVE that we have the best motorcycle for all around use ever built.

Catalogue Free. Live Agents Wanted.

The Thomas Auto-Bi Company,
1400 NIAGARA STREET,
BUFFALO, N. Y.

Automobile Supplies

The demand this year for motor supplies will be greater than ever and by putting in a small line of these goods you can make money.

We can tell you just what you should handle and can supply you with everything at lowest wholesale prices.

Better get in line immediately before it is too late.

Catalogue sent to interested parties.

Write us now. We are glad to give any information within our power.

PIERSON MOTOR SUPPLY CO.
1175 BEDFORD AVE., BROOKLYN, N. Y.

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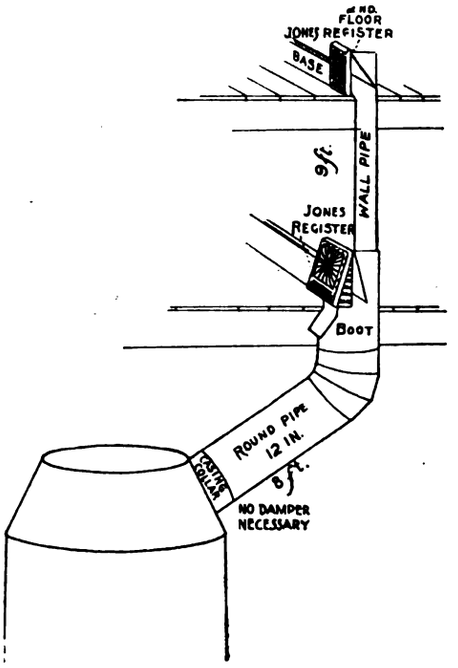
STOVE MANUFACTURERS' RECORD

THE JONES SYSTEM OF WARM AIR HEATING.

United States Register Co., Ltd., Battle Creek, Mich., are offering the stove trade a valuable system of Warm Air Heating embodied in the following exemplification of its merits by the originator, A. O. Jones:

An improved warm-air heating system which has rendered modern furnace work less complicated—an ever increasing number of practical and perfectly working heating plants—make it impossible to describe a thoroughly tested and practical heating system; a system insuring the greatest amount of heat from a given quantity of fuel, and one enabling the operator to control the supply of warm air, directing it at will into the rooms to be heated, securing ventilation at a small expense and reducing the cost of installing warm-air furnaces, at the same time increasing their efficiency, is, in the writer's estimation, and in the face of rapidly disappearing prejudices, a system worthy of universal adoption.

The system under consideration differs from those in common use in that ventilation is secured in all rooms and the basement is not filled with warm-air pipes, but consists of the



THE JONES SYSTEM OF WARM AIR HEATING.

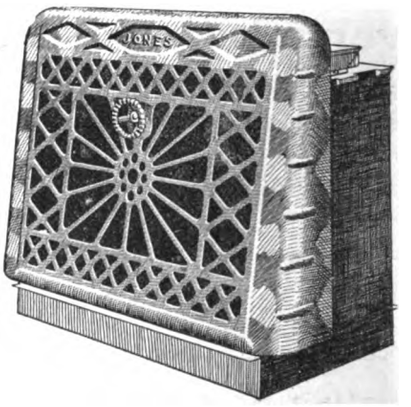
placing of any modern warm-air furnace of the correct size in an ordinary basement of reasonable height. The furnace to be centrally located and supplied with fresh air of an amount equal to at least 90 per cent. of the combined area of the basement pipes, and the warm-air chamber connected by one-half the number of warm-air pipes ordinarily used to improved warm-air registers placed in the wall of each room on the first floor, with a wall pipe continuing from the top of each register box to the rooms on the second floor, using for heating each two rooms—one on the first floor and one on the second—a basement pipe with capacity equal to the capacity to two pipes necessary for heating these two rooms separately. The manner of connecting the wall pipe to the top of the improved side-wall register is shown in the illustration; also the method of pipe construction in the basement.

The advantages to be gained are that ventilation is secured in all the rooms, as these registers are provided with a double metal box, arranged with an air space between the inner and outer casing and a ventilating opening, where air is drawn out of the rooms being heated and is conducted through the air space upwards, around the wall pipe—if single wall pipes are used—or through the space between the two castings of a double wall pipe when the latter are used.

The heat of the wall pipe causing an upward current insures a rapid movement of the foul air to a point in the attic directly above the registers, where it should be conducted through vent pipes to a chimney flue not used for any other purpose.

It will be seen that cellar air—as ordinarily used for protection when double wall pipes are used—is not allowed to enter the space between the two casings of the wall pipe, but, instead, air is drawn from the rooms; therefore, coal dust and fine ashes are not found escaping through the registers, as is sometimes the case with the systems that have been in use before the introduction of this system, which has been adopted by a great many furnace dealers who testify to the practicability of the system described.

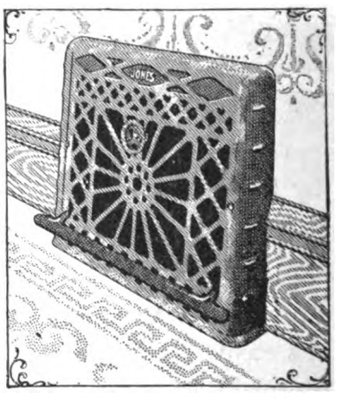
The advantages of being able to utilize all of the warm air from the furnace in the first floor rooms when the second floor rooms are not in use should not be overlooked, for as is well known—with the old plan of installation—the closing of the second floor registers or the dampers in the pipes leading to



REGISTER FOR FIRST FLOOR.

the second floor registers, does not increase the amount of air delivered to the first floor rooms, but simply causes the air to be overheated, which is very objectionable—often giving rise to the argument which is advanced regarding vitiated air. While with this improved system the full amount of the air supply is constantly moving, and when the second floor rooms are not in use the fire in the furnace must necessarily be checked and a larger amount of air is supplied at a lower temperature.

When the second floor rooms are in use the increasing velo-



REGISTER FOR SECOND FLOOR.

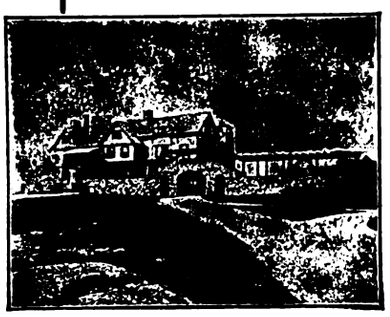
city of the air in the perpendicular or wall pipes makes it possible to heat rooms on the first floor located some distance from the furnace, which is difficult without the assistance of the suction caused by the wall pipe.

The reduced number of warm-air pipes in the basement makes it possible to connect the larger warm-air conductor at a point on the bonnet of the casings where it can run straight to the register. This makes angles unnecessary, excepting in rare cases, and as a straight line is the shortest distance between two given points, the least possible amount of piping is used with very few angles; therefore, the friction and radiation is reduced to a minimum, which means cooler basements and warmer living rooms, to say nothing of the reduction of cost in installation.

This system, therefore, renders modern furnace work less complicated, insures perfectly working warm-air heating plants, securing the greatest possible amount of warm air from a given quantity of fuel, reduces the cost of installing furnaces, and makes failure almost impossible.

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Profitable Heating



KELSEY HEATED, near Providence, R. I.

The Man Who Makes Money

in the heating business to-day is not the man who is selling any kind of a furnace at competition prices, but is the one who is striving to get the best kind of results, and sells his customers a heater that pleases them and brings him more business.

The day is gone by when heating contracts are secured simply by being the lowest bidder.

30,000 KELSEY

Warm Air Generators

have been sold since 1889—and every year because of the good results secured, the sales increase. Not only this, but the Kelsey System is being installed in the very finest class of residences, churches and schools, and are becoming so well known that Kelsey dealers everywhere are soliciting the best kind of heating work, and are securing contracts at prices not made to meet any kind of competition.

There's Only One Warm Air Generator

Why not write us about the Agency Proposition?
800 dealers are now selling.
It might pay you to act quickly.

KELSEY HEATING CO., Makers,
Syracuse, N. Y.
New York Office, 156 Fifth Ave.
Chicago, Cook & Van Evera Co., 38 Lake St.

A GREAT MONEY MAKER



This is the verdict of all merchants who are handling the

OHIO COMBINATION STEAM COOKER and BAKER

The Ohio Cooker is being advertised in magazines having a circulation of over ten million women, who are interested in a kitchen device that will save kitchen drudgery, reduce their fuel bills 50%, and save as much more in time, labor and provisions. It cooks all articles of food deliciously, and it makes tough meat tender.

We are getting thousands of inquiries in from every town in the country from our advertising. All inquiries where we have local dealers are referred back to the dealer. Handsome display cards are furnished, together with a fine Electrical Display Stand, also a supply of literature. A handsome 48 page catalogue and price list giving discounts, will be mailed you on application.

Don't fail to write immediately, and secure the agency for this great money maker. Address,

The OHIO COOKER CO.
600-17 JEFFERSON AVE., TOLEDO, OHIO.



No. 418 Weight, 400 Lbs.
Oven, 17 x 22 x 21 ins. Top cooking surface, 30 x 36 ins., 6 8-in. lids. Large warming closet. Spring balanced oven door.

A Guaranteed Proposition

The "Matchless" STEEL RANGE

Sold at a price that places the dealer in a position to meet ANY AND ALL KINDS OF COMPETITION. Backed by one of the strongest guarantees ever issued by a manufacturer.

We agree to furnish FREE OF CHARGE FOR A PERIOD OF THREE YEARS any lining for the fire box that may burn out in that time.

THE MATCHLESS

has weight where most needed—in the body, oven and fire box. Combines weight, style, finish and workmanship. Lined throughout with asbestos. The material used is of the highest grade obtainable.

We Want One Dealer in Every Town.
Our Terms are Net 15 Days.

No. 418 Full nickel trimmed, **$19.50**

Write for Catalogue and Copy of Bond.

Choice Territory Open for Right Salesman.

Landay Steel Range Co.

Manufacturers
2622 N. 15th St., St. Louis

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STOVE RECORD, Continued from page 40.

LANDAY STEEL RANGE CO.

In giving the dimensions of the oven in the advertisement of the Landay Steel Range Co., St. Louis, Mo., in our preceding issue, it should have read 17x12x21 inches instead of 17x22x21, and we take this opportunity to rectify the error.

A. J. LINDEMANN & HOVERSON CO.

Sales force of the A. J. Lindemann & Hoverson Co., manufacturers of Stoves, Ranges and Sheet Metal Ware, Milwaukee, Wisconsin, with branch houses at
Chicago, Ill., 46 S. Canal St., A. J. Lindemann & Hoverson Co.
Denver, Colo., 1526 Blake St., Fred C. Voss.
Kansas City, Mo., 1318 W. 8th St., Blakesley-Tuttle Stove Co.
Philadelphia, Pa., 55 N. Second St., A. H. MacAdams.
New York, N. Y., 94 Beekman St., MacAdams & Whittier.

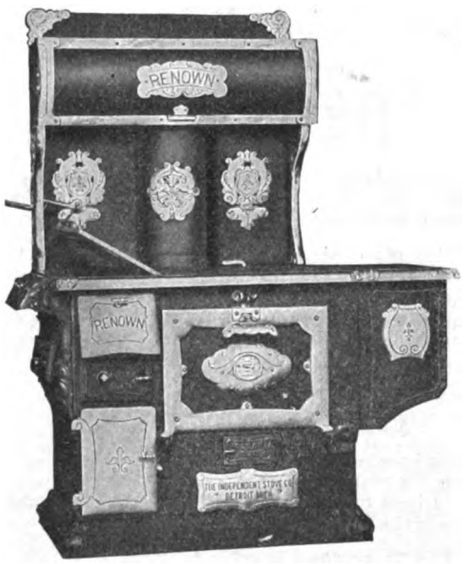


THE SALES FORCE OF A. J. LINDEMANN & HOVERSON CO.

Wm. Phillipps, Illinois; P. F. Ross, Iowa; Carl H. Voss, Mgr. Sales Department; N. Christopherson, Michigan and Indiana; Edwin Henes, Mgr. of Credits; A. L. Lindemann, Special Territory; C. M. Zweck, General Territory; Peter Jonas, Wisconsin; Wm. L. Pieplow, Mgr. Publicity Dept.; Jos. B. Kettenhofen, Wisconsin and Minnesota.

"MODERN RENOWN" STEEL RANGE.

The Independent Stove Co., Detroit, Mich., are the manufacturers of the Renown line of Steel Ranges, one of which, the "Modern Renown" we present an illustration of herewith.



"MODERN RENOWN" STEEL RANGE.

The two principal features on this Range are the Plain Surface Nickel and the ingenious device for raising the Pan Top, including covers and centers, over the fire-box. This device is extremely convenient for putting in fuel and for toasting or broiling, as it raises the entire top over the fire-box with one simple operation.

Plain surface nickel is something that the trade has demanded for years, but stove manufacturers, as a rule, have not seen fit to give it to them on account of the increased cost of production, for as a matter of fact nickeled castings that are heavily carved do not cost nearly as much as those with plain surface. With the latter every mar or scratch has to be obliterated before the castings are nickel-plated, otherwise they will show up in the finished product. One can readily understand that this nickel work is very easily kept clean and this is why the ladies in general like this finish.

This company has just recently increased its capital stock from $30,000 to $60,000, and it was decided to increase the Board of Directors from three to five, and William V. Robinson, president; Robert J. Waddell, vice-president and general manager; J. Edwin Ellis, secretary and treasurer, William Gerhauser and Edward Bland now comprise the Board of Directors.

"IHCO" ALL STEEL WARM AIR FURNACE.

The International Heater Co., Utica, N. Y., are the manufacturers of the "Ihco" All Steel Warm Air Furnace, of which we give a detailed description as follows:

The "Ihco" All Steel Furnace is constructed of the highest grade of steel suitable for the purpose and along well-defined lines. Care has been taken to proportion the different parts to obtain the best possible results from the fuel burned. In designing this furnace particular attention was given to making as few joints as possible inside the casing, and to make the necessary joints gas and dust tight. They have accomplished this, and have reduced to the minimum the liability of leakage of gas and soot. This heater will successfully burn soft or hard coal, wood, and in fact, any fuel desired.



"IHCO" ALL STEEL WARM AIR FURNACE.

This illustration shows a front exterior view of the heater without the casing.

The Dome. The shell which forms the dome or combustion chamber, fire-pot and ash-pit, is made of extra heavy steel plate, closely riveted; the head or top is made of the same material and gauge, and closely riveted to the shell.

The base of the heater is of cast iron, and forms the bottom of the ash-pit and is constructed in such a manner that the shell rests on a ledge or offset fully one inch above the ash-pit bottom, protecting the steel from contact with any moisture or ashes that may accumulate on the base, and thereby increasing the life of the steel at this point.

The ash-pit is formed by the base and bottom portion of the steel shell. It is of good height, and has a large door which is provided with draft door and slide.

This illustration shows a rear exterior view of the heater without casing. The radiator flues are broken away, the arrows indicating the course taken by the products of combustion from the dome through the flues to the smoke-pipe.

The grate used in this heater is their patent hollow-bar grate mounted in a frame and so arranged that the whole grate may be dumped to remove clinkers and to replace any bar independent of the others.

The fire-pot is formed by two rows of heavy fire-brick which line the shell, making a pot of sufficient depth to maintain as heavy a fire as may be desired, without coming in direct contact with the shell. These brick are supported by a cast iron ring securely fastened to the shell.

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Has an **Automatic Carrier** and a **Resetting Device** that clears the dials to zero instantly. A High-Grade Mechanical Production. Does the work of high-priced machines. Guaranteed for **two** years. *Catalog free.*

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HUNDREDS OF TESTIMONIALS from users They will interest you, as they show the reception accorded our line. *Send for Them.*

Better than Leather.

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WRITE US.

THEY FIT AND MATCH ANY CHAIR. Anyone who can use a pair of shears and drive a tack can mend chairs.

Cheaper and more Durable than ALL.

EUREKA CHAIR SEAT CO.,

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NOTICE — The person you want to reach uses a pencil— Your ad in display type, (printed by our new process) all around a round pencil, will be in his hand and under his very eye forty times a day—Ask for sample and price list describing 30 varieties.

BLANCHARD BROS. (Inc.)

Davenport, Iowa.



Experiments are costly—why not sell your Trade an article of demonstrated usefulness?

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"Quality first always." A Hardware Staple, Malleable Castings, Crucible Steel Blades, Varnished Hardwood Handle.

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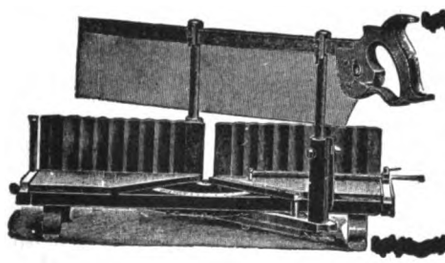


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Fits any size barrel or keg. Light, strong, durable. Excellent prices to the trade.

W. H. HAYWARD,

BALLSTON SPA, N. Y.



GOODELL MITRE BOX

Made entirely of steel. No more breaking. Its quality, durability and improvements make it the most desirable box on the market.

Send for circular and prices. **GOODELL MFG. CO., Greenfield, Mass.**

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HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Boston, Mass.—West End Hardware Co. has been incorporated to deal in Hardware, etc.; capital, $2,500. President, Benjamin Baron; treasurer and clerk, Abraham Baron, both of Boston.

Brooklyn, N. Y.—The Hindley & Pendleton Company has been incorporated to deal in Hardware, with a capital of $25,000. The directors for the first year are as follows: Ralph Hindley, O. C. Pendleton and D. J. Wagner, of Brooklyn.

Connell, Wash.—Connell Hardware Company has been incorporated; capital, $50,000; by E. F. Sohm, H. J. Sohm, Charles Kirchner, Peter Smith and Claude J. Mitchell.

Dilley, Tex.—Mills & Word.

Evansville, Ind.—Bourland & Moore Hardware Company; capital, $10,000. Directors, H. D. Bourland, R. E. Moore and F. T. Wallace.

Grafton, Neb.—Anton Kaura is going into partnership in the Hardware business with Frank Warta.

Holbrook, Neb.—J. S. Bolebaugh.

Hydro, Okla.—The Farmers Hardware & Implement Co. has been incorporated with $10,000 capital stock. The directors are George W. Compton, W. R. Roberts and J. E. Bonbrake, all of El Reno.

La Jara, Colo.—The R. L. Van Vecten Hardware Co. has been incorporated with a capital stock of $5,000.

Longmont, Colo.—Incorporation papers have been filed for the Hamm-Weller Hardware and Implement Company, the incorporators being Percy E. Hamm, Robert L. Weller and A. A. Weller. The capital stock is $50,000.

Lynchburg, Va.—Ainslie-Martin Company has been incorporated; R. D. Martin, president; J. H. Kabler, vice-president; T. E. Murrell, secretary—all of Lynchburg. Capital, maximum, $150,000; minimum, $75,000. Object: Hardware business.

Meridian, Miss.—Bennett Bros.' Hardware Company has been incorporated by D. E. Bennett, T. G. and James Bennett; capital stock, $10,000; general Hardware and mercantile business.

Montreal, Canada.—The Starke-Seybold Hardware Company is the name of a new concern just formed. It is the amalgamation of the two firms of Seybold & Sons' Co., and the Starke Hardware Co. A joint stock company with a capital of $400,000, has been formed. The active members of the new concern will be William and Robert Starke, and Herbert and Gordon C. Seybold. The father of the latter two gentlemen, E. L. Seybold, will be a director of the company.

Oak Park, Ill.—Rogers & Nicholas Hardware Company has been incorporated; capital, $5,000. Incorporators: George H. Rogers, Robert E. Nicholas, Harvey L. Cavender.

Pensacola, Fla.—The new Hardware firm of Gibbs, Quigley and Morgan has opened its doors to the general public at No. 27 South Palafox Street in the new Brent building.

Prague, Neb.—Vav. Voboril.

Richland, Neb.—McNall & Higgins.

Richmond, Va.—Baldwin & Brown, Geo. W. Brown, president; Joseph W. White, vice-president; E. W. Bandy, secretary; W. W. Brook, treasurer. Capital stock: Maximum, $100,000; minimum, $25,000. To do a wholesale and retail Hardware business.

Sayre, Okla.—The Hullum Hardware Company has been incorporated with $10,000 capital stock. Incorporators, J. A. Hullum, Sr., and S. C. Hullum of Norman; J. A. Hullum, Jr., of Sayre.

Valleyford, Wash.—A. E. Jones.

Whitewright, Mo.—Wilson Hardware Company; $15,000. Incorporators: F. H. Hartzog, J. A. Davies of Wolfe City, Tex.; J. W. Wilson of Whitewright.

Wilbur, Wash.—R. B. Hall of Spokane has opened a Hardware store in the Carpenter block in this city.

Changes and Improvements.

Abilene, Kan.—J. T. Pendergast has sold an interest in his Hardware store to J. M. Walters.

Adrian, Mo.—W. B. Switzer has sold his Hardware store to J. W. Maxey.

Alta Vista, Kan.—Wolgast & Schade have been succeeded in the Hardware business by A. H. Wolgast.

Anthony, Kan.—G. W. Young has purchased the Hardware store of J. F. Berger.

Arkansas City, Kan.—The Sturtz Hardware Co. has succeeded to the business of the Gilbert-Sturtz Hardware Co.

Ashland, Ohio.—Through mutual agreement the Union Hardware & Supply Co. has purchased the interest formerly held by E. E. Morr. The style of the firm will remain the same as before and J. R. Heichel has taken stock and an active interest in the new firm.

Ashtabula, Ohio.—J. G. Mitchell of the Crosby Hardware Company has purchased the Hardware store owned by the Conkey Brothers at Conneaut and has taken possession of his new holdings. The store will be operated in the future under the name of the Mitchell Hardware Company and the ultimate intention of Mr. Mitchell is to organize a stock company which will take over the store.

Attica, Kan.—Stout & Davis have sold their Hardware store to Crawford & Davis.

Autne, Kan.—D. A. Corhelson has purchased the Hardware store of Winkley Bros.

Barneston, Neb.—C. M. Groves has purchased the Hardware store of Cannell Bros.

Bartlesville, I. T.—R. H. Muzzy has succeeded to the Hardware and implement business of Berentz & Muzzy.

Bennington, Neb.—Aug. Witte has purchased the Hardware store of J. H. Siert.

Birmingham, Ala.—The Prowell Hardware Company will erect a seven-story, modern building on the site of its old building on First Avenue, near Nineteenth Street. The former building was destroyed by fire two or three months ago. The new building will cost about $100,000 and will be completed the last of July or the first of August. It will be the tallest building devoted to mercantile business in Birmingham.

Bristow, Neb.—G. W. Miller has purchased the Hardware store of H. & F. H. Cage.

Browning, Mo.—C. R. Campbell has purchased the Hardware and stove business of J. F. Reynolds & Co.

Butler, Mo.—Cable & Groves have sold their Hardware business to Chambers & Chambers.

Cairo, Neb.—John Peters has been succeeded in the Hardware business by Peters Bros.

Cedar Edge, Colo.—Byrd & Whitesell have sold their Hardware business to B. F. Elhart.

Central City, Ky.—The Gregson-Wallace Hardware Company has changed its name to the Gregson Hardware Company.

Ceresco, Neb.—Dahlstrom & Nelson have succeeded to the Hardware business of C. G. Dahlstrom & Son.

Clinton, Mo.—W. H. Stone has succeeded to the Hardware business of Sherty & Stone.

Cody, Neb.—The Barnes-Jarchow Co. has succeeded to the Hardware business of M. H. Barnes & Son.

Colfax, Wash.—Wm. Erickson & Son have purchased the business of the Kuhn Hardware Co.

Corvallis, Ore.—E. J. Veal has sold his Hardware business to Mellem & Pinkerton.

Council Hill, I. T.—W. L. Knouff has sold his business to the Council Hill Hardware Co.

Crescent, Okla.—R. S. Smith has succeeded to the Hardware business of Smith & Smith.

Cushing, Neb.—Andrew H. Jepson has purchased the Hardware business of F. R. Linderman.

Dayton, Wash.—J. C. Babbitt and C. W. Powers of the Hardware firm of Babbitt & Powers have sold their business to Sherman Galloway of Waitsburg.

Derby, Kan.—T. D. Wardell has succeeded to the Hardware business of Wardell & Swisher.

Dunkirk, N. Y.—D. D. Walker and S. B. Culver are the members of the firm which has just assumed the management and ownership of the former D. H. Griswold Hardware store in Lion Street. The new firm will remodel the store, putting in steel ceiling, modern shelving, cases, counters, show cases, etc., and will carry a complete line of Hardware, builders' supplies, house furnishings, and do a full line of tinning, sheet iron work, and heating.

Eldorado, Ohio.—The Hardware firm of Shewman & Billman has dissolved partnership and C. E. Shewman has assumed full ownership of the Hardware store.

Eugene, Ore.—F. J. Berger has been succeeded in business by the Berger-Bear Hardware Co.

Friend, Neb.—P. B. Wilson has purchased an interest in the Hardware business of T. W. O'Laughlin.

Glencoe, Okla.—F. Allen has sold his business to the Glencoe Hardware & Implement Co.

Govan, Wash.—H. B. Fletcher has purchased the Hardware store of Theo. Bodeau.

Greenwood, Mo.—D. S. Miller has purchased the Hardware store of J. T. Adams & Co.

Hagerstown, Ind.—John L. Replogle has sold his Hardware store to W. H. Stahr.

Kelly, Kan.—Haug & Strive have sold their Hardware store to Haskett & Horth.

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GALVANIZED STRIPED WARE



If quality, price and profit means anything to you, you ought to become our customer.

You can best appreciate what the "Atlantic" is like by sending us a sample order. Then watch it sell.

Wear well? Made of smooth galvanized sheets, heavily wired around top, double re-enforced, with double-seamed raised bottom, it will outlast the other kind.

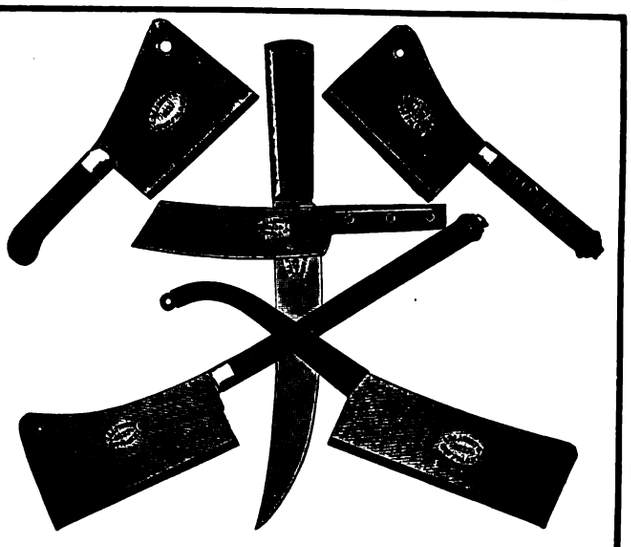
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Send for new Catalog.



Atlantic Stamping Co.

185 Ames St., Rochester, N. Y.



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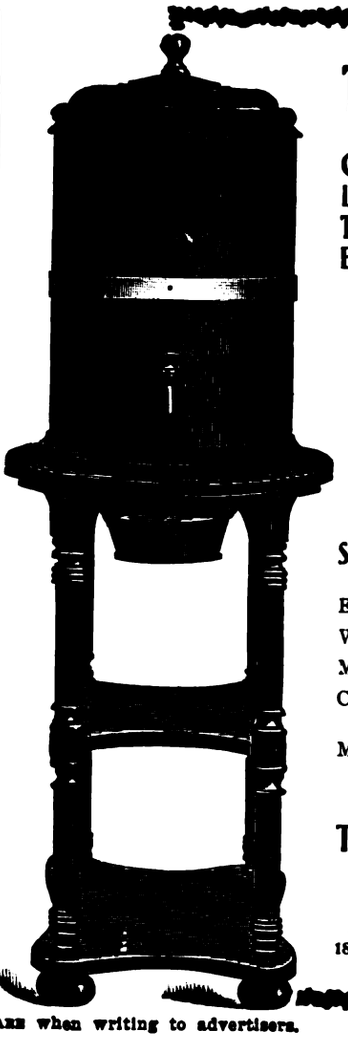
OF SUPERIOR QUALITY

Pork, Lamb and Beef Splitters; Market and Family Cleavers; Butchers' Knives and Steels ---have been made by us for **nearly three-quarters of a century.** They are the best that money can buy.

The L. & I. J. WHITE CO.

Buffalo, N. Y., U. S. A.

Branches—New York, N. Y., Chicago, Ill.



The North Pole

CANNOT PRODUCE A LOWER TEMPERATURE THAN THE HALE & KILBURN

"Favorito" WATER COOLER

STRICTLY HIGH GRADE.

Elegant in design and finish.

Water cannot be contaminated.

Minimum quantity of ice used.

Constructed on best sanitary and scientific principles.

Made in nine sizes. Send for list to-day.

The Hale & Kilburn Mfg. Co.

33 Union Square, W., New York.
1800 Lehigh Ave., Philadelphia, Pa.

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HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Baltimore, Md.—The Ross Combination Drafting Tool Company has been incorporated to manufacture and dispose of patented inventions. Thomas S. Ross, Michael H. Noon, James J. Ellis, John J. Mahon and Walter R. Townsend are the incorporators. The authorized capital stock is $20,000.

Cahanna, Ohio.—The Waugh Machine Co. has recently been incorporated, with a capital stock of $12,000, and will engage in the manufacture of a mortising machine. The incorporators are Johnston S. Waugh, George F. Ebner, Leo Miller, David L. Stygler and Peter Swickard.

Cambridge, N. Y.—Lovejoy Company has been incorporated; agricultural implements; capital, $100,000. Directors—H. H. Lovejoy and L. H. Lovejoy, Cambridge; A. S. Rice, Troy.

Churubusco, Ind.—The stockholders of the new Fisk Mfg. Co., organized for the manufacture of ladders, lawn swings and churns, have met and elected the following directors: Val Brown, S. H. Ort, E. E. Gandy, Leo Isay, J. H. Greismar, Dr. J. H. Briggs and V. A. Geiger. The new company has filed papers and incorporated at $6,000.

Columbus, Ohio.—The Monarch Specialty Mfg. Co. has been incorporated with a capital stock of $300,000 to manufacture and sell plumbing and Hardware supplies, household specialties, water-lifts, stoves, motors, washing machines and other specialties and sell and nold real estate. The incorporators are C. K. Cunningham, Jr., Arthur C. P. Tyler, C. V. Ellis, A. S. Williams and W. J. Donahue. For the time being the company will continue the business of manufacturing stoves and other articles at the plant at 115 West Vine Street.

Cornwall-on-Hudson, N. Y.—The Barton & Spooner Co. has been incorporated to manufacture Hardware novelties, etc.; capital, $30,000. Incorporators, Henry L. Barton, Ralph P. Spooner, George S. Scutt, Cornwall-on-the-Hudson; Ely Moore, No. 121 Franklin Street, New York.

Evansville, Ind.—Articles of incorporation for the J. J. Groeninger Tinware manufactory have been filed. The capital stock is $5,000. The directors are J. J. Groeninger, F. J. Scholz, F. H. Groeninger, Mabel Scholz.

Fishkill Landing, N. Y.—Jaycox Mfg. Co. has been incorporated to manufacture Hardware, etc.; capital, $9,000. Incorporators: Edward L. Jaycox and John P. Davis, Fishkill Landing, N. Y.; George F. Farrell, New York, and others.

New York, N. Y.—Inter-State Brush Co. has been incorporated; capital, $30,000, and directors, A. J. Lawler, A. E. Lawler, Baltimore; L. H. Strouse, New York.

Norcross, Ga.—Among the latest manufacturing enterprises in this community is the Buchanan Plow and Implement Co., capital, $100,000. The officers are as follows: Edward F. Buchanan, of New York, president; C. O'Conner, of New York, vice-president; T. F. Walker, of Norcross, general manager; R. J. Lynch, of New York, auditor; W. R. Hunnicutt, of Norcross, secretary and treasurer. The company has erected a model plant here and is now engaged in turning out high-grade plows. Later in the season their facilities will be increased and they will turn out quantities of various implements used by the Southern farmer.

North Raynham, Mass.—The Specialty Nail Company is the name of a new corporation that is to manufacture shoe nails. The incorporators are: Albert R. White, president, Herbert C. Dean, treasurer, and these with A. Milot constitute the board of directors. The company has purchased the building of the Whitenton Pearl Works and will remove it to a lot near North Raynham station on the north side of the railroad. The capital stock is $10,000. Much of the work will be turned out by automatic machines. These machines have already been purchased. An addition will be made to the Pearl Works building. The shop will be put in operation as speedily as possible.

Oneonta, N. Y.—There has recently been incorporated the Oneonta Mfg. Co., with home offices in Oneonta and with a capital stock of $22,000, half of which has been issued, to manufacture a clever lawn mower sharpener that has been invented by John Chesebro of Oneonta Plains.

Plymouth, Mass.—Cobb & Drew, Inc., has been incorporated; tacks, nails, etc.; capital, $100,000. President, H. J. Seymour; treasurer, R. Holmes, Plymouth.

Rock Island, Ill.—The Rock Island Tool Company, one of the corporations recently formed through the instrumentality of the Rock Island Industrial Commission, is rapidly completing the arrangements for putting its plant into operation. The company, which is controlled by Rock Island capital, with a capital stock of $50,000, plans eventually to take a site in the new west end factory district, but temporarily will be operated with foundry in the former Thompson foundry on Twenty-fourth Street and machine shop in the Donaldson sawmill on Fourth Avenue.

Scarsdale, N. Y.—Phoenix Specialty Mfg. Co. has been incorporated to manufacture corrugated metal gaskets, metal washers; capital, $5,000. Incorporators—Alvin W. Wagenseller, No. 349 West 14th Street; Edward J. Rowe, No. 417 West 150th Street, both of New York; Remsen S. Voorhis, Yonkers, N. Y.

Taunton, Mass.—The Globe Mfg. Co., manufacturers of wire nails, has been incorporated in Massachusetts, with a capital stock of $25,000. J. Alfred Welch is president and treasurer, M. J. Lee, clerk, the two with J. H. Dobbs constituting the board of directors. The company has recently purchased some of the wire nail machines of the Taunton Rivet Co., Taunton, and has placed orders for several more. At the present time over sixty machines are being operated, manufacturing over 100 styles of nails for special purposes. It is the intention of the company to enlarge its capacity about one-half.

Waterbury, Conn.—A certificate of incorporation has been filed by the Chatfield & Chatfield Company, a company formed for the manufacture of machinery and tools. The capital is $40,000 and the incorporators are William F. and Mary F. Chatfield and Albert F. Sherwood.

Changes and Improvements.

Boston, Mass.—The Gillette Safety Razor Co. is to make a large increase in its machine shop capacity. The company builds all of the machinery used in the manufacture of its product, which means an important department in itself. A building adjacent to the plant at South Boston has been purchased. It has three stories and basement, with 6,900 square feet to a floor. Considerable new equipment will be installed, including in addition to that of the present shop, the machine tools of the plant of the M. G. Gillette Co., Brooklyn, which have recently been purchased. It is presumed that this building will be adequate to the company's shop requirements for a year or so.

Braddock, Pa.—A petition for the dissolution of the Braddock Tool Company has been filed. The company had retired from business in 1904, and wished to wind up its affairs.

Branford, Conn.—It is reported that the Sears, Roebuck Company of Chicago are to purchase the Branford Lock Works, and run it in the future. An offer for the purchase of the property has been made and it will probably be accepted. The purchaser will ask for a right of way to the river front and it is said that this can be effected without much trouble. Mr. Noack, formerly superintendent of the old New York Lock Company, has been in Branford with a representative of the firm that contemplates a purchase of the plant.

Canandaigua, N. Y.—The announcement is made of the sale by Alexander Davidson, for some years past proprietor of the foundry formerly conducted by the Robinson Chilled Plow Company, of the plant and entire establishment to the Syracuse Chilled Plow Company, of Syracuse. There are no definite plans for the future, it is announced, but there is a likelihood that the concern will continue the local plant as a branch.

Chicago, Ill.—The American Cutlery Co. will erect a new six-story factory, 42 by 150 feet, on the site of the one which was recently destroyed by fire. The building which is to be located at Nos. 169 to 197 Mather Street, Chicago, will be of reinforced concrete construction and will cost $150,000.

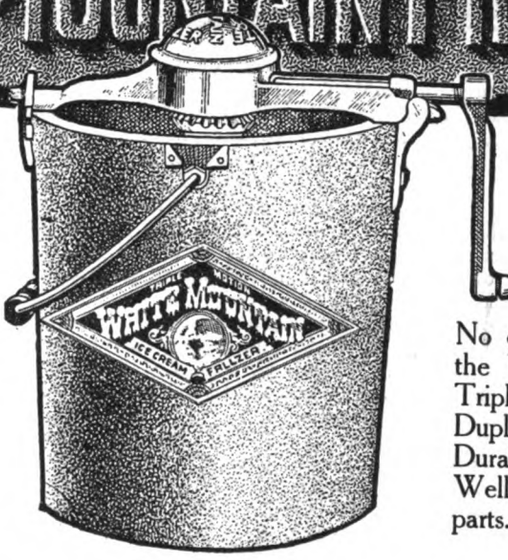
Coldwater, Mich.—The Pratt Mfg. Co., engaged in the manufacture of cutters, is arranging to build extensive additions to its plant, by which it will acquire about 5,000 feet of floor space. The addition is to be three stories high.

Eau Claire, Wis.—The Clipper Chilled Plow Works of Elmira, N. Y., will be moved to this city. The plant will be run in connection with the Northwesten Steel & Iron Works, where the machinery will be installed upon its arrival here. The works will manufacture plows, harrows, cultivators and numerous other agricultural implements.

Findlay, Ohio.—Adams Bros.' foundry, one of the largest in this part of the State, is to have another department added to it in the form of a plow factory.

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Head The List

of Freezers for 1907 because for 30 years they have enjoyed the enviable distinction of being first in quality---first in mechanical improvements and first in producing the best ice-cream.

The Secret

of their supremacy lies in **Their Construction.**

No other freezer is made like the White Mountain, with its Triple Motion—
Duplex Malleable Iron Beaters—
Durable, Water Proof Tubs—
Well made and perfect fitting parts.

Buy White Mountain Freezers

You'll find them easiest to sell. Leading Jobbers Everywhere recommend them.

The White Mountain Freezer Co.

NASHUA, N. H.

"SNOW-BALLS" FOR 1907



Have improved with age through our 38 years experience. You can stake your reputation on them because they have

Three Motions
Completely Encased Gearing
Virginia White Cedar Tubs
Electric Welded Wire Hoops

Every "Snow-Ball" will freeze a smooth, velvety cream in the shortest possible time.

Absolutely no difference between the "Snow-Ball" and the Best—The "Snow-Ball" is the Best. It will pay you to handle them.

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The World's Largest Manufacturers of Wooden Ware and Hardware Specialties

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BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Atlanta, Ga.—Walthour & Hood is the style of a new jobbing firm which has commenced business here. It is composed of Palmer Walthour, who formerly was connected with the Alexander-Elyea Co., of Atlanta, and Mr. Hood, who previously was in the cycle trade in Columbus, Ga.

Brooklyn, N. Y.—Dark Circle Garage, to manufacture operatic and store vehicles; capital, $10,000. Incorporators: James A. Anderson, No. 233 East 21st Street; Frank D. Skeel, No. 58 East 25th Street, both of New York; Frank L. Haggerty, No. 922 Eighth Avenue, Brooklyn.

New York, N. Y.—John S. Leng's Son & Co., 33 Murray Street, has been converted into a $100,000 corporation under the laws of the State of New York. The incorporators named are: G. E. Relyea, New York City; J. H. Richards, Cranford, N. J.; R. H. Hance, West New Brighton; G. Hees, A. G. Cross, Brooklyn.

New York, N. Y.—"Sports, Ltd.," is the style of a new company which will shortly begin business on upper Broadway, selling bicycles, motorcycles, and a full line of supplies. A location in "Automobile Row" is now being sought. The company, which is being incorporated under New York laws with $10,000 capital, is fathered by P. R. Robinson, of the New York Sporting Goods Co., and D. P. Harris, both names being familiar to the trade in the jobbing line.

Portland, Me.—Bennett Mfg. Co. has been incorporated to manufacture toys of all kinds; capital, $50,000. President, H. B. Bennett; treasurer and clerk, Benjamin Thompson, both of Portland, Me.

Rochester, N. Y.—Forest & Malone; new firm at 10 Monroe Avenue.

Waco, Tex.—Holt Kodak and Sporting Goods Company; capital stock, $4,000. Incorporators, Peeler Williams, C. H. Hooper and J. W. Whitworth.

St. Louis, Mo.—At a recent meeting of the stockholders of the Geller, Ward & Hasner Hardware Co., it was voted to increase the capitalization from $100,000 to $200,000 and to enlarge the firm's sporting goods department materially. It is the company's intention to give over the entire South wall of their storeroom at 412-14 North Fourth Street, to the sporting goods department, thus increasing the display space of that department four-fold. The present lines carried by the firm will be increased and new lines will be added, in an effort to give the house as complete a line of goods as any house in the city can boast. Among the new lines will be gasoline launches and canoes, of which a complete line will be carried, while baseball, football and other athletic sports will be carried.

Changes and Improvements.

Akron, Ohio.—A meeting of the stockholders of the Diamond Rubber Company has been called to pass upon a proposed increase of the capital stock—from $3,500,000 to $4,000,000.

Bristol, Conn.—The Liberty Bell Co., which after disposing of its factory property to the New Departure Mfg. Co., went into the hands of a trustee, has made a formal offer of eighty per cent. to the creditors. Most of the creditors have accepted the tender. The concern's liabilities approximate $40,000, and its assets, made up of book accounts, are less than $36,000, which of course will shrink in the process of collection.

Buffalo, N. Y.—The Union Mfg. & Specialty Co. is about to change its corporate name to Charles E. Hall Co. The company manufactures chains and a number of cycle specialties.

Cleveland, Ohio.—The Standard Welding Co. are making ready to erect an immense addition to their plant. Among other things it will increase their production of tubing from 6,000,000 to 15,000,000 feet of tubing annually.

Hartford, Conn.—The Pope Mfg. Co. has again taken up motorcycles. Of course, the Pope people never wholly dropped them, but during the past two years they have not exploited them to an extent worthy of much notice. Last Fall, however, it was announced that they would seriously enter the field in time for the 1907 demand, but later the announcement was nullified by the statement that the Pope automobile interests had interfered with previous intentions. Within the last month, however, the motorcycle light has become so strong that the Pope Mfg. Co. has engaged H. B. Whitney, a motor engineer formerly connected with the Electric Vehicle Co., and who had previously designed a two-cylinder motorcycle, and he will devote himself exclusively to the development of a Pope power driven bicycle, which will not be ready for the market, however, until next Fall.

New York, N. Y.—The Bryte, Coates & Campbell Co., the San Francisco jobbers, have come East and established a New York branch, which temporarily will be located at 35 Warren Street. It will be in charge of H. A. Bryte, a member of the company.

Reading, Pa.—The conversion of the Reading Standard Cycle Mfg. Co., W. F. Remppis, proprietor, into the Reading Standard Co., a corporation of Pennsylvania, has been completed. The original outline of organization was carried out. The capital stock is $300,000, of which $100,000 is preferred. The working board of the new corporation was made up at a meeting on March 11, when the following officers were elected: D. F. Printz, president; D. P. Harris, vice-president; W. F. Remppis, treasurer; Harry Walburg, secretary.

Wareham, Mass.—W. G. Woodruff has reopened his store.

Miscellaneous.

Batavia, N. Y.—Directors of the Baker Gun Company have elected the following officers: President and treasurer, Frederick M. Farwell; vice-president, Robert A. Maxwell; secretary and general superintendent, Daniel W. Tomlinson, Jr.

Sacramento, Cal.—The Kimball-Upson Company, one of the leading sporting goods firms on the Pacific Coast, recently celebrated its thirteenth anniversary. The company now occupies a large double store at 609-11 K Street, with over 12,000 square feet of floor space. The officers and directors of this company are as follows: M. N. Kimball, president; L. S. Upson, vice-president and manager; F. M. Newbert, secretary; M. C. Danis, treasurer, and D. E. Newbert.

INDIANA DEALERS ELECT LEADERS.

The Richmond (Ind.) Bicycle Dealers Association has elected the following officers for the 1907 term: President, W. M. Waking; vice-president, B. W. Thornton; secretary, Elmer S. Smith; assistant secretary, W. T. Bradway; treasurer, W. H. Dunning. The Association is one of the few remaining local trade organizations, and has done good work in its vicinity.

RUSSIAN DUTIES ADVANCED.

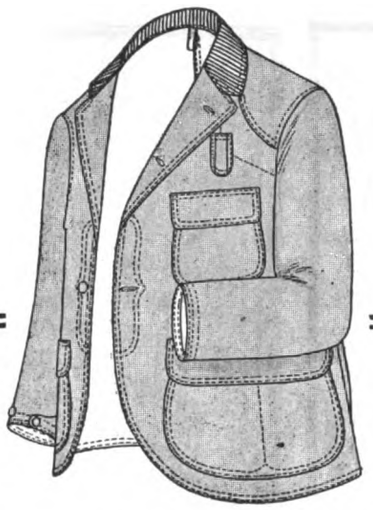
According to the provisions of the new Russian tariff which went into effect last spring, the duty on cycles having two wheels in 30 roubles each, or about $7.50. Cycles having three wheels are taxed 60 roubles each, or $15, and those having four wheels, 160 roubles or $40. Parts, except those which are specially restricted, are asserted at the rate of 40 roubles per pood, which is equivalent to something like $3.60 per pound.

PATENTS
procured promptly and with care in all countries. Also trade marks and copyrights.
DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. BRIDGEPORT, CONN.

25¢ Buys a Life Saving DAVIS SANITARY FOUNT
Clean, fresh water is LIFE to young chicks. Davis' founts insure a constant supply and chicks can't get drowned or wet in them, or tip them over. Only fount made that feeds water, grit, oyster shells, grain, etc.
Price 25c each, $2.70 per doz. Postage 15c each extra. No bottles or cans included, but any size old can or bottle can be used.
Ask your supply, hardware or feed dealer for them, or write for our catalogue of Up-to-date Necessities for Poultrymen, including poultry and pigeon leg bands, founts, roost brackets, metal nests, poultry punches, etc.
The Keyes-Davis Co.
(Limited)
Manufacturers
520 Hanover St.
Battle Creek, Mich.

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GUNNERS' CLOTHING

and Accessories, Base Ball Uniforms, Gloves, Mitts, Supplies and Sporting Goods of every description.

Our goods are made of the right stuff and sold at the right price with a profit for you, Mr. Dealer.

SAMPLE CARDS FOR UNIFORMS NOW READY!

Consolidated Sporting Goods Mfg. Co.
44 N. 10th St., PHILADELPHIA, PA.



At the Head

Of all Axle Grease is the Frazer—the Old Reliable. It has greased all kinds and conditions of Axles for

Half A Century

with uniform satisfaction to both dealer and user.

Don't make the mistake of ordering cheap stuff—the Best—Frazer—is none too good for your trade. Write for prices to Frazer Lubricator Co., Chicago, New York and St. Louis, on

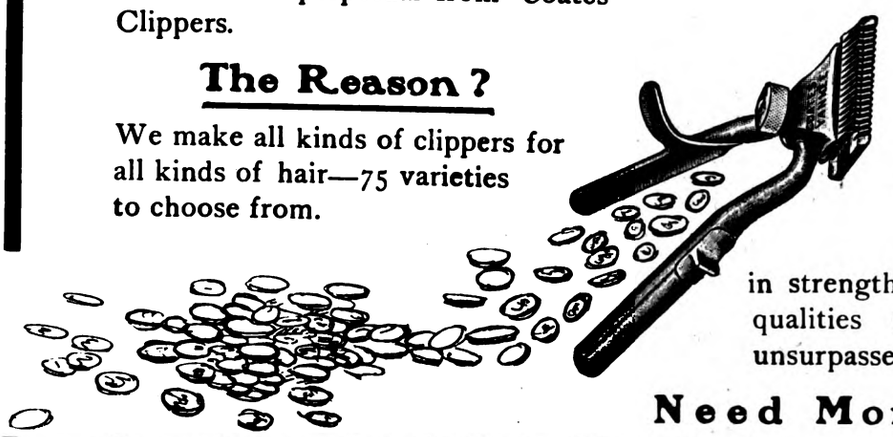
Frazer Axle Grease

The Jingle of Profits

In your till from Clippers will be loudest and perpetual from Coates Clippers.

The Reason?

We make all kinds of clippers for all kinds of hair—75 varieties to choose from.



We have made Coates Clippers for over

A Quarter Century

In beauty of finish—in strength and in fine cutting qualities Coates Clippers are unsurpassed.

Need More Be Said?

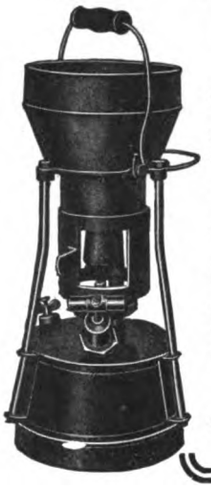
Yes—write at once to the Coates Clipper Co., Worcester, Mass., for catalogue and prices. Better still: Try a sample order this Fall of

JOHN H. GRAHAM & CO., Sole Selling Agents, 113 Chambers St., New York.

COATES CLIPPERS

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THE BARTHEL KEROSENE FURNACE



Is simple in construction, reliable and durable under all conditions of work.

Smokeless—smell-less—coilless.

Absolutely safe; approved by underwriters.

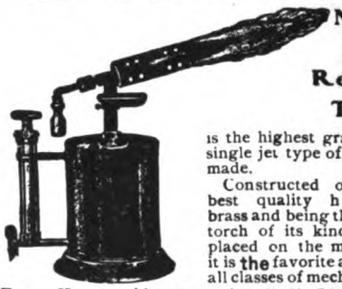
Cheaper to operate and gives greater heat than any other furnace.

Send for booklet and prices.

Barthel Blow Lamp Co.

294 Washington St.
Boston, Mass.

TURNER TORCHES



No. 12 Old Reliable Torch

is the highest grade of single jet type of torch made.

Constructed of the best quality heavy brass and being the first torch of its kind ever placed on the market, it is the favorite among all classes of mechanics.

You would not want a more profitable seller. Guaranteed.

Write your Jobber or us.

Price of No. 12 $3.25. Get our Catalog.

TURNER BRASS WORKS,
70 N. Franklin St., Chicago, Ill.

F. E. MYERS & BRO., Ashland, O.

STORE LADDERS



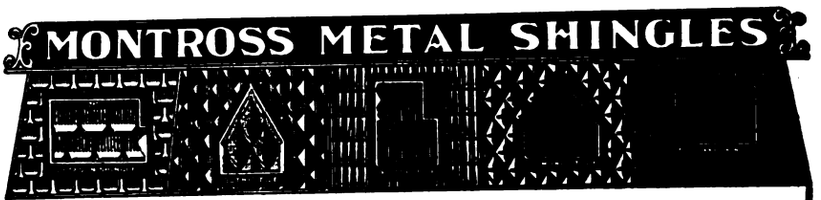
NOISELESS. CUSHION TIRE.

Best and Most Complete in the Market. Write for Descriptive Circular and Prices.

MFRS. Pumps, Hay Tools, Barn Door Hangers, &c. Largest and Best Line in the World



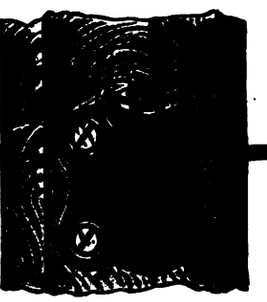
MONTROSS METAL SHINGLES



DEALERS: There's a generous profit in these shingles for you. There's no question about their popularity. Inexpensive, yet unusually handsome, strong, light and will last indefinitely. *Send for Catalog.*

MONTROSS METAL SHINGLE CO. CAMDEN, NEW JERSEY.

VIENNOT, Phila.



CLOSED

WATROUS AUTOMATIC DOOR CATCH

TWO-THIRDS ACTUAL SIZE.

PATENT APPLIED FOR.

For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar. Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.

The E. L. Watrous Mfg. Co.
Des Moines, Iowa.



HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

BEST IN THE WORLD

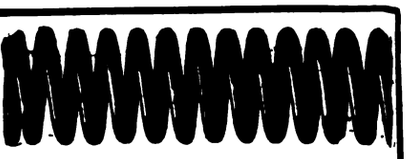
R. HEINISCH'S SONS CO.

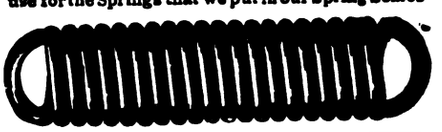
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New York Office and Salesroom, 155 Chambers St.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.

GODDARD'S MOP PRESS



The best machine made for drying a mop. Nothing to get out of order; only four pieces in it. The most simple, durable and efficient on the market.

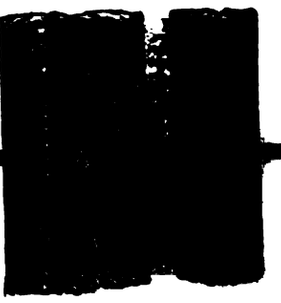
ALL MALLEABLE IRON

Sells on Sight. Warranted One Year

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GODDARD MOP PRESS CO.

Arcade Building AKRON, OHIO



THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals.
Send for Catalogue. BRIDGEPORT, CONN.

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BUFFALO WIRE WORKS CO.
WIRE CLOTH
Artistic METAL WORK
WIRE GOODS
BUFFALO, N.Y.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

MALE HELP WANTED

SALESMEN.—Men with technical experience wanted by firms we serve; high-grade propositions; salaries right for the right men. Write us to-day. HAPGOODS, 305 Broadway, N. Y.

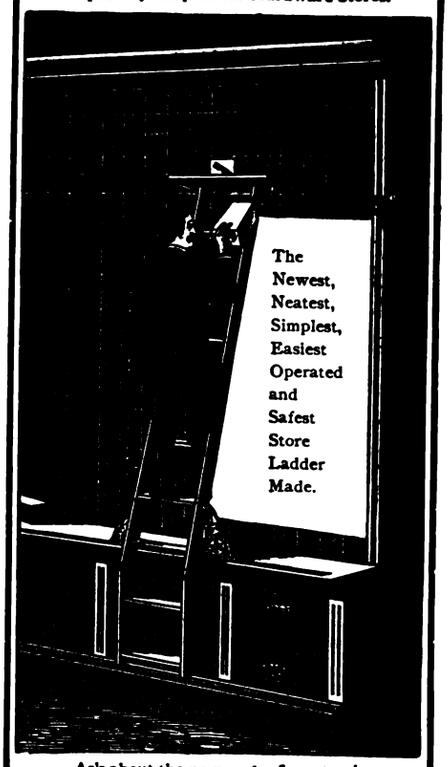
HARDWARE stock wanted in exchange for good improved farm in Iowa, Illinois or Missouri. L. C., care of HARDWARE.

For Sale.

FOR SALE.—A small Hardware store in a fast-growing town; good locality; in Jersey, about twelve miles from New York. Will sell reasonable. Good cause for selling. W. J. M., care of HARDWARE.

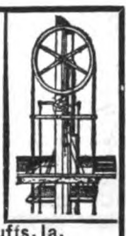
A LONG established plumbing, steam, roofing and tinsmithing business in the best part of the Bedford section of Brooklyn, good reason for selling; only $300 required. J. B., 1226 Sterling Place, Brooklyn, N. Y.

The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new noiseless track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

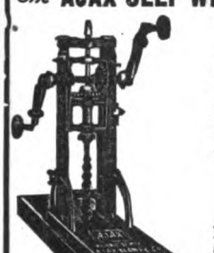
Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
39 Vincent St., Cleveland, O.



CORRESPONDENCE SOLICITED
with American Manufacturers desiring trade in Great Britain.
S. GUITERMAN & CO. LTD.,
American Importers,
35-36 Aldermanbury, London, E. C.
New York Address: 35 South William Street.

Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

The AJAX SELF WITHDRAWING WOOD BORING MACHINE



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.
AJAX MFG. CO.,
Pittsburgh, Pa.
Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH PLATES-CHECKS
BRIDGEPORT, CONN.

HAROLD McCALLA
IRON AND STEEL
Plain and Galvanized Bars, Hoops, Bands, Angles, Channels, Tees, Plates, Sheets, Wire, etc.
444-446-448 FAIRMOUNT AVE.
PHILA., PA.

EAGLE BRAND ROOFING
SECURE
PROTECTION AND LONG SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRS---
SAVES RECOATING
SAVES RENEWING
Send for Samples & Pamphlet
STOWELL MFG. CO.
JERSEY CITY, N.J.

Take off your hat to "The Myers!"
BEST PUMP ON EARTH.



GLASS VALVE SEAT PUMPS
HAY UNLOADING TOOLS
and BARN DOOR HANGERS
HAY RACK CLAMPS

Myers Hay Unloader.





O. K. Stay-on Door Hanger.



Steel Track. Aluminum Finish.
Flexible.

Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.

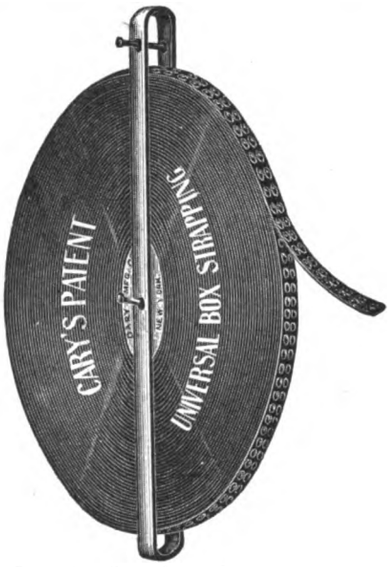
F. E. MYERS AND BRO., ASHLAND, OHIO.

The United States Government will expend next year
$201,368,000.00
in Contracts
The various items, the competing bidders, the prices paid, the successful contractors, and, above all, the opportunity to bid for the work or supplies required, can be had from the weekly
U. S. Government Advertiser,
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Established 1882. Sample Copies Free.

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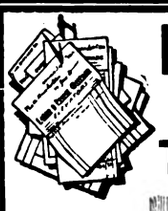
CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.

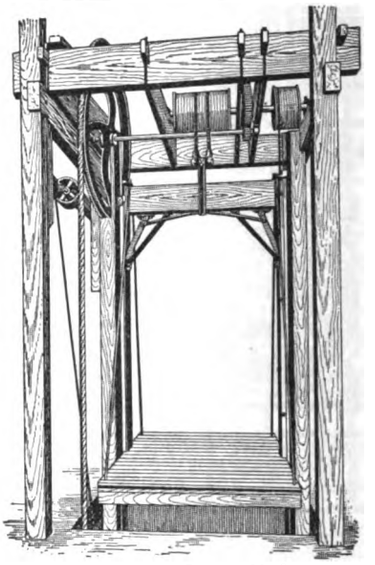


Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO



Elevator Repair Bills
Reduced 25% by using
THE EATON & PRINCE



Center Lift Store Hoist

We Pay the Freight—You Install Elevator Yourself

We will ship this Elevator direct to you, freight paid and you can install it yourself without expense except the help of the average mechanic. This is an exceptional offer. Everyone knows that **EATON & PRINCE** means dependable Elevators. No other Elevator is quite as good because none is made with such infinite care. Send for Catalogue No. 57.

We are also extensive makers of Passenger and Freight Elevators, for direct and alternating current. Send for catalogue.

EATON & PRINCE COMPANY
70-76 MICHIGAN STREET, CHICAGO.

Pure and Absolutely Safe

Cooking Utensils are those which will **NOT SCALE OFF** like cheap enamel; **NOT SCORCH OR BURN** like light fry-pans and skillets; **NOT ABSORB GREASE OR FLAVORS** like Cast-Iron. In a word **"HYGIENIC"** is the condition and **"HEALTH"** the result when using

"NEVER-BREAK" STEEL SPIDERS, GRIDDLES AND KETTLES.

Look for the **BRAND**—it is what the signature is to a bank check—you can't expect the **GENUINE** from more than one.

THE AVERY STAMPING CO., Cleveland, O.
Sole Mfrs. of "NEVER-BREAK" GOODS.

DON'T FAIL

TO MENTION "HARDWARE"

WHEN WRITING

TO

THESE ADVERTISERS.

Consult

our catalog file for anything you need in the hardware line.

We keep it up-to-date for your benefit.

Write --- wire or telephone us.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₩ gal	48c
Linseed, City, boiled, in bbls, " "	45c
Out of Town, on spot, ₩ gal	42c
Calcutta, raw, in barrels, ₩ gal	70c
Lard, prime city, ₩ gal	72@75c
Lard extra, No. 1	47@49c
Lard, No. 1	40@44c

Paints and Colors

Barytes, Foreign floated, ₩ ton	$18.50@20.00
Barytes, American floated, ₩ ton	$19 00
White Lead, American, dry, in bbls., ₩ lb	6¾c
White Lead, American, in oil, in lots of less than 500 lbs., ₩ lb. net	7¾c
In lots of 500 lbs. and over, ₩ lb	7¼c
White Lead Eng., in oil, ₩ lb	9¾@10c
Zinc, American dry, ₩ lb	5¾@5¾c

Putty, Commercial—₩ ton ₩ lb

In bladders	$1.70 @1.85
In bbls or tubes	1.30 @1.40
In 1 lb. to 5 lb cans	2 65 @2.95
In 12½ to 25 lb cans	1.50 @1.90

Spirits Turpentine

In regular bbls., per gallon	74½@75c
In machine bbls. " "	75@75½c

Dry Colors

	₩ Lb
Blue, Chinese	30@c44
Blue, Prussian	20@30c
Blue, Ultramarine	8@15c
Sienna, Italian, burnt & powdered	3@3½c
Sienna, Italian, raw & powdered	3@3½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	8@12c
Green, Paris, in kegs	13½@14½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Ivory, best	18@20c
Blue, Chinese	30@45c
Blue, Prussian	17@30c
Blue, Ultramarine	14½@15c
Sienna, burnt	3@3½c
Sienna, raw	3@3½c
Umber, burnt	2½@3½c
Umbo,	2½@3½c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B ..... 52@55c
G. D ..... per M 34@35c
F. L ..... per M 40@42c
G. E ..... per M 48@50c
Musket ..... per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M 20%
B.L. Caps (Sturtevant Shells) $2.00 per M 20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50 ..... 10&5%
32 C. F., $7.00 ..... 10&5%
22 cal., Rim, $1.50 ..... 10&5%
32 cal., Rim, $2.75 ..... 10&5%
B. B. Caps, Con. Ball, swgd $1.90
B. B. Caps, Round Ball $1.49
Cent. Fire 25%
Target and Sporting Rifle ..... 15&5%
Primed Shells and Bullets ..... 15&10%
Rim Fire Sporting 50%
Rim Fire Military ..... 15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all ganges ..... 60&5%
Climax, Club, Rival, 10 and 12 gge. ..... 65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gange ..... 25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gange 30%
Climax, Union, League, New Rival, 10 and 12 gauge 25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list) 20%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge ..... 33⅓&5%

SHELLS, LOADED—

Black Powder 40%
Smokeless Powder, medium grade ..... 40&5%
Smokeless Powder, high grade ..... 40&10&10

SHOT—

Drop, up to B 25 lb bag $1.90
Drop, B and larger, per 25 lb bag 2.15
Buck, 25 lb bag 2.15
Chilled, 25 lb bag 2.15
Dust Shot, 25 lb bag 2.35

GUN WADS—₱ 1000—

B. E., 11 up ..... $ 60
B. E., 9 and 10 70
B. E., 8 80
B. E., 7 80
P. E., 11 up ..... 1.00 } 15%
P. E., 9 and 10 ..... 1.25
P. E., 8 ..... 1.50
P. E., 7 ..... 1.50
Ely's B. E., 11 and larger ..... $1.70@$175
Ely's P. E., 12 to 20 ..... $3.00@$3.25

Animal Pokes

	₱ doz.
Iowa Farming Tools.	
Hawkeye	$3.25
Western	4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net $2.00
Burton's, ₱ doz. pair, Nos. 2 and 5 ..... 50c
Per doz. pair, No. 1 ..... 75c
Per doz. pair, No. 4 ..... 1.00

Kohler's:	₱ Gro.
Daisy, No. 4	Net. $4.80
Perfect, No. 2	Net. 6.00
Bolt Holder, No. 1	Net. 8.40

Anvils

Eagle Anvils, ₱ lb, net 8½c
Hay-Budden, Wrought ..... 9¼@9¾c
Peter Wright's ..... 11@11½c
Trenton ..... 9 1-2@9¾c
Columbian, all steel, ₱ lb, net 9¾c

ANVIL AND VISE COMBINED—

Millers Falls (with drill) ..... $18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells 70%
Com. Auger Bits ..... 75@75&5%
Forstner Pat. Bits 25%
Ford Auger Bit Co:
Auger Bits } 40@40&5%
Car Bits }
Machine Bits }
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 20 ..... 40&7½%
Nobles Double Spur, No. 33 ..... 55%
No. 10, Extension Lip 25%
Car Bits, No. 10 ..... 25%
Car Bits, No. 30 ..... 40&7½%
Ring Augers ..... 60&5%
Jennings' Pattern ..... 50&10%@60%
Snell's Auger and Car Bits:
Extra ..... 60&10%
No. 1 ..... 60&10&10%
Russell Jennings' Augers and Bits ..... 25&10&2½%

HOLLOW AUGERS—

Ames ..... 25&10%
Bonney's Adjustable ..... $5.50@6.00
Hibbard's Adjustable ..... Net prices
Ives ..... 25&10%
Millers Falls, Goodell ..... 15&7½&10%
Universal, each $4.50 ..... 60%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat. ..... 33⅓&10%
Clark's small, $18 ..... 40&10@50%
Clark's large, $26 ..... 40&10@50%
Ives' Model, ₱ doz. $60 ..... 50%

DOUBLE CUT GIMLET BITS—

Common, net ..... $3.00@$3.25
German Pattern, net ..... $4.60@5.75
Mayhew's Diamond ₱ doz. $1.25 ..... 40%
Snell's Bell Hangers 60%

TWIST DRILLS—

Bit Stock ..... 60&10@60, 10&10
Taper and Straight Shank ..... 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co ..... 33⅓&5%
L'Hommedieu's 15%
Snell's 40%
Watrous' ..... 33⅓&7½%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.50@4.00
Patent Peg	$1@1.34c
Sewing, Com	88c@$1.00
Shouldered Peg	65c@70c
Shouldered Brad	63@66c
Socket Scratch ₱ doz	$1.00

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10 ..... 60&10%
Brad Sets:
No. 42, $10.50; No. 48, $12.50 ..... 70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 ..... 50%
Ice Awls 55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18 ..... 15&10%
C. E. Jennings & Co's. Adj. Tool Hdls. 33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18 ..... 30%

Axes

Single Bit, base weights:
First Quality $5.00
Second Quality $4.50
Double Bit, base weights:
First Quality $7.50
Second Quality 6.75

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc 50%
Broad and Bbl ..... 40&10%
Boy's Axes 50%
Peck Edge Tool Co.:
Hatchets, shingling, etc 60%
Broad and Bbl ..... 40&10%
Boy's Axes and Hatchets 50%

Axle Grease

Dixon's "Everlasting" Graphite:

1	lb cans ($6 in case)	15 ea.
2	" " " "	25 "
10	" firkins (6 in case)	$1.20 "
25	" "	2.75 "
50	" kegs	5.00 "
100	" "	9.00 "
200	" half bbls	8½lb
$75-400	lb "	8½lb

Snow Flake: Discount 10%

One-quart cans, ₱ doz.	$ 2.00
Two-quart cans ₱ doz.	3.20
One-gallon cans, ₱ doz.	6.00
Five-gallon cans, ₱ doz.	24.00
Quarter bbls. (15 gals.), ₱ gal.	.45
One-half bbls. ₱ gal.	.40
Bbls., ₱ gal.	.35

Balances, Spring

Chatillon's:
Light, class A 50%
Circular Balances, class C 50%
Ice Balances, class B 50%
Straight Balances, Class A1 ..... 50%
Class A2 ..... 40%
Class D. E. F 30%
Class G 30%

Balances, Sash

Caldwell's 50%
Pullman's ..... 50&10@60%

Beef Shavers

Enterprise:
Japanned, each, $8.00 ..... 25@30%
Tinned, each, $10.50 ..... 25@30%

Bells

HAND—

Hand Bells, polished brass ..... 50&10@60&10&5%
Nickel Plated ..... 50&10@60%
Pure bell metal 60%
Silver chime ..... 33⅓@35%
Swiss ..... 50&10@60&10&5%
White metal ..... 50&10@50&10&5%

DOOR—

Trip, Gem ..... 50&10%
Gong, Abbe's 45%
Gong, Yankee 55%
New Departure:
Rotary ..... 50@10%
Push 50%

COW—

Common wrought ..... 75@75&10%
Kentucky ..... 70@70&10%
Texas Star 50%
Western, Sargent's list ..... 70@70&10%

Bellows

Blacksmiths' ..... 65&10@5%
Hand ..... 35&10%
Moulders' ..... 25&10%

Belting Rubber

Boston Belting Co:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
New Jersey Car Spring & Rubber Co:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Miller's Falls ..... 15&10%

Binder Twine

	Per Pound
Sisal	9@9½c
Standard	9@9½c
Standard Manila	10½@10¾c
Manila	11¾@11¾c
Pure Manila	12¾@12¾c

Bit Holders.

Angular 45%
Extension:
Barber's, ₱ doz. $15.00 ..... 45@50%
Ives' ₱ doz. $30.00 ..... 60&10%

Blind Adjusters

Columbian 33⅓%
Domestic, ₱ doz. $3.00 ..... 33⅓%
Excelsior, ₱ doz. $10.00 ..... 50&10&2%
North's 10%
Upson's Patent 40%
Zimmerman's ..... 50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr $9.00
Zimmerman's ..... 50@50&10%

Blocks, Tackle

Eddy's ..... 50&10@60%
Hartz' Steel ..... 50@50&5%
Iron Strapped, Japanned Sheaves ..... 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japanned Sheaves ..... 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 80%
Pat. Automatic 80%
Perfect Safety 80%
Stowell, Novelty Block 50%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 55%
Wrought Barrel 80%
Wrought Barrel Bolts, Griffin's 75%
Wrought Metal (Ives') 45%
Wrought Square 70%
Wrt Shutter, St'nrd list ..... 70&10%
Wrought Spring, Sargent's ..... 70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x8 and smaller ..... 70&12 1-2%
Larger and longer ..... 60&2 1-2%
Phila. Eagle, $3.00 list May 24, '99 ..... 80%
Bolt ends, list Feb. 14, '95 ..... 65@65&5%
Bolt ends, with C and T nuts 60%
Machine, ⅝x4 and smaller ..... 70&12%
Machine, larger and longer ..... 60&7 1-2%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99 ..... 75%
Bay State, fluted 75%
Eagle Phila 82½%
Norway, Phila 80%
Common ..... 75&10@80%
Norway, Phila 90%
Portchester, Norway 80%
Phila 82½%

STOVE AND PLOW—

Plow ..... 65&10%
Stove 82 1-2%

MISCELLANEOUS—

Sink 82 1-2%

Bone Mills

Enterprise ..... 25@30%
Stearns 40%

Borers, Tap

Enterprise ..... 20@25%
Each $1.25, $1.75, $2.50
Nos. 1, 2, 3
C. E. Jennings & Co.:
No. 6 ..... 20&10%
No. 10 ..... 25&10%
Common ring ..... 20&10%
Ives ..... 25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat	$2.50, $2.75	
Ajax		40%
Phillips		$4.00 net

Box Scrapers

Bradley's 20%
Stanley's Adjustable 45%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal" ..... 25&10%
Standard Metal Strap Co's.:
Eclipse ..... 20&10%

Braces

Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
C. E. Jennings & Co.:
No. 108@114 ..... 50&5&10%
No. 208@214 ..... 50&5&10%
Lancaster Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets

Griffin's Folding ..... 70&10%
Griffin's Pressed Steel ..... 80@80&10%
Bradley's Pat., full cases 80&10@80&10&10%
Bradley's, in broken cases ..... 80&10%
Baine's Adjustable 25%

Bright Wire Goods

Standard list:
Steel ..... 90&10%
Brass ..... 85&25%

Bull Rings

Humason, Beckley & Co's 80%
Rea's 2¼ in. net, ₱ doz $1.50
Sargent's 80%

Butchers' Cleavers

New List, Feb. 1, 1906:
Foster Bros., flat heads 80%
Foster Bros., round heads 80%
Lancaster Mach. & Knife Works ..... 33⅓&40%
L. & I. J. White 80%
Plumb's 80%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star ..... 15@15&10%
C. E. Jennings & Co ..... 80&10%

Butter and Cheese Triers

Ordinary Black Handle 25%
Humason & Beckley's 40%

Butt and Rabbet Gauges

Stanley's ..... 25&10%

Butts

BRASS—

Wrought Brass, New list 50%

CAST IRON—

Fast Joint, broad ..... 40&10@50%
Fast Joint, narrow ..... 40&10@50%
Loose Joint ..... 70&5@75%
Loose Joint, Japanned ..... 70&5@75%
Loose Joint, Jap. with Acorns ..... 70&5@75%
Loose Pin ..... 70&5@75%
Mayer's Hinges ..... 70@70&5%
Parliament Butts ..... 70@70&5%

WROUGHT STEEL—

Discount. Extra, 10&10@

Reversible and Broad	75%
Light reversible, Light Narrow	75%
Loose Joint, Narrow L'ht, Inside Blind, etc	70&10%
Back Flaps, Table Chest	70%

Can Openers

American ..... ₱ gross, $1.75@$2.00
No. 5, iron handle ..... ₱ gross, $2.00
Sardine Scissors ..... $1.75@$2.00
Sardine Scissors, forged steel ..... ₱ doz., $3.00
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50 ..... 80%@80&10%

Cartridges

See Ammunition.

Casters

Bed ..... 70@70&10%
French or Philadelphia Iron wheel ..... 75@75&10
Plate ..... 60@60&10
Payson's Furniture ..... 70&10&10
Payson's Truck ..... 70&10
Standard, Ball Bearing 45%

Cattle Leaders

Humason, Beckley & Co's 70%
Sargent's ..... 70&10%
Welton's ..... 70&10%

Chain

American Coil, Straight Link:

Inch	₱ 100 Lbs.
8-16	$9.15
⅜	6.30
5-16	5.25
¼	4.55
7-16	4.25
⅜	4.15
9-16	4.15
⅝	4.00
¾	3.90
⅞ to 1	3.85
1¼ to 1¾	3.95

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain

Chains

Galvanized Pump chain, ₱ lb ..... 4½@4¾c
Ger. coil, list July 24, '97 ..... 60&10@60&10&10%
Ger. Halter chain, list July 24, '97 ..... 60&10&10%
Jack chain, Iron ..... 60&10%
Jack chain, Brass ..... 50&10%
Oneida Wire Dog chains ..... 45@50&5%
Trace Wagon and Fancy Chains:
New list ..... 60@60&5%
Bridgeport Trace chains 65%
Stake chains 65%
Heel chains 80%

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COW TIES—
American ..... 45@50%
Niagara ..... 45&5@50&10&5%
Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 45%
Sisal 33⅓%

Chain Guards
Aluminum S. & N. Co 50%

Carpet Stretchers
Bullard's 33⅓%
Montross' "Excelsior" and Tack Hammer Combined, ₱ doz., $6.00 ..... 20%
Cast iron, Steel points, ₱ doz 80c
Sockets, ₱ doz $1.75

Carpet Sweepers
Sterling Carpet Sweepers:
Model A, Nickel trimmings 25.00
" B, Japd. " 21.00
" " Nickel " 23.00
" C, " " 21.50
" D, Japd. " 19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	13.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners
Enterprise ..... 25%@30%
Goodell's Family, net ₱ doz $5.00
Rollman's, net., ₱ doz 6.00

Chisels
SOCKET FRAMING & FIRMER—
Standard Makes 75%
L. & I. J. White ..... 30@30&5%
C. E. Jennings & Co., No. 70 ..... 25&10%
Jennings & Griffin Mfg. Co 60%
TANGED & MISCELLANEOUS—
W. & S. Butchers' ..... $4.75@$5.00 to £
C. E. Jennings & Co ..... 25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels 25%
Tanged Gouges 25%
Tanged Firmers ..... 33⅓&10%
Tanged Gouges 33⅓%
L. & I. J. White ..... 25&5%
COLD CHISELS—
Good quality, ₱ lb ..... 13&16c
Snell's best C. S ..... 40&5%
Cronk's 50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers
HORSE—

	Each.	
Chicago Flexible Shaft Co's.:		
Lightning Belt Clipping Mach.	$15.00	
New '98, Chicago	8.75	30%
1902 Chicago	10.75	
Twentieth Century	5.00	

Coach Oil

Snow Flake.		
One-pint cans, ₱ doz.	$ 3.00	33⅓&10%
One-quart cans, ₱ doz.	4.80	
One-gallon cans, ₱ doz.	15.00	
Five-gallon cans, ₱ doz.	66.00	

Cocks, Brass
Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks ..... 55&10&60&10%

Coffee Mills
Box and Side ..... 50&10@60%
Enterprise Mfg. Co ..... 20@25%
Lane Bros. Co 30%

Compasses, Dividers, &c
Atnol Calipers and Dividers 40%
Bemis & Call Co's.:
Compasses 50%
Dividers 65%
Compasses, Calipers, Dividers ..... 70@70&10%

Coopers' Tools
L. & I. J. White ..... 20@20&5
Sandusky Tool Co ..... 20@20&10%

Corkscrews
Detroit Cork Screw Co 33⅓%
Humason & Beckley Mfg. Co ..... 50&10%
Samson, ₱ doz $10.00

Corn Hooks

	₱ Doz.
Kretsinger Cut-Easy	net $3.00

Corn Knives and Cutters
Bradley's ..... net
Wadsworth's 60%

Countersinks
Mayhew's Diamond ..... 40@45%
Smith's 25%
Snell's 40%
Wheeler's Patent 50%

Cow Ties
See Chains.

Crayons
Sargent's List 20%
Dixon's: ₱ Gro.
Eclipse ..... 7 in., $3.75; 9 in., $4.88
Emerald 5.00
Oriole 3.12
Rainbow 7.50
Solid ..... Tailor black, $5.62; red and blue, 9.00
Zelnicker's Lumber. ₱ gro.
White and Purple. Indelible $7.50
Blue, Red, Green, Yellow and Terra Cotta, $6.50; Black $4.00
Giant Lumber, 5½ in. x 15-16 in. round, all colors, $16.25; Indelibles $1.75
Genuine Soapstone. Metal Workers', 5 in. x ¼ in. Round, $3.50; 5 in. x ¼ in. Square, $1.75; 5 x ⅛ x 3-16, $2.50; 5 x 1¼ x 3-16 ..... $3.00

Curry Combs
Kohler's 40%
The Metal Stamping Co 40%
Southington Cutlery Co's ..... 25&10%

Cutlery
Foster's Pocket 30%
Carriers' Pocket 50%

Diggers
See Post Hole, etc.

Dividers
See Compasses, Dividers, etc.

Dog Collars
Walter B. Stevens & Son:
Brass 40%
Embossed Gilt ..... 30&10%
Leather 40%
Union Hd'wre Co., new list ..... 50@50&10%

Door Checks
Bardsley's ..... 40@45%
Columbia ..... 50&10%
Eclipse ..... 60&10%
Home ..... 50&10%
Pullman's Screen, ₱ doz. net $4.50

Door Holders
Empire 50%
Superior 33⅓%

Door Springs
Columbian Steel 20%
" Faultless 50%
Gem (Coil), list Oct. '95 ..... 20%
Pullman, Perfect 25%
Pullman Coil 25%
Star (Coil), list Oct. '95 ..... 30%
Torrey's Rod, 39 in., ₱ doz. net ..... $1.10@$1.25
" " 48 in., " " " 3.50
Victor, Coil ..... 50&10&10%
Chicago Coil Springs ..... 40&10%
Reliance Coil Springs ..... 40&10%

Drain Cleaners
Iwan's Adjustable 55%
Iwan's Stationary ..... 40&5%

Drawer Pulls
Drawer Pulls, Griffin Mfg. Co., list ..... 75&10%
Sargent's list 60

Drawing Knives
Standard Makes ..... 70&10@75%
Adjustable Handle ..... 25@25&10%
Jennings & Griffin 60%
Watrous 16⅔%
L. & I. J. White ..... 20&5@25%

Drills and Drill Stocks
Automatic Boring Tools, Goodell's ..... 40&5@40&10%
Blacksmiths' 60%
Breast, Miller's Falls, each $8.00 ..... 15&10%
Hand, Goodell's ..... 30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00 ..... 33⅓%
TWIST DRILLS—
See Augers and Bits.

Drive Punches
Bemis & Call's:
Hand forged, round 50%
Hand forged, oval 50%

Egg Beaters

	₱ Doz.	₱ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz., $6.80	1.15	13.00
No. 1, Tinned	1.40	16.80
No. H, Japanned, hotel size	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.80
No. 2, Tinned, hotel size	2.00	24.00

Emery Wheel Dressers.
Sterling 35%

Escutcheons
Wood 25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets
Iron Petroleum ..... 70@70&10%
SELF MEASURING—
Enterprise ₱ doz. $36.00 ..... 40&10%
Lane's ..... $40.10&3%

Files
DOMESTIC—
New list, Nov. 1, 1899:
American ..... 75&10@75&10&10%
Arcade ..... 75&10@75&10&10%
J. Barton Smith ..... 75&10@75&10&10%
Disston's 75%
Disston's Superfine 50%
Eagle ..... 75&10@75&10&10%
Great Western ..... 75&10@75&10&10%
Kearney & Foot ..... 75&10@75&10&10%
McClellan ..... 75&10@75&10&10%
Nicholson ..... 70&10@75&5%
Nicholson's X. F. Files ..... 40@40&10%
Royal ..... 80@80&10%
IMPORTED—
Stub's ..... Stub's list, 80@33⅓

Filters
Acorn 50%
Fulper's Natural Stone ..... $3.50@$13.50
Subject to trade discount.

Fish Hooks
Am. Fish Hook Co. list ..... 60@60&10%
Kirby & Limerick, low list (50c. base) 10%

Fishing Tackle

	₱ Doz
Bishop's.	
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	80.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers
Covert's Saddlery Works:
Great American ..... 60&20%

Freezers, Ice Cream

"Alaska":					
Qts.	1	2	3	4	6
Net	$1.15	$1.85	$1.60	$1.95	$2.60
"Arctic":					
Qts.	1	2	3	4	6	8
Net	$1.10	1.30	1.50	1.80	2.30	2.95
	10	12	15	20	25	
	3.30	4.50	5.20	—	—	
"North Star:"						
Net	$1.25	$1.45	$1.75	$2.25		
"White Mountain":						
Qts.	1	2	3	4	6	8
Net	$1.25	1.60	1.90	2.30	2.80	3.60
	10	12	15	20	25	
	4.65	5.85	7.00	9.00	11.00	

Fruit, Wine & Jelly Presses
Enterprise ..... 20@25%

Fry Pans

Standard list				75&10@80%
No.	1	2	3	4
₱ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$6.00	$7.00	$8.00	$9.00
Kitchen Specialty Co.:				Net ₱ Gro.
Size AA				$3.10
" A				6.70
" B				9.30
" C				9.90

Gauges
Bemis & Call's Steel 50%
Disston's Mortise ..... 60&10%
Marking Mortise, etc 55%
Stanley's 35%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morses 25%
Wire, P. S. & W., low list 80%

Gimlets
"Diamond" Gimlets, ₱ gro ..... $4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%

Gimlet Bits
See Augers and Bits.

Globe and Racking Cocks
See Faucets.

Glue
Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins 40%

Glue Pots
See Hollow Ware.

Graphite, Lubricating
Dixon's Pure Flake:
632— 1 lb. cans ..... 20c. ea
633— 5 lb. screw top tin cans ..... 85c. ea
634— 10 lb. screw top tin cans ..... $1.60 ea
644— 25 lb. boxes ..... 15c. lb
645— 50 lb. boxes ..... 14½c. lb
645—100 lb. kegs ..... 14c. lb
647—250 lb. barrels ..... 12c. lb

Grindstone Fixtures
Cronk's 50%
P. S. & W ..... 30@30&10%
Stowells Extra Heavy ..... 40&10%
Stowells Light 50%

Gunpowder
See Ammunition.

Gun Wads
See Ammunition.

Hafts
Brittons, ₱ doz $3.50

Halters
Covert Mfg. Co.:
Jute Rope Halters 50%
Sisal Rope ..... 30&10%
Web Halters ..... 35&5%

Hammers
HANDLED HAMMERS—
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75 ..... 50%
Maydole's ..... 33⅓&5&40&10%
Sargent's new list 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 33⅓&7½%
Engineers and B. S. Hand ..... 50&15⅓%
Quaker City Hammers ..... 40&10%
Riveting and Tinners' ..... 40&3⅓%
HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb ..... 30&5%
3 to 5 lb 40c lb ..... 30&5%
Over 5 lb 30c lb ..... 30&10&5%
Wilkinson's Smiths ..... 9½c@10c ₱ lb

Hammock Ropes
Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 20%

Handles
WOOD—
Auger, assorted, ₱ gro $2.75
Auger, large, ₱ gro 3.25
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 32⅛ 40%
Axe, Pick, etc ..... 50&5%@60&10%
Bliss Mfg. Co.: 25@33⅓
Chisel
Brad Awl
File
Auger
Soldering Iron
Brad Awl, ₱ gro ..... $1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net $1.50
File, assorted, ₱ gro ..... $1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. ..... $2.25@$2.75
Hammer, Hatchet ..... 60&10%
Hoe, Rake and Fork ..... 45@50
Rollis Hdw. Co. Hafts, $9.00 ..... 40&10%
"Simplicity" File Hdls, ₱ gro ..... $ .90&1.50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D Handle ..... 40&10%
Shovel and Spade, Long Handles ..... 40&5@50%
CROSS-CUT SAW HANDLES—
Atkins ..... 40&5%
Champion ..... 45@45&10%
Disston's 60%

Hangers, Barn Door
Old Pattern ..... 60&10%
New England ..... 66⅔@70
Chicago Spring Butt Co.:
Fraction 25%
Oscillating 25%
Big Twin 25%
Lane's:
Covered ..... 60&5%
Hinge Pattern, net ..... $6.08 ₱ doz.
Standard ..... 60&5%
Special, No. 25 ..... $3.50
" " 30 ..... 3.90
" " 40 ..... 5.00
" " 20 ..... 6.25
Track for same, ₱ 100 ft. net 3.75
Cronk's:
Nos. 1, 1½, 2 and 3 ..... 60&5%
Nos. 11, 12 ..... 70&10%
No. 50, net $3.80
No. 44, net 4.00
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr. ..... 60&10%
Myers' Stay-on ..... 60&5%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment
Pullman's ..... ₱ gro. net $9.00

Hangers, Parlor Door, Etc
Lane's:
Standard ..... net $6.20
Ball Bearing ..... " 4.15
No. 105 ..... " 2.85
New Model ..... " 2.85
New Champion ..... " 2.25

Hardware Shelving
OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 438, 40 drawers, no partitions, run. ft., $3.50; net each $30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.38; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.62; net each 54.28
OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.45; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1703, with two adjustable center shelves, run. ft., $2.75; net each 22.92
NAIL BIN BASES—
No. 1752, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each 30.68

Hasps and Staples
Cronk's 50%
McKinney's "Perfect", $1.10 ₱ doz 50%
Wrought ..... 87 1-2@87 1-2&10%
Wrought, Stanley 30%
Wrought, Griffin 30%

Hatchets
See Axes.

Hay Tools
F. E. Myers & Bro.:
Myers Unloader, double steel track $7.00
Myers Unloader, wood track 7.00
Comb. Car, Double steel T 7.00
Comb. Car, wood track 7.00
Rev. Car, Double steel track 7.00
Rev. Car, wood track 7.00
Myers Unloader, cable 7.00
Myers Unloader, single rail 7.00
Sure Grip Sling Car, steel or wood track 12.02
Dbl. Rail steel track, complete, ₱ ft. ..... —
Single Rail steel track, complete, ₱ ft ..... .20
D. H. Fork steel, regular, each 1.80
Nellis Fork, each 3.00
Double Grapple Fork, each 7.00
Sprouts, Shear Fork, each 1.50
Walker Fork, each 2.50
Common 6 in. wood sheave pulley, Fig. 422, ₱ doz 3.20
Faultless steel frame K. P. pulley, Fig. 485, ₱ doz 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 495, ₱ doz 3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz 4.80
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz 4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz 3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz 4.50
Hanging Hooks for double steel track, ₱ doz 1.40
Hanging Hooks for single steel track, ₱ doz 1.40
Hanging Hooks for wood track, 10 in., ₱ doz 1.00
16 in., ₱ doz 1.20
Floor Hooks, ¾ in., ₱ doz 1.40
Malleable Rafter brackets, ₱ doz ..... .70
Wrought Rafter brackets, ₱ doz ..... .70
Rope Hitch, ₱ doz 3.20
Discount on above 50%

Hay and Straw Knives
Auburn Hay, com. and spear point ..... 40&10%
Iwan's Hay, sickle edge, ₱ doz., net $9.50
Iwan's Hay, imp. serrated, ₱ doz., net 10.00
Kohler's Hay, sickle edge, ₱ doz., net 9.50
Auburn Straw ..... 40&10%
Weymouth, pat., ₱ doz., net $8.00
Wadsworth's ..... 40&10%

Hedge Trimmers
Wadsworth's:
No. 1 ..... 10%
No. 2 ..... 10%

Hinges
WROUGHT IRON HINGES—
Screw Hook and Strap: 6 to 12 in., ₱ lb ..... 3½c; 14 to 20 in., ₱ lb ..... 3½c; 22 to 36 in., ₱ lb 3½c
STRAP AND T HINGES—
(New Prices)
List December 20, 1904:
Light Strap Hinges 65%
Heavy Strap Hinges 70%
Light T Hinges 60%
Heavy T Hinges 50%
Extra Heavy T Hinges 66⅔%
Hinge Hasps 45%
Corrugated Heavy Strap 70%
Corrugated Ex. Heavy T 66⅔%
Extra 10&10%

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SPRING HINGES—

Bommer Brothers:
- Bommer Spring Hinges 40%
- Bommer B. B. Floor Hinges 40%

Hardsley's Patent Checking 15%
Chicago Spring Butt Co.:
- Chicago Spring Butts 25%
- Triple End Spring Butts 50%
- Chicago Ball Bearing Floor Hinge 50%
- Garden City Fire Engine House Hinge 25%
- Chicago Saloon Door Hinge 25%

Columbian:
- Steel Hinges 60%
- Floor Hinges 60%
- American 30%
- Gem 30%
- Oxford 30%
- Acme, Steel 30%
- " Brass 25%

Niles Mfg. Co ..... 30&5%
Superior:
- Floor Hinges 35%

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... 50&10@60&10%
N. E., ₱ doz., $7.80 ..... 60%
N. E., Reverable, ₱ doz., $5.50 ..... 60%
N. Y. State, ₱ doz., $4.80 ..... 60%
Western, ₱ doz., $4.20 ..... 60%

BLIND HINGES—

Parker ..... 70&10@70&10&10%
Sargent's, Nos. 1, 2, 5, 11, 13 ..... 75%
W. H. Co's., No. 2 Mortise Gravity 40%
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₱ doz. sets ..... 30&10%

Hitching Cords

Covert Mfg. Co 45%
Hitchers Stall ..... 30&2%

Hollow Ware

ENAMELED—

Agate Nickel Steel Ware 60%
"Never Break" Steel:
- Spiders, Griddles, &c ..... 65&10%
- Maslin Kettles, &c 60%
- " " Porcelained 50%

STOVE HOLLOW WARE—

Blacklock:
- Ground ..... 50@50&10%
- Plain or Unground ..... 60@60&5%

Country Ware ₱ 100 lbs. net $3.00
Enameled Ware ..... 45&10@50%

WHITE ENAMELED WARE—

Maslin Kettles ..... 65@65&10%
Tinned Boilers and Saucepans ..... 55&10%
Enameled ..... 45&10%

GLUE POTS—

Tinned ..... 30&10%
Enameled ..... 35&10%

Hooks

BUSH—

Jennings & Griffin's ..... 33⅓&5%
Wadsworths ..... 55&10%

CAST IRON—

Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60&10%
Clothes Line, Sargent's list ..... 50&10&10%
Coat and Hat, Sargent's list ..... 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60&10%
Picture ..... 50&10%
Screw Hat ..... 80&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%

WIRE—

Atlas, new list, single cases 80%
Atlas, Metal Clasp ..... 75@75&10%
Wire Coat and Hat, Acme ..... 60&10%
Wire Coat and Hat, Gem ..... 70&10@75%
Wire Ceiling, Gem ..... 70&10@75%

MISCELLANEOUS—

Belt 30%
Covert Mfg. Co.:
- Safety Gate and Scuttle Hooks ..... 35&5%

Grass, Wadsworth's 60%
Cronk's, Grass, ₱ doz $2.75
Hooks and Eyes, Brass ..... 60&10%
Hooks and Eyes, Mal. Iron ..... 70&10%
Cotton, box and hay ..... 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	23c	22c	21c	21c	40&5%

American, all sizes, net 9½c

Nos.	6	7	8	9	10	
Anchor and New Haven	12c. net for all sizes 5 to 10.					
Nos.	6	7	8	9	10	
Ausable	28c	26c	26c	24c	23c	50&10%
C. B. K.	26c	23c	23c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%

Lyra, all sizes, net 9½c

Livingston						10%&10%
Maud S	25c	23c	23c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb						12c
Northwestern	25c	23c	23c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western						40&10%

Shoes, Horse, Mule, &c.

F. O. B. Pittsburgh:
- Iron, per keg $4.10
- Steel, ... 3.85

Burden's all sizes 3.90

Horse Ties

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Sisal 33⅓
- Jute 45%

Hose, Rubber

Boston Belting Co.:
- "Boston" 50%
- Niagara 60%

N. J. Car Spring & Rubber Co.:
- Extra Para ..... 40&10%
- Reliable ..... 50&10%
- Staple ..... 60&10%

Standard ..... 70&10%

Hose Bands

Star Hydrant ..... 30&30%
Steam 70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross ..... $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, ... No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain ..... 20@25%

Knives

Kimball's:
- Bread Knives, ₱ doz. $1.50 ..... 20%
- Butcher Knives 25%
- Shoe Knives 25%

Cronk's Chopping, net ₱ doz $1.50
Foster Bros., butcher, &c 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw

Wadsworth ..... 40&10%

Knife Sharpeners

Pike's: 40%
- Nat. Grit Carving Knife Hones ₱ doz $3.00
- Solid Stone Carving Knife Hones ₱ doz $3.50
- Quick Edge Pocket Knife Hones ₱ doz $3.00
- Mounted Kitchen Sandstone ₱ doz $1.50

Knobs

Bardsley's wood, door, shutter and base ..... 10@15%
Base, rubber tip, 2½ in bead, ₱ gro. ..... $1.15@$1.25
Door Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75
Door Por. Nickel ..... $2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D ..... 40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion ..... 75&10%
Clipper Improved ..... 50&10&10&5%
Enterprise ..... 40&10
Genuine Philadelphia Mowers:
- Styles M, S, C, K, T ..... 70&10%
- Style A (all steel) ..... 60&10%
- Style E, low wheel ..... 60&10%
- Style E, high wheel ..... 70&10&5%
- Drexel, low list 50%
- Gold Coins, low list 50%

New Departure, high wheel ..... 70&10%
New Departure, low wheel 75%
Pennsylvania ..... 60&10

Lawn Sprinklers

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
- Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
- Daisy, net, ₱ doz $7.50
- Mystic 6.00
- Rainmaker 4.80
- Dew Drop 1.20

Leads

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Jute 45%
- Sisal 33⅓%

Lemon Squeezers

Berger Bros., ₱ doz. 8 in., $1.00; 10 in., $1.40 30%
Hotchkiss, Straight Flush, ₱ doz $9.60
Little Giant ..... 50@50&5%
Porc. lined, Iron, ₱ doz $1.75
Porc. lined, Wood, ₱ doz $1.25
Wood, common, ₱ gro., No. 0, $5.25 @$5.50; No. 1, $6.25@$6.50

Levels

C. E. Jennings & Co's.:
- Hexagon ..... 25&10%
- Iron Bench, new design ..... 25&10%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 30%
Samson Cot., Nos. 4, $2.20; 4½, $2.75 ..... 30%
Silver Lake braided, ₱ gro., Nos. 0, $3.00; 1, $3.50; 2, $7.00; 3, $7.50 ..... 30%
Wire Clothes:

	18	19	20
100 feet	$2.35	$2.00	$1.75
75 feet	1.80	1.55	1.30

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 10%
Reading Hardware Co 40%
Sargent & Co 40%

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 ..... 40%
Ames Sword Co ..... 40@45%
Brown's brass 25%
Brown's chain 25%
Champion 40%
Eagle 40%
Smith & Egge bicycle 50%
Wrought Iron ..... 75&10@80%
Yale Lock Co 60%

TRUNK—

Corbin's 40%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory ..... 45@5&50%
Lignumvite ..... 45@5&50%
Bliss:
- Carpenters, Tinners, Box, Carvers 33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden, net ₱ doz $4.00
Regular Goods ..... 70&10%@75%

Meat and Food Cutters

American 30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz ..... 30&10@40&10%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise ..... 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant ..... 40@50%

Nos.	205	210	212	220	222
Each	$35	$48	$44	$72	$58

Woodruff's, ₱ doz ..... 40@50%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Juice Extractors

Enterprise ..... 25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	20c
Kosmic	18c
Magnolia, Anti-Friction	25c
Mystic	16c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00 ..... 40%
Sargent's ..... 60@60&10%

Mitre Boxes

C. E. Jennings & Co ..... 30&10%
Seavey's, ₱ doz., $30 ..... 40%
Stanley Rule and Level Co.:
- Nos. 340 to 460 ..... 30%
- Nos. 50 and 60 ..... 35%

Mop Wringers

	₱ Doz.
No. 1 Reliance	$12.00
No. 2 Reliance	16.00

Motors

COFFEE MILL—

Specialty Novelty Co., each $5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assm list July, 1899 ..... 35@35&10%

PICTURE—

Niles' Patent 40%
Porcelain head, combination list ..... 60&10%
Porcelain head, Sargent's list 60%

Nail Nippers

'Gem," ¼ gross lots, ₱ gross $21.00
" less quantity, ₱ dozen 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net $7.50
Black Hawk, ₱ dozen 9.00
Cyclops ..... 40&10%@50%
Cronk's, ₱ dozen, net $12.00
Eureka, No. 74, ₱ doz., net $8.50
Eureka, No. 75, ₱ doz., net $9.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00 ..... 30&5%
Lightning, ₱ doz., $18.00 ..... 20%
Morrills No. 1, list $20.00 ..... 50%
National, ₱ doz., $24.00 ..... 10%
Pelican, ₱ doz., $ 9.00 ..... 40@40&10%
Rollis Hardware Co., No. 1, $18.00 ..... 50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	.55
Corrugated	.65
Knurled	60@70%

Nippers

Acme 50%
Nettleton Mfg. Co.:
- Reversible Cutting 40%

Smith's cutting 50%
Todd's cutting 30%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $8.00	30%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, blank	$4.80
Hexagon, blank	5.10
Square, blank, C. T. & R	5.10
Hexagon, blank, C. T. & R	5.70

Hot Pressed:

Mfrs. U. S. or Nar. Guage	Standard
Square, blank	5.00
Hexagon, blank	5.40
Square, tapped	4.70
Hexagon, tapped	5.10

Oils

Linseed, city, boiled, in barrels
Linseed, city, raw, in barrels
Out of town on spot
Calcutta, raw, in barrels } See "Review of Markets"
Lard, prime city, ₱ gal ..... 72@73c
Lard, Extra, No. 1 ..... 47@49c
Lard, No. 2 ..... 40@44c

Oilers

Brass and copper ..... 50&10
Tin or steel ..... 65@10&70%
Cushman & Denison's: ₱ Doz
- Gem ..... $ .50
- Leader ..... .60
- Perfect oilers 1.50
- Star pocket oilers ..... .75

"Paragon," brass ..... 50&10%
"Paragon," zinc ..... 65&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust ..... 70@70&10%
Zinc and tin ..... 65@65&10%
American Tube & Stamping Co.:
- Spring bottom cans ..... 70@70&10%
- Railroad oilers, etc ..... 60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes': 40%
- Hindostan, large axe ..... 8c ₱ lb
- " small " ..... 10c " "
- Queer Creek Axe ..... 20c " "

OIL STONES—

Pikes': 33⅓
- Lily White Washita ..... 60c ₱ lb
- Rosy Red " ..... 60c " "
- Extra " ..... 50c " "
- No. 1 " ..... 40c " "
- No. 2 " ..... 30c " "
- Lily White " round edge slips ..... 90c " "
- No. 1 Washita, round edge slips ..... 70c " "
- Washita Pen Knife pieces ..... 70c " "
- No. 1 Hard Arkansas stone 3 to 5¼ in. long ..... $2.80 " "
- No. 1 Hard Arkansas stone 5¼ to 8 in. long ..... $3.50 " "
- No. 1 Soft Arkansas stone 3 to 5¼ in. long ..... $1.50 " "
- No. 1 Soft Arkansas stone 5¼ to 8 in. long ..... $1.70 " "
- Soft Arkansas, round edge slips ..... $2.50 " "
- Hard Arkansas, round edge slips ..... $4.00 " "
- Hard Arkansas Pocket Knife pieces ..... $4.00 " "

Pikes': 40%
- Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes 40%
- India Oilstones, all grades and sizes 33⅓%
- Queer Creek Oilstones ..... 20c ₱ lb
- Chocolate Oilstones ..... 50c " "
- Regular Hindostan ..... 8c " "
- Small Hindostan ..... 10c " "

Pike's Selling Assortments:
- Assortment No. 1 ..... $20.00 net
- " " 2 ..... 12.00 "
- " " 3 ..... 15.00 "

Packing, Steam

RUBBER—

Boston Belting Co.:
- Phoenix, net ₱ lb 50c
- Plumbago 50%

Pure Packing, "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₱ Lb

American Packing ..... 8@10c
Cotton Packing ..... 16@25c
Italian Packing ..... 9½@12c
Jute ..... 4½@5c
Russian Packing ..... 8½@11c

Padlocks

See Locks.

Parers

APPLE—

	₱ doz	$ 4.00
Advance		
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	₱ doz	30.00
Family Bay State		15.00
Improved Bay State	" "	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO— ₱ Doz

Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's:	₱ Gro
Carpenter's	$3.17@3.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.87
Colored lumber	9.00
Black artists	9.37
Colored	4.38@7.50
Assortment boxes	1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 28, 1899 ..... 70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire 50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.) ..... 35&2½%
Bench, first quality ..... 35@35&10%
Bench, second quality ..... 45@45&40%
C. E. Jennings & Co ..... 50&10%
Molding ..... 30@30&10%

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....35%
Miscellaneous....30&5%

PLANE IRONS—
Buck Bros....30%
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@25%

Pliers and Nippers
Acme Nippers....50&5%
Button....75&10%
Cronk & Carrier Mfg. Co.:
American Button....75&10%
Cronk's....60%
Stub's Pattern....50%
Combination and others....33⅓%
Heller's Farriers' Nippers, Pincers and Tools....40&10@40&10&10%
The Nettleton Mfg. Co. Reversible Cutting Nippers....40%
P., S. & W. Tinners Cutting Nippers....40%
Utica Drop Forge & Tool Co.:
Pliers and Nippers, all kinds....40%

Plow Bolts
See Bolts.

Plumb Bobs
Keuffel & Esser Co....33⅓%

Plumbs and Levels
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's Plumbs and Levels....60&10%
Disston's Pocket Levels....60&10%
C. E. Jennings & Co.'s Iron....33⅓%
C. E. Jennings & Co.'s Iron, Adjustable....40&7½%
Stanley R. & L. Co....40%
Stanley's Duplex....35%
Woods' Extension....33⅓%

Poachers
See Egg Poachers.

Police Goods
Tower & Lyon....25%

Polish Metal
Prestoline Liquid, new list....40%
Prestoline Paste....40%
George William Hoffman
U. S. Metal Polish Paste, 5 oz boxes, ₱ doz....$ .50
₱ gross....4.50
¼ pound boxes, ₱ dozen....1.25
1 pound boxes, ₱ dozen....2.25
U. S. Liquid, 8 oz cans, ₱ dozen....1.25
₱ gross....12.00
Barkeeper's Friend Metal Polish ₱ dozen....1.75
₱ gross....18.00

Polish, Stove
Black Eagle benzine paste, 5 lb cans, ₱ lb....10c
Black Eagle, liquid, 10 oz. cans, ₱ doz....75c
Black Jack paste, ¼ lb cans, ₱ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₱ gross, $10.00....60%
Joseph Dixon's, ₱ gross, $5.75....10%
Dixon's Plumbago, ₱ lb....8c
Firesde, ₱ gross....2.50
Gem, ₱ gross, $4.50....10%
Japanese, ₱ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₱ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ½ lb. box, ₱ doz....1.00
Black silk, 5 oz box, ₱ doz....1.00
Black silk, ½ pint liquid, ₱ doz....1.00

Poppers, Corn
Square.	₱ Doz	₱ Gro
1 qt.		$ 8.00
1½ qt.		10.00
2 qt.		12.00

Post Hole Diggers
Avery's' Newsbreak" ₱ doz. $24.00....60%
Disston's Samson Digger, ₱ doz. $34....25%
Kohler's:
Little Giant....₱ doz., net $12.00
Hercules...." " 10.00
Invincible...." " 9.00
Pioneer...." " 7.20
Universal...." " 14.00
New Champion...." " 5.00
Rival...." " 8.00
Ryan's....₱ doz., $30.00....25%
Iwan's:
₱ Doz
Split handle....net $7 25
Perfection...." 8.25
Rockford Tack & Nail Co.:
Rockford brand....₱ doz., " 6.50
Atlas pattern...." " " 7.50

Post Hole Augers
Iwan's Patent improved....40&5%
Vaughan's, 4 to 9 in....." " 6.00

Potato Hooks, Etc
Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder
See Ammunition.

Presses
See Fruit and Jelly Presses.

Primers
See Ammunition.

Pruning Hooks and Shears
Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....25%
Disston's Pruning Hook, ₱ doz., $12.00....25%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....33⅓%
Waters' Tree Pruners....75&10%

Pulleys
Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&30%
Clothes line, Japanned....60
Common Sense....60%
Dumb Waiter....60@60&10%
FompreSash Pulley....50%
Saxe sies 1, No. 3, 7, 2 in. 1₱1 doz....50%
Grand Rapids," all steel....50%
Hay Fork, swivel eve., ₱ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4½ in., ₱ doz., $8.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade Rack....45%
Upright....50&10@50&10&10%

Pumps
Cistern, best grades....60%
Pitcher Spout, best grades....75&5@75&10%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz....$ 7.50
Mechanical, net ₱ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump....13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump....15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 32, Fig. 523, 3 in. Deep Well Pump....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump....17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3½ in. Lift Pump..11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3½ in. Lift Pump..8.50
No. 225, Fig. 389, Windmill Pump...12.50
No. 235, Fig. 408, Windmill Pump...16.00
No. 240, Fig. 406, Regulator Pump..28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 320, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches
Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....40%
Niagara Solid....55&10%
Saddlers' or Drive, good....60@65&10%
Snells' Tinners'....40&5%

Rail
Barn Door, Light, Inches...	¼	⅜	½
₱ 100 feet	$1.40	1.85	2.80

Barn Door, "None Better" No. 1, ₱ ft....5½c
Barn Door, "None Better" No. 2, ₱ ft....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%

Cronk's:	₱ Ft
O. N. T. style, No. 13	2½c
Double braced, No. 10	2½c

Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ₱ 100 ft....3.50
" " 1¼ " " " 3.98
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₱ ft....6½c
Sliding Door, Steel, Brass Plated, ₱ ft..5½c
Sliding Door, Wrought brass, 1⅜ in ₱ lb. 86c....25@30%
Victor Track Rail, 7c ₱ ft....60&10&2½%

Rakes, Etc
Cronk's:
Malleable....70&10%
New Champion....$3.75, 4.00, 4.25 net
Victor....$3.00, 3.25, 3.50 net
Anti-Clog Lawn....$4.00 net
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:....Net
Lawn Queen, 20....$3.15
" " 24....3.25
Jumbo Lawn, 36....5.40
Paragon (wood head)....2.50
Steel Garden, 10th....2.00
" " 12th....2.10
" " 14th....2.25
" " 16th....2.40

Rasps, Horse
Disston's....75%
New Nicholson Horse Rasp....70&10@75%
See also Files.

Razors
Electric....List Net
Boracic....60%
Fox....40%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones
Pike Mfg. Co.:
Belgian German and Swaty, all sizes...50%
Pike's Selling Assortments:
Assortment No. 1....$18.00 net
" No. 2....10.00 net

Registers and Ventilators
HOT AIR—
New list, July 1, 1903:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....66⅔@70%
White Porcelain....60%
Solid Brass and Bronze Metal....40&10%

Revolving Chimney Tops
Iwans' Volcano....55%

Rifle Cleaners
Bishops':
Small Bore Rifle Cleaner, ₱ doz....$3.00

Rings
See Bull and Hog Rings.

Rivets and Burrs
COPPER—
Belt with Burrs....33⅓@30&10%
Hose with Burrs....33⅓@30&10%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....70&10%
Miscellaneous....70@10%

Rivet Sets
Regular list....70%

Rollers, Stay
Cronk's:

Nos.	50	55	56	60	65
₱ Dozen	.90c	.80c	.75c	.75c	.75c

Rope
Cotton Rope:	₱ Lb
Best ¼ in. and larger	16½@18c
Medium	15½@16½c
¼ in. and larger	——
Common	10½c

Jute Rope:
No. 1 grade....8½@9c
No 2. grade....8@8½c
Manilla Pure:
7-16 in. and larger....13½c
⅜ in....14c
¼ and 5-16....14½c
Sisal, Pure:
7-16 in. and larger....9½c
⅜ in....9½c
¼ and 5-16 in....10½c

Root Cutters
Lane's....25%

Rules
Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....30%
Miscellaneous, Stanley's....30%

Sad Irons
DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs....3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs....3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa. New List. 12½&7½%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel....70&10&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's. list:
Emery cloth....50&10%
Garnet paper....25%
Flint and emery paper....50&10@30%

Sash Balances
Caldwell Mfg. Co....50%
Pullman....50&10@30%
Victor bronze....75%
Victor steel....70%

Sash Chain
Competition....50&10%
Giant....40%
Pullman bronze....60%
Pullman cop steel....60&10%
Royal metal....60%

Sash Cord & Weight Fastener
Ives....33⅓%
Titan (Tight-on)....33⅓%

Sash Cord
Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia, ₱ lb....15c
Common India, ₱ lb....10@10½c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12 1-2@13c
Silver Lake:
A Quality, drab, ₱ lb....45c
A Quality, white, ₱ lb....40c
B Quality, drab, ₱ lb....40c
B Quality, white, ₱ lb....35c

Sash Fasteners
Imperial....33⅓%
Sash rollers....70%
Champion....50%
Ives casement fasteners....40%
Ives Crescent, iron....40&20%
Ives Crescent, bronze and brass....45&7½%
Monitor, steel....33⅓%
Shutter sheaves....60%
Window screen sash lifts....60%

Sash Locks
Champion meeting rail....50%
Champion side....30%
Ives' patent:
Bronze and Brass....55&5%
Cast Iron....60%
Crescent....40&20%
Iron....62½%
Window ventilating....55%
Robinson pat. ventilating sash lock..33⅓%
Wrought bronze and brass....55%
Wrought metal....55%
Wrought steel....55%
Paysons Signal....60%
Pullman patent ventilating....25%

Sash Weights
Ton lots at factory (Eastern)....$30.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co....25@35&7½%
National Specialty Mfg. Co....30%

Saws
Atkins:
Band to 14 in. wide....60%
Band ¼ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....30&10&10%
Disston's:
Circular, solid and inserted tooth....50%
Band 3 in. to 16 in. wide....60%
Band ¼ in. to 1¼ in....60%
Cross cuts....45%
Narrow cross cuts....50%
Mulay, mill and drag....50%
Framed wood saws....25%
Wood saw blades....25%
Wood saw rods....20%
Hand saws, Nos. 12, 99, 9, 16, D100, D85, 120, 76, 77, 8....25%
Hand saws, Nos. 7, 107, 107½, 3, 1, 0, 00, combination....30%
Compass, keyhole, pruning, dovetail, &c....25%
Butcher saws and blades....30%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..30&3½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....35%

HACK SAWS AND FRAMES—
Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines..10%
Sterling Saw Machines....10%
Sterling hack and saw blades....35%
Sterling hack saw frames....35%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades..25%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....15&10%

Saw Filer
Disston's D8 Clamp and Guide, $30.00 ₱ doz....30%

Saw Frames
C. E. Jennings & Co....30%
Richardson's Wood....net
Sterling....25%

Saw Sets
Atkins,
Criterion saw sets, ₱ doz....$6.00
Excelsior saw tools No. 1, ₱ doz....4.80
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$7.50
"Royal," ₱ doz. net....4.50
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $20.63; 5, $30.00...50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz....1.00
Taintor's Positive, $15.00 ₱ doz....60%

Scales
Chatillon's:
Eureka....25%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....50@50&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80@$2.00
Striped....$2.00@$2.20
Pelouze....50%

Scale Beams
Chatillon's No. 1....25%
Chatillon's No. 2....25%

Scrapers, &c
Adj. Box scrapers (S. R. & L. Co.) $6.00....45%
Box, 1 handle, ₱ doz....$2.00@$2.25
Box, 2 handle, ₱ doz....$2.25@$2.50
Foot....55&10@60&5%
Ship, Common, ₱ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz....$2.00

Screw Drivers
Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....45@50%
Champion....60%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$6.00
Electric spiral, No. 02, " " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....60&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₱ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 36....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75&5%
No. 10....75&10&10%
Nos. 20 and 30....60&10&10%
Tower & Lyon:
Champion....40%
Magazine....35%
Machinists'....40%
Belsley's patent....33⅓%

Screws
WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&5%
Iron, bright flat head....87½&5%
Iron, bright round and oval head....85&5%
Brass, flat head....85&5%
Brass, round head....80&5%
Bronze, flat head....77½&5%
Bronze, round head....75&5%
Nickel Plated, iron flat head....77½&5%
Nickel Plated, iron round head....77½&5%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...80@80&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&5%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1890....75&10%
Cone Point....75&10%

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BENCH, HAND, ETC—
Bench, iron, ₱ doz.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....25@25&5%
Hand, wood.....25@25&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes
	₱ Doz
Cronk's	$8.00
Wadsworth's:	
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush	40%

Scythe Rifles
4-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones
	₱ Gro
Pike's Selling Assortments:	
Assortment "A"	$4.75 net
" "B"	$3.75 net
No. 1, Indian Pond	$ 7.00
No. 2, "	4.50
White Mountain	9.00
Black Diamond	12.00
Lamoille	11.00
Green Mountains	6.00
Leader Red End	4.50
Willoughby Lake	9.00
Extra Quinnebog	7.00
Pike's Corundum	18.00
" Quick Cut Emery	10.00

40%

Seeders
Raisin, Enterprise.....25@30%

Shears
Acme (cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....68⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
Straight Trimmers, etc.60&10&60&10&10%
Tailors' Shears.....10%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....10%

Shears, Hedge
Wm. Wilkinson & Sons.....50%

Sheep Shears
Wilkinson's:
1900 List.....30&10&5%

Sheaves
SLIDING DOOR—
Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10&30%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells
See Ammunition.

Ship Tools
L. & I. J. White.....25%

Shot
See Ammunition.

Shovels and Spades
Association List, Nov. 15, 1902.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Snow Shovels
Long Handles.....$2.75@$3.00
Black D Handles.....$3.25@$3.50

Shutter Bars
Ives'.....45%

Shutter Bolts
See Bolts, Shutter.

Skate Sharpeners
Eureka.....₱ doz., $1.75; ₱ gro., $18.00

Slaters' Tools
Plumbs.....30%

Slaw and Kraut Cutters
Disston's:
Slaw, vegetable, corn grater, turnip shredder.....35%
Kraut cutters, 24x7, 26x8, 30x9.....35%
Kraut cutters, 36x12, 40x12.....35%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.@$20.00
2 knives, ₱ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers
See Hammers.

Slicers
Vegetable, Enterprise.....25%

Smiths' Bellows
See Bellows.

Snaps, Harness, &c
German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps.....80&2%
Breast strap protector.....45%
Thimble for lits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....80&2%
Rope snaps.....40%
Yankee snaps.....30& 5

Scythe Snaths
National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves
Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓%

Spoons and Forks
SILVER PLATED FLAT WARE—
International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10%
German silver, unplated.....60@60&5%
KNIVES AND FORKS, NO. 12—
	₱ Doz. Net
"1847"	$3.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co.	3.25
Rogers & Hamilton	3.25
Holmes & Edwards	2.75

Springs
See Door Springs.

Spring Balances
See Balances.

Spring Hinges
See Hinges.

Squares
Disston's Try sq're & T bevels, new list 67½%
Try square and T bevel.....60&10&5&70%
Winterbottom's Try and Mitre:
Iron Handle.....35%
Wood Handle.....40%
Nickel-plated, new list, Jan. 5, '00.70&7½@75%
Steel and iron.....70&7½@75%

Staples
Barbed blind, ⅛, ⅜, & ½ in., ₱ lb...6@6½c
Poultry Netting.....3½@3½c
FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers
Cronk's, No. 50, net ₱ doz.....$1.00
" " 55 " " " 60c
" " 66 " " " 84c
" " 80 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels
Chatillon's "Dicks".....30%
Foster Bros.....30%

Stocks and Dies
BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....35&10%
Holroyd & Co.....50@50&10%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%
PIPE MAKERS—
Holroyd & Co.....80@80&10%

Stones
See Oilstones.

Stops
See Bench Stops.

Store Door Handles
See Handles.

Store Ladders
Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts
See Bolts.

Stove Polish
See Polish, Stove.

Sweepers
See Carpet Sweepers.

Tackle Blocks
See Blocks.

Tacks, Finishing Nails, &c
New List, May 1, 1905.
American Carpet Tacks.....90&30%
American Cut Tacks.....90&30%
Swedes Cut Tacks.....90&30%
Swedes Upholsterers'.....90&40%
Gimp Tacks.....90&40%
Lace Tacks.....90&40%
Trimmers' Tacks.....90&30%
Looking Glass Tacks.....65%
Bill Posters' & Railroad Tacks.....90&45%
Hungarian Nails.....80&20@——%
Finishing Nails.....70&——%
Trunk and Clout Nails.....80%

NOTE.—The above prices are for Standard Weights. An extra 5¢ is given on Medium Weights, and an extra 10&5¢ is given on light weights.

MISCELLANEOUS—
Double Point, in dozens.....90&stens

Tack Pullers
Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net.....1.00

Tapes, Measuring
Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....80&5@85%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....85@85&5%
Pocket.....85@85&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers
See Borers, Tap.

Tap
American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅝ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench
Rollis Hdw. Co., $6.00.....50%

Thumb Latches
See Handles.

Ties, Wall and Veneer
The Metal Stamping Co., Niagara...20&10%

Tinware
Stamped, Japanned and Pieced..net prices

Tire Bolts
See Bolts.

Timber Scribes
Bemis & Call's.....30%

Tobacco Cutters
National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers
See Clippers.

Trace Holders
Fernald's, ₱ doz. pairs.....net $1.25

Trammel Points
C. E. Jennings & Co., "Eureka".....25%
Disston's.....60&10%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters
Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps
FLY—
Balloon.....₱ doz. $1.25, ₱ gro., $13.00
Globe....." " 1.25, " " 12.00
Harper....." " 1.40, " " 13.50
GAME—
Enterprise Mole.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₱ doz.....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers
Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics
Brade's Brick.....30%
Disston's:
Brick and Pointing.....25%
Plastering.....30%
"Standard Brand" and Garden.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McF. Plastering.....25%
"Rose" Brick, Plastering & Moulding..25&5%

Trowels, Garden
Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$4.80
" Tinned, ₱ gross, net..... 6.00
Wood Hdl., ₱ gross, net..... 4.80
Disston's.....30%
Avery's, net ₱ gro.....$6.00

Vegetable Slicers
Enterprise Mfg. Co.....25¢

Ventilating Sash Locks
Ives Patent.....55¢
Robinsons Patent.....33⅓%

Vises
Oval slide.....50&10%
Solid box.....50&10%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&5%
Lowell Hand.....35⅓%
Massey:
Perfect.....15%
Clincher.....35%
Wood-working.....15%
Planer.....15%
Comb. Pipe.....15%
Millers' Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....30@25%
Sargent's.....40%
Snellker's.....30@35⅓%
Stephen's.....30@35⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%
SAW FILERS
Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads
See Ammunition.

Wagon Jacks
Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters
Otis A. Smith's.....20&10&10%

Water Motors
Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching
Covert Mfg. Co.....40&2%

Well Wheels
Japanned, 8 to 14 in.....net

Weed Extractors
"Pastime," ₱ doz., net.....$1.75

Window Cleaners
Barnes Mfg. Co.....40%
Boeley's Peerless.....60%
Boeley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters
Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges
See Guages.

Wire and Wire Goods
Brass wire.....Net List
Bright Wire Goods:
New list June 24, 1908.....20&25%
Cast steel wire.....50%
Copper wire.....10%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60@60&10%
Market Wire, Bright or Annealed:
Nos. 0 to 9.....80%
Nos. 10 to 18.....80&2½%
Nos. 19 to 26.....80&7½%
Nos. 27 to 36.....80&2½%
Galvanized:
Nos. 15 to 26.....75%
Coppered:
Nos. 6 to 14.....75&5%
Nos. 15 to 18.....72½&10%
Tinned:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&7½%
Cast steel.....50%
Picture wire, list of Oct. 2, 1900.....85&10@85&10&10%
Stub's steel wire.....$6.00 to2 33⅓%

Wire Clothes Lines
See Lines.

Wire Cloth, Netting, &c
Galvanized wire netting.....80&30&5%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.30

Wire Rope
Bright.....45&2½%
Iron, galvanized.....37½&2½%

Wire Rope Clips
Crosby.....25%

Wire Stretchers
W. C. Heller's grip, ₱ doz.....$1.50

Wrenches
Agricultural.....75@75&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50&5%
Bemis & Call's:
Briggs pattern monkey.....40%
Merrick " 50%
Steel Handle " 50%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Improved Adjustable, S nut.....40%
" S pipe.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar.....60&5@60&10%
Donohue's engineer.....70%
Eagle pipe.....50&10%
Stillson pipe.....60&5%
Acme.....60@60&10%
Hercules.....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Abrasives
Pike Mfg. Co., Pike, N. H.
Tanite Co., Stroudsburg, Pa.

Adding Machines
Automatic Adding Machine Co., New York.

Adzes
National Cutlery Co., Detroit, Mich.
Peck Edge Tool Co., Cohoes, N. Y.

Agricultural Implements
American Fork & Hoe Co., Cleveland, O

"Always Sharp" Calks
Always Sharp Calk Mfg. Co., Jersey City, N. J.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

"Atlantic" Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits
C. E. Jennings & Co., New York

Automatic Door Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Automatic Shears and Scissors
Davies Automatic Shear Co., New York.

Automobiles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Axes
National Cutlery Co., Detroit, Mich.
Peck Edge Tool Co., Cohoes, N. Y.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Fraser Lubricator Co., New York.
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Bank Locks
The Yale & Towne Mfg. Co., New York.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Accessories
Forsyth Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Blind Hinges
Parker Wire Goods Co., Worcester, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Bolt and Screw Cases
American Bolt and Screw Case Co., Dayton, Ohio.

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York

Box Hooks
Patterson, Gottfried & Hunter, Ltd., New York.

Box Straps
Cary Mfg. Co., New York

Braces, Carpenters
C. E. Jennings & Co., New York

Brackets, Lace Curtain
Kenvin & Cummings Co., Philadelphia, Pa.

Brackets, Lamp
Kenvin & Cummings Co., Philadelphia, Pa.

Brackets, Shelf
Piqua Bracket Co., Piqua, Ohio

Brackets, Window Shade
Kenvin & Cummings Co., Philadelphia, Pa.

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"
Atlantic Stamping Co., Rochester, N. Y.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.
The Yale & Towne Mfg. Co., New York

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Butchers' Scales
John Chatillon & Sons, New York

Butts, Door
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinet Hardware
The Yale & Towne Mfg. Co., New York.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Calks
Always Sharp Calk Mfg. Co., Jersey City, N. J.

Can Openers
Ellis Mfg. Co., Millsdale, Conn.
A. F. Meisselbach & Bro., Newark, N. J.

Car Movers
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Carpenters' Levels
Baker-McMillen Co., Akron, Ohio.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Stretcher and Tack Hammer Combined
Richard W. Montross, Galien, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriage Trimmers' Clips
U. S. Clothes Pin Co., Montpelier, Vt.

Carriers, Hay
F. E. Myers & Bro., Ashland, O.

Casters
Faultless Caster Co., Nebraska City, Neb

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chain Blocks
The Yale & Towne Mfg. Co., New York.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Oneida, N. Y.

Chains, Halter
Oneida Community, Ltd., Oneida, N. Y.

Chains, Sash
Oneida Community, Oneida, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers
Coates Clipper Mfg. Co., Worcester Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York

Clothes Pins
U. S. Clothes Pin Co., Montpelier, Vt.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coaster Wagons
Wabash Mfg. Co., Wabash, Ind.

Coat, Hat and Ceiling Hooks
Parker Wire Goods Co., Worcester, Mass.

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Combination Squares
A. W. Hight, Toledo, O.

Conductor Pipe
American Steel Roofing Co., Middletown, Ohio.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Knives
Wilkinson Shear & Cutlery Co., Reading, Pa.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Countersinks
C. E. Jennings & Co., New York

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Creamery Tin Ware
Atlantic Stamping Co., Rochester, N. Y

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Cutlery
Davies Automatic Shear Co., New York
Trout Hardware Co., Chicago, Ill.

Cutlery Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
Belden Machine Co., New Haven, Conn
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers
Taylor & Boggis Foundry Co., Cleve., O.

Diamond Tools
The Tanite Co., Stroudsburg, Pa.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Check and Spring (Blount)
The Yale & Towne Mfg. Co., New York.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.

Door Pulls
Parker Wire Goods Co., Worcester, Mass.

Draught Springs
Beecher Draught Spring Co., New Haven, Conn.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Keuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.

Drawing Knives
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Drills, Brick and Stone
Star Expansion Bolt Co., New York.

Drop Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

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Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa

Edge Tools
Peck Edge Tool Co., Cohoes, N. Y.
L. & I. J. White Co. Buffalo, N. Y.

Electric Cooking and Heating Apparatus
Prometheus Electric Co., New York.

Elevators
Eaton & Prince Co., Chigcao, Ill.
Kimball Bros. Co., Council Bluffs, Iowa.

Emery
Oriental Emery Co., New Haven, Conn.
The Tanite Co., Stroudsburg, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Glue
The Tanite Co., Stroudsburg, Pa.

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.
Patterson, Gottfried & Hunter, Ltd., New York.

Enameled Wiring Rings
Star Expansion Bolt Co., New York.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Expansion Bolts
Star Expansion Bolt Co., New York.

Fans (Ventilating, Ceiling)
The A. Rosenberg Co. Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.

Fences, Wire and Iron
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Ohio Structural Iron Co., Sandusky, O.
Van Dorn Iron Works Co., Cleveland, O.

Files
G & H. Barnett Co., Philadelphia
Carver File Co., Philadelphia, Pa.
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa..

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
Marlin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Escapes
Ohio Structural Iron Co., Sandusky, O.

Fishing Reels
A. F. Meisselbach & Bro., Newark, N. J.

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Philadelphia

Foot Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forging Drops
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
Alaska Freezer Co., Winchendon, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Richmond Cedar Works, Richmond, Va.
White Mountain Freezer Co., Nashua, N. H.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Fry-Pan Lids and Pot Covers
Kitchen Specialty Mfg. Co., Reading, Pa.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y.

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Cooking Ranges
Albany Foundry Co., Albany, N. Y.

Gas Heaters
Albany Foundry Co., Albany, N. Y.

Gas Industrial Appliances
Albany Foundry Co., Albany, N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gas Ranges
Albany Foundry Co., Albany, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Schooley Novelty Co., Homestead, Pa.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
C. E. Jennings & Co., New York.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Government Contracts
U. S. Government Advertiser, Washington, D. C.

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Catchers
Specialty Mfg. Co., St. Anthony Park, Minn.

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grass Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grinding Machines
The Tanite Co., Stroudsburg, Pa.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Trout Hardware Co., Chicago, Ill.

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saw Frames
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Cheney Hammer Co., Little Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand and Foot Power Grinders
Royal Mfg. Co., Lancaster, Pa.

Handles
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Handles, Tool
Berger Bros. Co., Philadelphia

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Jobbers
Kelley-How-Thomson Co., Duluth, Minn.
Trout Hardware Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Forsyth Mfg. Co., Buffalo, N. Y.
Franklin Specialty Co., Reading, Pa.
H. H. Ives Co., New Haven, Conn.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Parker Wire Goods Co., Worcester, Mass.
Taylor & Boggis Foundry Co., Cleveland, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.
Peck Edge Tool Co., Cohoes, N. Y.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.

Hay Racks
Ohio Structural Iron Co., Sandusky, O.

Hedge Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co. Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hitching Posts
Ohio Structural Iron Co., Sandusky, O.

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn
Standard Horse Nail Co., New Brighton, Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Horse Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City N. J.

Hot Pan Lifters
E. L. Watrous Mfg. Co., Des Moines, Ia.

Household Specialties
Forsyth Mfg. Co., Buffalo, N. Y.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
Alaska Freezer Co., Winchendon, Mass.
North Bros. Mfg. Co., Philadelphia
Richmond Cedar Works, Richmond, Va.
White Mountain Freezer Co., Nashua, N. H.

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.

Injectors
N. A. Watson, Erie, Pa.

Importers
S. Guiterman & Co., Ltd., London and New York.

Inclinometers
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Kerosene Furnaces
Barthel Blow Lamp Co., Boston, Mass.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Knife Sharpeners
Luther Bros. Co., North Milwaukee, Wis.
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.

Ladders (Rolling)
Bicycle Step Ladder Co., Chicago,

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Landing Nets, Ring, Staff
A. F. Meisselbach & Bro., Newark, N. J.

Lawn Fences
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Reading Hardware Co., Reading, Pa.
Worcester Lawn Mower Co., Worcester, Mass.

Lawn Mower Grinders
Root Bros. Co., Plymouth, Ohio.

Lawn Seats
Ohio Structural Iron Co., Sandusky, O.

Lawn Weeders
Cleveland Lawn Weeder Co., Cleveland, Ohio.

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Baker-McMillen Co., Akron, Ohio.
Russell-Kimball Mfg. Co., Dunkirk, N. Y.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels, Semi-Circular
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks
Yale & Towne Mfg. Co., New York.

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lumber Crayons
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Rochester, N. Y.

Machinists' Supplies
Diamond Saw & Stamping Works, Buffalo, N. Y.

Machinists' Tools
Henry Disston & Sons, Inc., Philadelphia
Patterson, Gottfried & Hunter, Ltd. New York.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mallets
Stanley Rule & Level Co., New York

Manufacturers' Agents
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.

Masons' Levels
Baker-McMillen Co., Akron, Ohio.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa. Phila.

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Measuring Tapes
Alfred Field & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.

Metallic Adjustable Screens
Metallic Screen Co., Collins, Wis.

Metal Shingles
Cortright Metal Roofing Co., Philadelphia.
Montross Metal Shingle Co., Camden, N. J.

Metal Ware
Pritchard-Strong Co., Rochester N. Y.

Metal Workers' Crayons
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Mills, Coffee and Spice
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.

Mitre Boxes, Steel
Goodell Mfg. Co., Greenfield, Mass.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mops
Bay State Mop Co., Woburn, Mass.

Mop Press
Goddard Mop Press Co., Akron, Ohio.

Mop Wringers
Lee Chair Co., Oneida, N. Y.

"Motor Car" (Automobile Magazine)
W. C. Pierson Publishing Co., New York

Motor Cycles and Accessories
Thomas Auto-Bi Co., Buffalo, N. Y.

Moulding Hooks
Forsyth Mfg. Co., Buffalo, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nail Pullers
Belden Machine Co., New Haven, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans
Atlantic Stamping Co., Rochester, N. Y.
A. F. Meisselbach & Bro., Newark, N. J.

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
The Yale & Towne Mfg. Co., New York.

Painted Porch Curtains
R. H. Comey Co., Camden, N. J.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.
Trout Hardware Co., Chicago, Ill.

Paint Specialties
Eugene E. Nice, Philadelphia, Pa.

Paper Clips
Cushman & Denison, New York
U. S. Clothes Pin Co., Montpelier, Vt.

Paper Fasteners
Schooley Novelty Co., Homestead, Pa.

Patents
Davis & Davis, New York
O. J. Haegler, Philadelphia, Pa.

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Photograph Clips
U. S. Clothes Pin Co., Montpelier, Vt.

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Wrenches
Belden Machine Co., New Haven, Conn.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Plated Ware
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Plate Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishing Pastes
The Tanite Co., Stroudsburg, Pa.

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Office Lock Boxes
The Yale & Towne Mfg. Co., New York.

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Poultry Specialties
Keyes-Davis Co., Ltd., Battle Creek, Mich.

Power Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
American Fork & Hoe Co., Cleveland, O.

Ratchet Wrenches
Patterson, Gottfried & Hunter, Ltd., New York.

Razors
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razors, Safety
Gillette Sales Co., New York, N. Y.

Real Estate
David P. Taff, Topeka, Kans.

Reamers
C. E. Jennings & Co., New York

Reels, Rope
Udell Works, Indianapolis, Ind.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Removable Calks
Always Sharp Calk Mfg. Co., Jersey City, N. J.

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Rifles
Hamilton Rifle Co., Plymouth, Mich.
Marlin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivet Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Rivets
Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates
M. C. Henley, Richmond, Ind.

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
American Sheet & Tin Plate Co., Pittsburgh, Pa.
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co., Jersey City, N. J.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.

Safety Razors
Gillette Sales Co., New York.

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sanitary Stoneware
Fulper Pottery Co., Flemington, N. J.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Hangers
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Lifts
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Diamond Saw & Stamping Works, Buffalo, N. Y.
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co. New York

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago.

Scissors, Automatic
Davies Automatic Shear Co., New York.

Screen Catches
E. L. Watrous Mfg. Co., Des Moines, Ia.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y
Peck, Stow & Wilcox Co., Cleveland, O.

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screwless Shears and Scissors
Davies Automatic Shear Co., New York.

Screws
Robert Murray, New York

Screw Drivers
C. E. Jennings & Co., New York
North Bros., Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Eyes, Screw Hooks
Parker Wire Goods Co., Worcester, Mass.

Screw Thread Rolling Machines
Waterbury Farrel Foundry & Machine Co, Waterbury, Conn.

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.

Screw Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Screw Wrenches
Bemis & Call Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
American Fork & Hoe Co., Cleveland, O

Scythe Stones
Pike Mfg. Co., Pike, N. H.

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Seed Sowers
Cyclone Seeder Co., Urbana, Ind.

Self-Heating Flat Irons
Imperial Brass Mfg. Co., Chicago, Ill.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Sheep Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington-Richardson Arms & Tool Co., Worcester, Mass.
Marlin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Chisels
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

Sink Brushes
Parker Wire Goods Co., Worcester, Mass.

Skewers
John Chatillon & Sons, New York

Slater' Tools
Belden Machine Co., New Haven, Conn.

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Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York

Snow Shovels ("Alaska")
Avery Stamping Co., Cleveland, Ohio.

Soapstone Crayons
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Special Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spirit Levels
Baker-McMillen Co., Akron, Ohio.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Sporting Goods
Trout Hardware Co., Chicago, Ill.

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Springs, Draught
Beecher Draught Spring Co., New Haven, Conn.

Springset Shears and Scissors
Davies Automatic Shear Co., New York.

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
Henry Disston & Sons, Inc., Phila., Pa.
L. S. Starrett Co., Athol, Mass.

Squares (Universal)
The Duby & Shinn Mfg. Co., Long Branch, N. J.

Stable Fixtures
Ohio Structural Iron Co., Sandusky, O.

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y
McKinney Mfg. Co., Allegheny, Pa.

Steam Cookers and Bakers
Toledo Cooker Co., Toledo, O.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

Steel Belt Lacing
Bristol Co., Waterbury, Conn.

Steel Dies
E. L. Watrous Mfg. Co., Des Moines, Ia.

Steel Door Buttons
E. L. Watrous Mfg. Co., Des Moines, Ia.

Steel Fishing Rods
Horton Mfg. Co., Bristol, Conn.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel, Hoop and Band
Harold McCalla, Philadelphia, Pa.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Ranges
Landay Steel Range Co., St. Louis, Mo.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Step Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill.

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York

Stove Lifters
Troy Nickel Works, Albany, N. Y.

Stove Trimmings
Troy Nickel Works, Albany, N. Y.

Strapping Belts
Ames Sword Co., Chicopee, Mass.

Strawberry Hullers
Windsor Stephens & Co., Waltham, Mass.

Stretchers, Carpet
Richard W. Montross, Galien, Mich.

Strip Steel
West Leechburg Steel Co., Pittsburgh.

Strops, Razor
Alfred Field & Co., New York

Tables, Folding
Udell Works, Indianapolis, Ind.

Tack Pullers
Ellis Mfg. Co., Milldale, Conn.

Tackle Blocks
Boston & Lockport Block Co., Boston, Mass.

Tailors' Shears
R. Heinisch's Sons Co., Newark, N. J.

Talc Crayons
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Ten Cent Specialties
Franklin Specialty Co., Reading, Pa.

Terne Plates
American Sheet & Tin Plate Co., Pittsburgh, Pa.

Three-in-One Oil
George W. Cole Co., New York.

Tin Ware
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Bryan Mfg. Co., Bryan, Ohio

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Armstrong Mfg. Co., Bridgeport, Conn.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
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McKinney Mfg. Co., Allegheny

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ALPHABETICAL INDEX TO ADVERTISERS

A

Adams & Elting Co., The ..... *
Ajax Mfg. Co 51
Alaska Freezer Co ..... *
American Bolt & Screw Case Co ..... *
American Fork & Hoe Co 5
American Shearer Mfg. Co 64
American Sheet and Tin Plate Co ..... *
American Tool Chest Co ..... *
American Tube & Stamping Co 14
Ames Sword Co 63
Arcade Mfg. Co 11
Armstrong Mfg. Co 9
Atlantic Stamping Co 45
Automatic Adding Machine Co 43
Avery Stamping Co 52

B

Baeder, Adamson & Co 8
Baker-McMillen Co., The 14
Barnett (G. & H.) Co 64
Barrett, W. L ..... *
Barthel Blow Lamp Co., The 50
Bates (D. L.) and Brother 12
Bay State Mop Co 63
Beecher Draught Spring Co 2
Belden Machine Co 2
Bemis & Call Hardware & Tool Co. *
Berger Bros. Co 63
Bicycle Step Ladder Co 51
Blackstone Mfg. Co 6
Blanchard Bros. Inc 43
Bommer Bros 64
Boston & Lockport Block Co ..... *
Brammer (H. F.) Mfg. Co 9
Bristol Co., (The) 1
Bryan Mfg. Co 19
Buffalo Wire Works Co 51

C

Caldwell Mfg. Co 63
Capewell Horse Nail Co 64
Cary Mfg. Co 52
Champion Safety Lock Co 63
Chandler & Farquhar Co 2
Carver File Co 64
Chatillon (John) & Sons 5
Cheney Hammer Co., Henry 12
Clark, Horrocks Co 12
Cleveland Lawn Weeder Co 43
Coates Clipper Co 49
Coes Wrench Co ..... *
Coldwell Lawn Mower Co 10
Cole (G. W.) Co ..... *
Columbus Bolt Works 64
Comey (R. H.) Co ..... *
Consolidated Sporting Goods Mfg. Co 49
Cortright Metal Roofing Co 5
Covert Mfg. Co 1
Cronk & Carrier Mfg. Co ..... *
Cushman & Denison Mfg. Co 6
Cyclone Seeder Co 2

D

Davies Automatic Shear Co ..... *
Davis & Davis 48
Diamond Saw & Stamping W'ks 64
Disston (Henry) & Sons, Inc 4
Dixon (Jos.) Crucible Co 8
Droescher, S. R 64
Duby & Shinn Mfg. Co 9

E

Eaton & Prince Co 52
Ellis (F. E.) & Son 63
Ely (Theo. J.) Mfg. Co ..... *
Enterprise Fdy. & Fence Co 63
Enterprise Mfg. Co. of Pa 5
Erie Specialty Co 2
Eureka Chair Seat Co 43

F

Faultless Caster Co 4
Field (Alfred) & Co 6, 8
Forsyth Mfg. Co ..... *
Foster Bros 50
Franklin Specialty Co., The ..... *
Frazer Lubricator Co 49
Fuller Bros. & Co 2
Fulper Pottery Co 3

G

Gem Cutlery Co ..... *
Gillette Sales Co 36
Goddard Mop Press Co 50
Goodell Mfg. Co 43
Guiterman S. & Co., Ltd 51

H

Haegler, O. J ..... *
Hale & Kilburn Mfg. Co., The 45
Hamilton Rifle Co ..... *
Hapgoods 51
Hardwaremen's Exchange 51
Harrington & Richardson Arms Co. *
Hayward, (W. H.) 48
Heinisch's (R.) Sons Co 50
Henley, M. C 13
Hight Mfg. Co., (The) ..... *
Hoffmann, Geo. W 64

I

Imperial Brass Mfg. Co 2
Iowa Farming Tool Co 5
Ives (H. B.) Co 1

J

Jennings (C. E.) & Co 1
Josef Mfg. Co. (E. E.) ..... *

K

Kampfe Bros ..... *
Kelley-How-Thomson Co 13
Kelsey Heating Co 41
Kenvin & Cummings Co ..... *
Keuffel & Esser Co 3
Keyes-Davis Co., Ltd. (The) 48
Kimball Bros. Co 51
Kitchen Specialty Mfg. Co ..... *

L

Landay Steel Range Co 41
Lane Brothers Co 2
Luther Bros. Co ..... *
Lynn Filter Co 12

M

Magnolia Metal Co 1
Manhattan Screw & Stamping Works 39
Marlin Firearms Co., (The) 2
McCalla, Harold 51
McKinney Mfg. Co 63
Meisselbach (A. F.) & Bro ..... *
Metallic Screen Co., (The) 10
Miller (Frank) Co 8
Montross Metal Shingle Co., ... 50
Montross, Richard W 12
Murray, Robert 51
Myers & Bro., F. E 50, 51

N

National Cutlery Co 7
Nelson & Morrison Mfg. Co., The 2
New Jersey Wire Cloth Co 7
Nicholson File Co 34
Nickel Plate Stove Polish Co 63
Niles Mfg Co 2
North Bros. Mfg. Co 8

O

Ohio Cooker Co 41
Ohio Structural Iron Co 63
Oneida Community 1
Oriental Emery Co 2

P

Parker Wire Goods Co 1
Patterson, Gottfried & Hunter, Ltd. 3
Peck Edge Tool Co 2
Peck, Stow & Wilcox Co 32
Pelouze Scale & Mfg. Co ..... *
Philadelphia Lawn Mower Co., The 4
Pierson (W. G.) Publishing Co 39
Pike Mfg. Co, ... 1
Piqua Bracket Co 3
Pitkin George W. Co 7
Prentiss Clock Improvement Co 6
Pritchard-Strong Co. (The) 1
Prometheus Electric Co. The ..... *

R

Reading Hardware Co 11
Richmond Cedar Works 47
Rochester Lunch Box Mfg. Co ..... *
Rodgers (Joseph) & Sons 6
Root Bros. Co ..... *
Rosenberg Motor & Mfg. Co. (The A.) 1
Royal Mfg. Co 4
Russell-Kimball Mfg. Co., ... 6

S

Schwerdtle Stamp Co 48, 50
Smith & Egge Mfg. Co 14
Snowflake Axle Grease Co ..... *
Sprague Correspondence School of Law, The 8
Standard Horse Nail Co 64
Standard Mfg. Co 32
Stanley Rule & Level Co 34
Star Expansion Bolt Co 1
Starrett (L. S.) Co 14
Stevens (J) Arms & Tool Co 1
Stephens (Windsor) & Co 35
Stowell Mfg. Co 6, 9, 51

T

Taff (David P.) 6
Tanite Co. (The) 6
Taylor & Boggis Foundry Co ..... *
Thomas Auto-Bi Company, The 39
Toledo Cooker Co ..... *
Townsend, C. C. & E. P 1
Trout Hardware Co 20
Turner Brass Works, The 50

U

Udell Works ..... *
U. S. Clothes Pin Co 64
U. S. Government Advertiser 51

V

Van Dorn Iron Works 63
Voorhees Rubber Mfg. Co 13

W

Walworth Mfg. Co 1
Waterbury Farrell Foundry Machine Co 64
Watrous (E. L.) Mfg. Co 2, 50
Watson, (N. A.) 6
West Haven Mfg. Co 1
West Leechburg Steel Co 5
White (L. & I. J.) Co 45
White Lily Washer Co 9
White Mountain Freezer Co. The 47
Wilkinson Shear & Cutlery Co. The *
Wilkinson (A. J.) & Co 1
Withington & Cooley Mfg. Co 5
Worcester Lawn Mower Co 63

Y

Yale & Towne Mfg. Co. The ..... *

Z

Zelnicker Crayon Works 1

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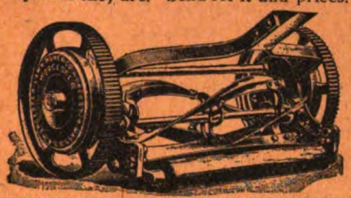
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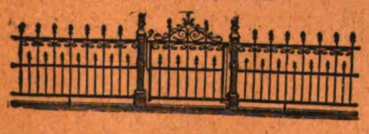
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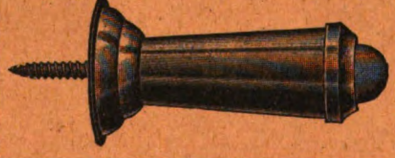
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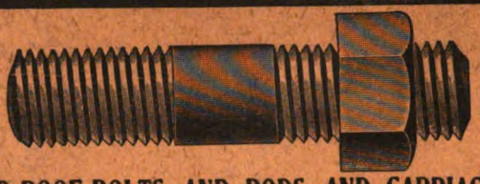
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